



Single-Family Build-to-Rent Advisory Services

A FULL-SERVICE SOLUTION FOR INVESTORS AND DEVELOPERS.

Commercial Real Estate

Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com

INVESTED IN YOUR SUCCESS.

Expertise, from
start to finish.

WE PRIORITIZE YOUR NEEDS OVER A
SINGULAR EXECUTION BY OFFERING
IMPARTIAL ADVICE THAT LEADS TO
THE BEST ECONOMIC DECISIONS.



WHAT SETS US APART IS NOT WHAT WE DO, BUT HOW WE DO IT.

Northmarq is an investor's strategic partner for navigating opportunities in the build-to-rent space. At the start of every engagement, we form a unique team consisting of an advisory group leader, a debt and equity leader, and a local market advisor to tailor asset-specific strategies. Our fully-integrated approach ensures each opportunity is explored, receives thoughtful analysis, and delivers actionable recommendations. It's a structure that successfully pairs granular market expertise with national experience. The result is a team of institutional quality with a personalized touch, found only at Northmarq.

Our Difference.

BROKERAGE

Committed to maximizing value in every acquisition and disposition.

CAPITAL

Comprehensive solutions for all your financing needs.

ADVISORY

Expert opinions and timely insights when you need it most.

LOCAL EXPERTS. NATIONAL REACH.

More transactions, more markets, more experience.

THE NEWEST PRODUCT CATEGORY ISN'T NEW TO US.

No commercial real estate company can match our experience or breadth of knowledge in the BTR business. During the past five years, we have devoted resources to industry-leading research, custom financial modeling, and cutting-edge marketing tailored specifically to the BTR product type.

These investments have yielded results. We have brokered and financed dozens of BTR transactions across the United States since 2018. Additionally, Northmarq has ranked among the industry's top tier of investment sales and debt and equity providers in each of the past five years.

+\$3 Billion

SF BUILD-TO-RENT TOTAL TRANSACTION VOLUME

+\$1.7 Billion

SF BUILD-TO-RENT TOTAL SALES VOLUME

+\$1.3 Billion

SF BUILD-TO-RENT TOTAL FINANCING VOLUME





LOOKING BEYOND A SINGLE TRANSACTION, NORTHMARQ'S BUILD-TO-RENT ADVISORY GROUP IS INTENTIONALLY STRUCTURED FOR OWNERS AND DEVELOPERS TO ENGAGE ONE FIRM THROUGHOUT THE LIFE CYCLE OF EVERY INVESTMENT.

PROVEN RESULTS. EXCEPTIONAL OUTCOMES.



Allero 94 Land
±8 AC | Phoenix AZ
SALE



Amazon Falls
184 Homes | Eagle ID
BRIDGE REFINANCING



Ascend Carolina Forest
48 Homes | Myrtle Beach SC
SALE & FINANCING



AVERE on the High Line
56 Homes | Denver CO
SALE



Brighton Townhomes
40 Homes | Acworth GA
CONSTRUCTION FINANCING



Christopher Todd on Camelback
167 Homes | Litchfield Park AZ
SALE & FANNIE MAE FINANCING



Christopher Todd on Greenway
136 Homes | Surprise AZ
SALE & FANNIE MAE FINANCING



CTC at Estrella Commons
286 Homes | Goodyear AZ
SALE & FANNIE MAE FINANCING



Cyrene at South Mountain
72 Homes | Phoenix AZ
SALE



Flint Meadows Land
±27 AC | De Soto KS
SALE



Harrison Trace
84 Homes | Charlotte NC
SALE



The Havenly Fountain Hills
147 Homes | Fountain Hills AZ
LIFE COMPANY FINANCING



Honeycutt Run

209 Homes | Maricopa AZ

SALE & CONSTRUCTION FINANCING



Jasper Village

208 Homes | Rincon GA

SALE



Oak Creek Village

47 Homes | Oak Creek WI

CONSTRUCTION FINANCING



The Orchards on 12th

38 Homes | Phoenix AZ

SALE



Moderne at Centennial

185 Homes | Las Vegas NV

SALE & CONSTRUCTION FINANCING



ParcHAUS at Skyline

136 Homes | McKinney TX

SALE & FINANCING



TerraLane at Canyon Trails

262 Homes | Goodyear AZ

SALE



TerraLane at South Mountain

147 Homes | Laveen AZ

SALE



Sweetwater Springs

58 Homes | Lawrenceville GA

FANNIE MAE FINANCING



Townhomes at Bluebonnet Trails

114 Homes | Waxahachie TX

SALE & FREDDIE MAC FINANCING



Villas at Chandler Heights

116 Homes | Chandler AZ

LIFE COMPANY FINANCING



Villas at Deerwood

47 Homes | Huxley IA

FANNIE MAE REFINANCING

OUR EXPERTISE WORKING FOR YOU.

Invested in your success.

DISCOVER HOW OUR
UNIQUE APPROACH
LEADS TO BETTER RESULTS.

What started as a small residential mortgage company 60 years ago has grown into a leading, national firm capable of supporting commercial real estate debt, equity, investment sales, loan servicing, and fund management across every type of multifamily and commercial asset class.

Based on strong values and integrity, our culture attracts the best minds in the industry. We empower our teams to put clients first and deliver creative and innovative solutions that drive value.



Trevor Koskovich
President, Investment Sales
602.952.4040



Shannon Hersker
Senior Vice President, Debt + Equity
602.952.4054



Jeff Erxleben
President, Debt + Equity
972.455.1934



Jesse Hudson
Regional Managing Director, Investment Sales
602.952.4042



Taylor Snoddy
Regional Managing Director, Investment Sales
972.455.4928



Faron Thompson
Regional Managing Director, Debt + Equity
972.455.4928



NORTHMARQ IS A LEADING PROVIDER OF COMMERCIAL REAL ESTATE DEBT, EQUITY, INVESTMENT SALES, LOAN SERVICING, AND FUND MANAGEMENT.



60+ Years

FOUNDED IN 1962

+\$76 Billion

SERVICING PORTFOLIO

+\$53 Billion

TOTAL TRANSACTION VOLUME

7000+

ACTIVE LOANS

3800+

ANNUAL TRANSACTIONS

750+

CAPITAL SOURCES



Brandon Harrington

Managing Director, Debt + Equity
602.508.2204



Scott Lamontagne

National Director—NDS, Investment Sales
512.450.6820



Ari Azarbarzin

Senior Vice President, Investment Sales
410.296.0709



John Currin

Senior Vice President, Investment Sales
704.595.4276



Eric Stockley

Senior Vice President, Investment Sales
972.322.9257



Peter Chacon

Vice President, Investment Sales
678.954.4602



FOR MORE INFORMATION,
PLEASE CONTACT:

TREVOR KOSKOVICH
PRESIDENT, INVESTMENT SALES
tkoskovich@northmarq.com
602.952.4040

SHANNON HERSKER
BTR LEADERSHIP, DEBT + EQUITY
shersker@northmarq.com
602.952.4054

northmarq.com