A DIFFERENT APPROACH TO REAL ESTATE
Since forming in 2003, Greenlaw Partners have acquired in excess of $5.5 billion of real estate assets through its affiliated joint ventures with select institutional and private capital partners. Greenlaw’s portfolio currently exceeds 8 million square feet and 2,000 apartments units of assets under management.

We are aggressively seeking to acquire core, core-plus, and value-add office, industrial, multifamily and retail assets throughout California and the Western United States.
TRANSACTION SIZE

- $2 million to $200 million
- Greenlaw Partners can acquire all cash, with a quick close

OPPORTUNITY TYPE

- Existing income-producing properties
- Failed or stalled construction projects
- Performing and non-performing loans secured by commercial real estate
- Recapitalization/equity investment into existing properties, portfolio and operating company

QUALITY AND LOCATION

- Class A and B properties
- Class C properties (with value-add potential)
- Properties located in infill B or better locations

PREFERRED SUBMITTAL INFORMATION

- Seller price and terms
- Aerial and photos
- Site plan
- Rent roll
- Operating statement
- Sales and lease comps
TARGET MARKETS

- Major metropolitan areas within California, Arizona, Nevada, Colorado, Washington, Texas, Oregon and Utah
- Secondary and tertiary markets
- Infill submarkets
- Strong population and employment growth
- Diverse economic base

PROPERTY TYPE

- Office (low to high rise)
- Industrial warehouse/distribution/manufacturing facilities
- Multi-tenant business parks
- Flex/R&D
- Corporate owned facilities
- Infill grocery anchored retail centers
- Infill multi-family entitlement projects
- Apartment communities
- Properties with excess land or additional entitlements
EXPANDING MARKETS

PORTLAND, OREGON

• Portland was ranked #1 Place for Business and Careers by Forbes in 2017
• Portland was ranked #2 Place for Office Investment by ULI in 2018
• Outperforms the national average in unemployment rate, GDP growth, population growth and job growth
• Major influx of tech companies due to millennial population growth, low cost of living and educated labor force
• Office vacancy of 11.0% and industrial vacancy of 3.7%
• Efficient transportation systems through downtown and suburbs
• Favorable tax climate for businesses and residents

SALT LAKE CITY, UTAH

• Salt Lake is a top-ranked market with a population growth forecasted to be 2.1% in 2018
• Salt Lake County’s job growth is ranked #3 among Nation’s Large Counties
• Wage growth in 2017 was 5.3%, compared to the national average of 1.9%
• Utah has one of the youngest populations in the US, with over 35,000 graduates per year from the major Universities within the Salt Lake and Utah Counties
• Multi-Family Construction has experienced significant growth in the last 3 years while vacancies have held steady around 4% as new unit deliveries are barely keeping up with demand
• The SLC Industrial market boasts a 3.2% vacancy with a lack of inventory and is beginning to transition to a big-box market
• Efficient transportation systems through downtown and suburbs
• Favorable tax climate for businesses and residents
EXPANDING MARKETS

SEATTLE, WASHINGTON

- Seattle was ranked #1 for Investment & Development by ULI in 2018
- Seattle is dominated by large corporate tech companies such as Amazon, Google, and Facebook.
- The submarkets of South Lake Union and CBD continue to be supply constrained as these large corporations gobble up more space
- As of 2nd Q 2018, Seattle’s job market expanded by 3.0 percent, more than double the national rate of 1.3%
- Multi-Family fundamentals continue to stay healthy with a vacancy rate of 5.5%
- Efficient transportation systems through downtown and suburbs
- Favorable tax climate for businesses and residents

LAS VEGAS, NEVADA

- The steady return of job, population, and visitor growth have helped Las Vegas on the road to recovery
- Las Vegas experienced rent growth in the multi-family space above 6% in 2016/2017
- Strong job growth, paired with above-average population growth, continues to expand the local Office, Industrial and Multi-family base
- Las Vegas continues to attract in-migration from neighboring states from its 0% state income tax
- 1/3 of the city’s employment derives from the tourism and hospitality industry which includes casino gambling and is much more diversified from development in the mid-2000’s that solely focused on gambling and entertainment.
- Efficient transportation systems through downtown and suburbs