

Madison Trailway, Burnsville, MN



Equus Sells 45,000 SF of Retail Space in New York City for \$48,200,000

In February, Equus sold two commercial condominium units, totaling 45,000 square feet, located at Barbizon 63, the firm's luxury condominium building located at E. 63rd Street and Lexington Avenue in the Upper East Side neighborhood of New York City. At the time of the sale, the two units were fully occupied under long-term leases with Equinox and Soul Cycle.

The seller was represented by Clint Olsen and Robert Knakal of Massey Knakal in the transaction.

An affiliate of Equus acquired the Barbizon Hotel for Women in 2001 and operated it as the Melrose Hotel until 2005. In 2007, the firm completed its redevelopment of the former hotel into 70 luxury condominium residences which sold at an average sale price in excess of \$2,000 per square foot. ■

Equus Acquires 588 Units in Two Multifamily Communities in Suburban Minneapolis

In March, affiliates of Equus Capital Partners, Ltd. (Equus), one of the nation's leading private equity real estate fund managers, acquired a two property multifamily portfolio located in suburban Minneapolis. The communities, known as Atrium Apartments and Trailway Pond Apartments, total 588 units and were 95 percent occupied at the time of closing. Madison Apartment Group, L.P. (Madison), the multifamily operating arm of Equus, will manage the communities for the firm.

"The transaction provided us with the opportunity to acquire two well-located multifamily communities in Burnsville, a desirable suburb of Minneapolis," commented Brant Glomb, vice president of Equus who oversaw the acquisition for the firm. Collectively, Atrium and Trailway are the third acquisition Equus has made in the Minneapolis metropolitan area of Minnesota but the first multifamily investment. Equus also owns and operates the 920,000 square foot

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HIGHLIGHTS InSIDE:

200 S. Michigan Avenue in Chicago, IL Sold for \$69,000,000 3

1000 Continental in King of Prussia, PA Sold for \$63,000,000 3

New Hires

BPG Management Company, L.P.

Yardley Office

Christine Sbarro,
Senior Property Manager
Carin Stamper,
Property Manager Assistant

Washington DC Office

Lynne Jacob, *Senior Property Manager*

EQUUS CAPITAL PARTNERS, LTD.

Philadelphia Office

Peter Naccarato, *Financial Analyst*
Lauren Nygren, *Financial Analyst*

Acquisitions

Madison Atrium

Burnsville, MN
Multifamily | 348 Units

Madison Trailway

Burnsville, MN
Multifamily | 240 Units

Dispositions

Madison Wood View

Kansas City, KS
Multifamily | 320 Units | \$22,000,000

Madison Walnut Creek

Kansas City, MO
Multifamily | 350 Units | \$21,000,000

121 Greentree

Oaks, PA
Warehouse/Flex | 57,600 SF | \$7,350,000

200 S. Michigan Avenue

Chicago, IL
Office | 357,777 SF | \$69,000,000

1000 Continental Drive

King of Prussia, PA
Office | 205,424 SF | \$63,000,000

Barbizon 63

New York, NY
Retail | 45,000 SF | \$48,200,000

Madison Atrium, Burnsville, MN



(Continued from page 1)

Metropoint office complex in St. Louis Park, Minnesota as well as the 540,000 square foot office park known as Grand Oak in Eagan, Minnesota.

Atrium Apartments is the larger of the two properties. The 348 unit garden style community has been renamed Madison Atrium. It includes a mixture of one and two bedroom apartments situated within four buildings each atop a heated underground parking garage. Onsite amenities consist of a clubhouse, indoor and outdoor pools, spa, fitness center, indoor recreation court and tennis courts.

Situated just four miles away, Trailway Pond Apartments is a 240 unit garden style community that also includes a mixture of one and two bedroom apartments situated within three buildings each atop a heated underground parking garage. Laundry or fitness centers are located on each floor of the apartment buildings. Additional onsite amenities include a clubhouse, pool, tennis courts and a pond surrounded by bike paths and nature trails. Trailway Pond Apartments has been renamed Madison Trailway.

Over the coming months, Equus will invest more than \$4.5 million to improve both communities including a comprehensive rebranding program, improvements and updates to the community amenities, common area hallway renovations and apartment interior upgrades. Steve Pogarsky, head of multifamily acquisitions for Equus commented, "We continue to expand our national presence by investing in those markets with favorable supply/demand fundamentals." Madison Atrium and Madison Trailway are both located within the City of Burnsville, which is part of the Dakota County submarket. The communities are equidistant (17± miles) from the Minneapolis and St. Paul Central Business Districts and are situated at the confluence of Interstates 35W and 35E, a major commercial corridor, providing convenient access to employment centers, shopping and entertainment venues including the Mall of America.

The acquisition of this two property multifamily portfolio was made on behalf of BPG Investment Partnership IX, L.P. (Fund IX), Equus' \$310 million private equity fund. ■



1000 Continental in King of Prussia, PA Sold for \$63,000,000

In February, 1000 Continental Drive, a 205,424 square foot, Class A office building located in King of Prussia, Pennsylvania was sold to California based KBS Realty Advisors for \$63,000,000. At the time of the sale, the building was 99 percent occupied.

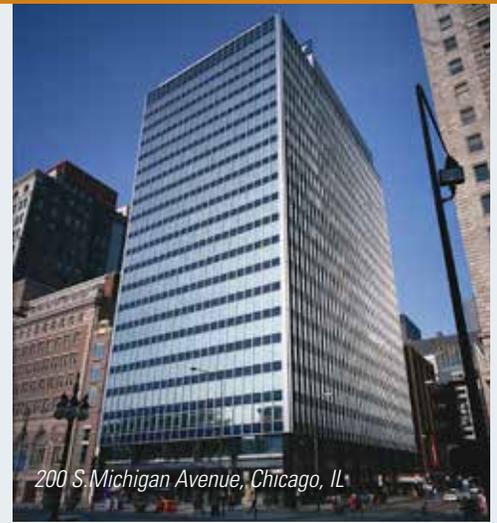
"The sale of 1000 Continental represents the culmination of a successful development project that was delivered during one of the worst economic recessions in our history and highlights the value of delivering a top tier asset designed to meet today's demanding tenant requirements," commented Stephen M. Spaeder, senior vice president of Equus who was responsible for overseeing the development and management of the property.

Jim Vesey, Doug Rodio, Jim Galbally and John Plower of Jones Lang LaSalle represented the seller in the disposition.

1000 Continental is located at the highly traveled

intersection of Routes 202, 422 and Interstate 76 in King of Prussia. It is the only office building in the market that has been awarded LEED™ Silver certification by the USGBC. The six-story building also features an exterior of polished granite accents and a distinctive curved glass exterior on the north elevation, a two-story lobby with granite flooring, 9' finished ceiling heights with extensive floor-to-ceiling glass, fully engineered HVAC with tenant controlled hours of operation. Onsite amenities consist of a professionally equipped fitness center, complimentary corporate concierge services and a deli with wireless Internet access. Major tenants include Hartford Insurance, Nationwide, FT Services, Sedgwick Services, Farmers Insurance, UNUM and Guinan Financial Group.

In 2008, BPG Development Company, L.P., the development operating arm of Equus, completed the speculative development of 1000 Continental on behalf of the ownership. ■



200 S. Michigan Avenue, Chicago, IL

200 S. Michigan Avenue in Chicago, IL Sold for \$69,000,000

In February, 200 S. Michigan Avenue, a 357,777 square foot office building located in Chicago, Illinois was sold for \$69,000,000. At the time of the sale, the building was 89 percent occupied.

"We were very pleased with the level of investor interest for 200 S. Michigan Avenue," commented Joseph Neverauskas, senior vice president and head of Equus' Chicago Regional Office. "The building's high quality renovated condition, prime location on Michigan Avenue across from the Art Institute and Millennium Park and high caliber tenancy resulted in strong investor demand that exceeded our expectations."

Bruce Miller and Nooshin Felsenthal of Jones Lang LaSalle represented the seller in the disposition.

200 S. Michigan Avenue's refurbished glass and steel façade is a striking contrast to the turn-of-the-century buildings located along Chicago's famous Michigan Avenue. The 22-story building offers a thoroughly modern business environment with stunning Lake Michigan views, surrounded by commerce and culture, including the adjacent Orchestra Hall, Art Institute and Millennium Park. Current tenants include industry leading firms such as RTKL Associates, Howard & Howard Attorneys, Johnson Publishing Company and prominent retailers such as Starbucks, Potbelly Sandwich Works and Panda Express.

An affiliate of Equus acquired 200 S. Michigan Avenue on behalf of BPG Investment Partnership V, L.P., a \$225 million private equity fund, in 2001. Since the acquisition, Equus completed an extensive multimillion dollar renovation of the building including new elevators, lobbies and restrooms as well as new windows on the west elevation and two new restaurants. In 2002, the building was awarded the prestigious TOBY (The Office Building of the Year) in the Renovated Building Category by the Chicago Chapter of the Building Owners and Management Association. ■

Equus would like to thank the following brokers and their firms for helping us lease 732,788 SF in the 1st Quarter 2014:

▶ Aegis Property Group	Kim Harris and Jim Kinzig
▶ Avison Young (VA)	Peter Berk and Dave Millard
▶ Bishop & Associates (FL)	Caleb Lewis
▶ Bradford Allen Real Estate Services (IL)	Jeff Bernstein
▶ Cassidy Turley (MN)	Luke Allison and Mark Stevens
▶ Cassidy Turley (VA)	Todd Brinkman and Spencer Stouffer
▶ CBRE (FL)	Kevin Carroll
▶ CBRE (NJ)	Heath Chapman
▶ CBRE (PA)	Brandon Famous, Brian Hopkins and John Kaczowka
▶ Colliers International (IN)	RJ Rudolph
▶ CPN Real Estate (NJ)	Bill Barish
▶ Cushman & Wakefield (FL)	Paul Buffa and Jim Moler
▶ Cushman & Wakefield (MA)	Matt Adams and Rory Walsh
▶ Cushman & Wakefield/Northmarq (MN)	Jason Butterfield and Gordie Hampson
▶ Dillon Commercial Real Estate Services (NC)	Brian Donnelly
▶ DTZ (FL)	Todd Brandon
▶ Golden Bear Realty (FL)	Will Roselle
▶ Jones Lang LaSalle (IN)	Adam Broderick, John Robinson and Abby Cooper Zito
▶ Jones Lang LaSalle (MA)	Brendan Cohnm Dan Cavanagh, Ben Heller, Kelly Lockberg and Patrick Nugent
▶ Jones Lang LaSalle (PA)	David Healy
▶ The Lewis Group (NC)	William M Lewis
▶ Lincoln Property Group (MA)	Roberto Magno and Carolyn Malloy
▶ Meridian Realty Group (NC)	John Ruffin
▶ M3 Millenium Companies (FL)	Jim Barber
▶ NAI Brannen Goddard (GA)	David Beak and Stephen Pond
▶ NAI Carolantic Realty (NC)	Edward B Brown III, Samuel L. Holder, Jr. and Henry Bryant Stoneham
▶ NAI Everest (MN)	Ron Scholder
▶ NAI Keystone (PA)	John Buccinno
▶ NAI Merin Hunter Codman (FL)	Lesley Sheinberg and Jason Sundook
▶ Newmark Grubb (FL)	Scott Henley and Jim Sebesta
▶ Penn's Grant Realty Group (PA)	Kurt Eisenschmid
▶ Re/Max (VA)	Ken Miller
▶ Trademark Properties, Inc. (NC)	Brian T Farmer
▶ Transwestern RBJ (MA)	John Wilson
▶ US Real Estate Brokerage Services (GA)	Mike Daughtry

Equus Capital Partners, Ltd. is one of the nation's leading private equity real estate fund managers. Equus' portfolio consists of over 24 million square feet of office, retail and industrial properties and nearly 17,000 apartment units in 70 communities located throughout the United States.

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