

# Investment Services

**NAI Norris, Beggs & Simpson's Capital Asset Group works with institutions and private investors seeking to maximize their real estate position and portfolio strategy.** We have turned this local knowledge into our own proprietary target database, to help promote your property to the greatest number of qualified buyers.

NAI NBS also maintains ongoing relationships with buyers of investment and development properties, and continually tracks buyer activity along product type, value range and geographic area. The NAI Global database, with more than 50,000 contacts worldwide, is current, detailed and expansive, containing profiles on private and institutional investors, as well as qualified intermediaries for 1031 transactions. NAI NBS matches investment properties with the most likely buyers according to their known investment criteria. Qualified buyers receive complete due diligence packages with the real-time information they need to make immediate and informed decisions. Sellers receive detailed reports on all sale activities and can track progress of their sales 24/7 via NAI's Web-enabled transaction management system, REALTrac™ Online.

**Local Expertise** – Strong local expertise is essential to selling properties at top market value, and your local broker will know the local submarket, rental rates, demand, competition and value. The Capital Asset Group also knows how to manage, lease and reposition assets when needed to add value. Combine this with our financial modeling, underwriting, deal structures and negotiating skills, and you'll see how our clients are able to optimize their portfolios.

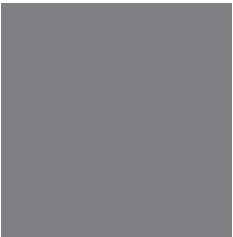
**Targeted Marketing** – NAI NBS' proprietary databases, combined with the NAI Global brokerage network, can target buyers for virtually any investment property. Our approach can be broad based when required, or surgically precise. NAI NBS' technology-enabled systems can instantly connect prospects to properties electronically, and buyers can hyperlink directly to obtain initial property information. After signing a confidentiality agreement, complete property information is available to buyers through the password-protected website, or through hard copy due-diligence packages.



**Broad-Based Promotion** – When appropriate, NAI NBS markets properties to the broadest possible audience through extensive advertising, Internet promotion and wide distribution of property brochures. In these ways, we reach the greatest number of active, capable buyers within local, national and international markets.

**Direct Relationships** – NAI NBS Capital Asset Group members have their fingers firmly on the pulse of the marketplace, and have direct relationships with the most qualified and most active buyers. At NAI NBS, we know who is buying, who is selling and where the best sources of capital can be found.

**Proven Results** – With more than 75 years of experience, NAI NBS has completed transactions for corporate, institutional and government clients. As part of NAI Global, we complete more than \$5 billion in investment sales annually in properties ranging from portfolios of owned real estate and nonperforming loans, to single-tenant net leases, multifamily properties, hotels, industrial parks and corporate headquarters.



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To learn more about our services, contact:

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