

BlackRock Realty, the real estate equity arm of BlackRock, Inc., is a national real estate advisor offering a broad array of strategies and investment management services to institutional investors.

We are interested in acquiring institutional-quality properties in four major sectors: apartment, office, industrial and retail. We consider Class A and Class B properties, as well as value-added and development opportunities when they meet portfolio investment criteria or, in the case of individual accounts, the client's investment objectives. Properties are acquired on an all-cash basis as well as with the use of leverage; we also enter into joint venture relationships. Markets are targeted in accordance with BlackRock Research findings. The firm has an annual production capacity of \$2.5 – \$3.5 billion.

BlackRock Realty's Office Locations



BLACKROCK

REAL ESTATE EQUITY HEADQUARTERS

10 Park Avenue
Morristown, NJ 07962
973.355.4500

OTHER OFFICES

BOSTON

One Boston Place, 32nd Floor
Boston, MA 02108
617.386.2555

SAN FRANCISCO

50 California Street, Suite 200
San Francisco, CA 94111
415.678.2000

NEWPORT BEACH

4400 MacArthur Blvd., Suite 350
Newport Beach, CA 92660
949.365.1800

www.blackrock.com

BlackRock Realty
Acquisition Criteria
One of the Most Active Buyers of
Institutional Real Estate Nationwide





Columbia Square
San Diego, CA
141,122 square feet



180 North Jefferson
Chicago, IL
274 Units

Apartments Class A & B

Class A
Institutional-quality, typically less than 10 years old
Garden-style, mid- and high-rise
Best-located and highest-quality assets in their markets

Existing
Prefer fully occupied but will consider properties with substantial vacancy resulting from market conditions

Pre-sale
Will consider assets at earlier stages of construction and lease-up

Class B
Typically 1980s and older properties in strong locations
Garden-style, mid- and high-rise

Apartments Value-Added

Recovering markets
Value growth potential
Anticipated above-average rent increases and occupancies or declining cap rates

Repositioning/renovation
Undermanaged properties
Potential for repositioning through renovation and physical upgrades

Expansions
Properties that include vacant land that can support the development of additional phases

Office Class A & B

Class A
Institutional quality
Minimal capital expenditure
Urban and suburban locations with proximity to major interstates
CBD locations in 24-hour cities

Existing
Prefer fully leased properties with creditworthy tenants

Pre-sale/development
Will consider higher-yield opportunities in which lease-up risk is assumed for newly constructed buildings

Class B
"A" location
Potential return premium from repositioning

Industrial

Bulk warehouse
In major distribution centers
Acceptable clear height, based on market conditions, sufficient loading facilities and turnaround/parking
Well-developed distribution infrastructure
Package of properties in an industrial park or single submarket

R&D
State-of-the-art buildings in markets with a substantial technology sector

Single building or multi-building complex

Existing Class A
Fully leased, multi-tenant and/or single-tenant properties

Pre-sale
Will consider opportunities in which lease-up risk is assumed in exchange for attractive pricing

Value-added opportunities
Under-served industrial markets
Potential return premium from repositioning

Retail

Neighborhood and community centers
Strong anchor tenants
Preference for market-dominant grocery and drug store anchors
Supply-constrained markets with strong demographics
Specialty retail properties on a select basis

Development

Multi-sector focus
Office, industrial and apartment development opportunities in major markets, nationwide
Will consider purchasing entitled and zoned land and/or joint ventures structures with developers

Joint Venture

Nationwide joint venture alliance program
Apartments, office, retail and industrial sectors
Mixed-use opportunities
All life cycles, including core, value-added and development

Deal Size and Properties

200+ Units
\$10 million
no maximum
Will consider portfolio transactions

150+ Units

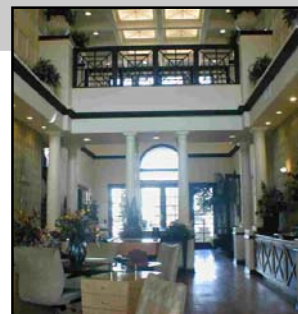
100,000+ square feet NRA
\$15 - \$60 million

150,000+ square feet NRA
\$8 - \$50 million

100,000+ square feet GLA
\$10 - \$60 million



Arbour Walk
Naples, FL
404 Units



Reflections on Camelback
Phoenix, AZ
360 Units



1899 L Street
Washington, D.C.
139,478 square feet



Weston Park of Commerce
Weston, FL
225,760 square feet



Apple Valley Square
Apple Valley, MN
184,841 square feet



Canyon Corporate Plaza II
Phoenix, AZ
132,574 square feet



Marketplace at Dr. Phillips
Orlando, FL
318,234 square feet