



CAPITAL MARKETS

STRATEGIC INVESTMENT ADVISORY FOR
INSTITUTIONAL, CORPORATE & PRIVATE OWNERS



INDUSTRIAL INVESTMENT SALES
SALE-LEASEBACKS
STRATEGIC CAPITAL ADVISORY

INDUSTRIAL EXPERTISE. CAPITAL MARKETS PERSPECTIVE.

Binswanger's industrial brokers and Capital Markets professionals work hand in hand to advise occupiers, owners, and investors. Together, we pair property-level industrial knowledge with investment transaction strategy that encompasses positioning, valuation, buyer outreach, negotiation, and closing.



INDUSTRIAL BROKERAGE

- Deep local market insight
- Proven tenant & owner representation
- National industrial expertise

ONE INTEGRATED TEAM



CAPITAL MARKETS

- Investment sales strategy
- Buyer outreach & competition
- Negotiation through closing



Shared market
intelligence



Co-representation from
pitch to close



Aligned advice for
occupiers, owners &
investors



95+ year
legacy



Integrated
advisory & execution



National
market coverage

THE BINSWANGER CAPITAL MARKETS ADVANTAGE.

Binswanger Capital Markets combines institutional investment sales expertise with one of the industry's deepest industrial brokerage platforms.

Our practice is built around advising corporate occupiers, private owners, institutional investors, and private equity sponsors on transactions where operational considerations, tenant credit, capital markets, and long-term ownership strategy intersect.

This integrated perspective allows us to position opportunities beyond traditional real estate metrics - developing an investment thesis that reflects the underlying business, real estate fundamentals, tenant credit, and future value creation.



INDUSTRIAL EXPERTISE

Deep understanding of manufacturing, logistics and corporate-user facilities.



CAPITAL RELATIONSHIPS

Direct access to institutional and private capital.



SOPHISTICATED UNDERWRITING

Institutional-quality investment analysis grounded in current market conditions.



INTEGRATED PLATFORM

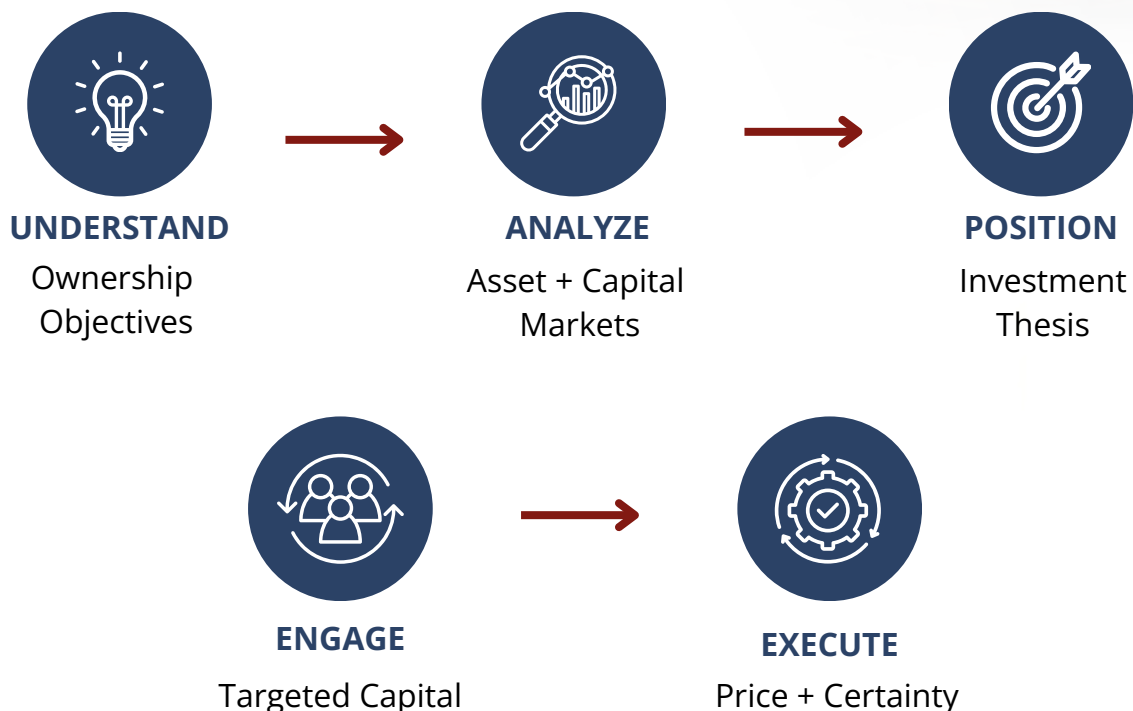
Capital Markets, leasing, owner-user sales, and corporate advisory services.

DISCIPLINE BEFORE EXECUTION.

Every assignment begins with a thorough evaluation of the owner's objectives, the property's competitive position, current capital market conditions, and the universe of likely investors.

Rather than relying solely on broad market distribution, we develop a targeted execution strategy designed to create competitive tension among the investors most capable of recognizing an asset's unique value proposition.

Throughout the process, we continually evaluate pricing, transaction structure, financing alternatives, and market feedback to maximize value while maintaining execution certainty.



THE RIGHT STRATEGY STARTS WITH UNDERSTANDING.

Many of our engagements begin before an owner has decided to transact.

We help clients evaluate the full range of capital alternatives and understand the financial, operational, and strategic implications of each.

Our role is not simply to execute a transaction - it's to determine which strategy best achieves the owner's objectives.



HOLD

Maintain ownership and capture long-term value.



SELL

Maximize value through a strategic disposition.



SALE-LEASEBACK

Unlock capital while retaining operational control.



RECAPITALIZE

Restructure equity to optimize capital and fuel growth.



REFINANCE

Optimize debt terms and strengthen capital structure.

CAPITAL MARKETS CAPABILITIES.

One team. Integrated platform.

Aligned to create value and deliver execution across the full real estate capital lifecycle.



PORTFOLIO & ASSET STRATEGY

Hold/Sell Analysis
Portfolio Strategy
Timing & Positioning

SALE- LEASEBACKS

Corporate Monetization
Lease Structuring
Tenant Credit

INVESTMENT SALES

Single Assets
Portfolio
Net Lease

RECAPITALIZATION

JV Equity
Partial Liquidity
Ownership Restructuring

DEBT ADVISORY

Acquisition Financing
Refinancing
Structured Debt

UNDERWRITING

Valuation
Scenario Analysis
Investor Returns

REPRESENTATIVE TRANSACTIONS.

📍 DAYTON, OH

Modern Food Manufacturing | 390,000 SF

**Represented Seller:**

National Private Investor

Lease:

Long-Term NNN Single-Tenant Lease

Sold to Industrial REIT:

\$42,000,000

Private Bid Process:

Achieved maximum pricing & timing.

📍 RALEIGH, NC

Modern Manufacturing | 175,000 SF

**Represented Seller:**

Regional Manufacturer

Lease:

Long-Term Sale-Leaseback

Sold to Private REIT:

\$21,300,000

Private Bid Process:

Multiple offers - optimal terms achieved.

📍 TULSA, OK

Manufacturing + Rail-Served IOS Site | 70,000 SF + 10 Acres

**Represented Seller:**

Private National Real Estate Investor

Lease:

Long-Term NNN Single-Tenant Lease

Sold to Private Investor:

\$6,500,000

Private Bid Process:

Multiple offers - closed within 90 days of listing.



ROB GERNERCHAK, SIOR/CCIM

DIRECTOR, NATIONAL CAPITAL MARKETS

Rob Gernerchak leads Binswanger’s National Capital Markets team, bringing more than 30 years of commercial real estate investment experience. His expertise includes investment sales, sale-leasebacks, portfolio transactions, recapitalizations, and industrial investment transactions nationwide.

Recognized as an industry leader, Rob holds the SIOR and CCIM designations and is a trusted advisor to institutional, corporate, and private equity clients. He is known for his strategic perspective, deep market knowledge, and ability to deliver exceptional outcomes on complex transactions.

CAPITAL MARKETS TEAM



DAVID R. BINSWANGER
Director, Corporate Liaison



JESSICA ERD
Sales Associate, Capital Markets



GABY LAHOUD, CFA
Vice President, Analytics



INTEGRATED WITHIN BINSWANGER’S NATIONAL PLATFORM

Capital Markets works hand in hand with Binswanger professionals across the U.S., combining specialized investment expertise with deep industrial market knowledge and unique corporate real estate capabilities to deliver superior outcomes for our clients.



CAPITAL MARKETS

STRATEGIC INVESTMENT ADVISORY

GLOBAL HEADQUARTERS



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