



Madison Rockwood in Ballwin, MO.

## Equus Acquires 251 Unit Multifamily Community in Ballwin, MO

An affiliate of Equus Capital Partners, Ltd. (Equus), one of the nation's leading private equity real estate fund managers, acquired Village Park of Ballwin, a 251 unit multifamily community located in Ballwin, a suburb of St. Louis, Missouri from Village Green. The community was approximately 93 percent occupied at the time of closing. Madison Apartment Group, L.P. (Madison), the multifamily operating arm of Equus, will manage the community for the firm.

"The transaction provided us with the opportunity to acquire a well located multifamily community in Ballwin, a desirable suburb of St. Louis," commented Steve Pogarsky, vice president of Equus who oversaw the acquisition for the firm.

Village Park of Ballwin has been renamed Madison Rockwood. The garden style community includes a mixture of studio, one and two bedroom apartments and three bedroom townhomes. Onsite amenities include a clubhouse, fitness center, pool and tennis and racquetball courts. Equus is in the midst of a \$1.4

million renovation to improve the community including a comprehensive rebranding, substantial improvements and updates to the community amenities, common area hallway renovations and apartment interior upgrades.

Madison Rockwood is located 25 miles west of downtown St. Louis in the Manchester/West County submarket. The community is located just off of Manchester Road, a major east-west commercial corridor, providing convenient access to employment centers, shopping and entertainment venues. It is also within one mile of Madison Seven Trails, a 532 unit community owned by an affiliate of Equus and managed by Madison.

The acquisition of Madison Rockwood was made on behalf of BPG Investment Partnership IX, L.P. (Fund IX), a discretionary fund managed by Equus, which commenced making acquisitions in February 2012. It is the third multifamily community that has been acquired on behalf of Fund IX. ■

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## Aquisitions

**Madison Rockwood  
Ballwin, Missouri**  
Multifamily | 251 units

## Dispositions

**Madison Lake Gibson  
Lakeland, FL**  
Multifamily | 220 units | \$11,960,000

## Fund IX Investment Update

**B**PG Investment Partnership IX, L.P. (Fund IX) began investing in 2012 and is the eleventh private equity fund managed by the firm. It continues to be active in seeking value-added investments. Equus is targeting the acquisition and repositioning of office, multifamily, industrial and retail investments located within major metropolitan centers throughout the United States. *(See page 4 for a list of our acquisition officers).*

“The response to our latest fund has been very positive,” commented Joseph G. Nahas, Jr., vice president, institutional marketing and investor relations, of Equus.

“Equus’ investment strategy for Fund IX mirrors the successful strategy we employed for our ten prior funds,” said Daniel M. DiLella, president and chief executive officer of Equus. “We will continue to seek investments which we add value through our signature direct operating platform.”

To date, Equus has acquired eight properties on behalf of the Fund. The investments were made in multifamily, office, lab and industrial properties located in the East, Midwest and Southwest regions of the United States. Equus has already increased occupancy in the portfolio from 8 percent at acquisition to 96 percent today. The latest investment was the acquisition of Madison Rockwood, a 251 unit multifamily community located in Ballwin, Missouri, a highly desirable suburb of St. Louis. *(See page 1 for more details).* ■



*Madison Lake Gibson in Lakeland, FL*

## Equus Announces Sale of Madison Lake Gibson in Lakeland, FL For \$11,960,000

**M**adison Lake Gibson, a 220 unit garden style apartment community in Lakeland, Florida, was sold for \$11,960,000 to Blue Rock Partners. Located on the shores of Lake Gibson, the garden style community is just 1 mile north of Interstate 4 on the north side of Lakeland. It offers one and two bedroom apartments and includes a clubhouse with fitness center, pool, tennis court and private boat dock. At the time of the sale, the community was 95 percent leased.

“The continued resurgence of investor demand for assets in markets throughout Florida presented us with a natural opportunity to sell Madison Lake Gibson at

favorable terms for our investors,” commented Greg Curci, vice president at Equus who was responsible for overseeing the disposition.

The Seller was represented by Luis Elorza and Byron Moger of Cushman & Wakefield.

An affiliate of Equus acquired Madison Lake Gibson in 2001 as part of a 12 property, five state portfolio located throughout the Southeast U.S. The acquisition was made on behalf of BPG Investment Partnership Fund V, L.P., a \$225,000,000 private equity fund. The transaction also included an adjoining 8.5 acres of developable land and represented the last remaining asset of the original 12 property portfolio. ■



## 2013 Leasing Totals 82,295 SF at 1000 Continental

Leasing activity through the end of the third quarter 2013 has been brisk at 1000 Continental, a 200,000 square foot, trophy class office building located in King of Prussia, Pennsylvania. Since the beginning of 2013, eight lease transactions, totaling 82,295 square feet, have been completed. The transactions included a mixture of new and renewing leases that have increased the property's occupancy to 98 percent.

The most recent and largest transaction was completed with Financial Transaction Services, an existing tenant which has expanded by approximately 30,000 square feet this year in two separate transactions. In addition to Financial Transaction Services, Hartford Insurance, Sedgwick Claims Management, Capital One Bank, Quality Data Systems and Worldwide Clinical Trials have completed transactions at the property during 2013.

"This leasing activity in 2013 has solidified 1000 Continental's position as the leading trophy class office building in the King of Prussia submarket," commented Stephen M. Spaeder, senior vice president of Equus who is in charge of overseeing the leasing and management of the building. "We are very pleased that such prestigious and growing companies have chosen to locate their business at 1000 Continental."

1000 Continental is conveniently located at the highly traveled intersection of Routes 202, 422 and Interstate 76 in King of Prussia. The six story building offers landmark visibility and superior access to the region's major highways, retail and dining centers and far reaching suburban labor pool. It is the only new multitenant building in the market that has been awarded LEED Silver certification by the USGBC along with USEPA Energy Star Certification. Additional features include an exterior of polished granite and pre-cast panels, 9' finished ceiling heights with extensive floor-to-ceiling glass, fully engineered HVAC and a proprietary energy management system. Onsite amenities consist of a professionally equipped fitness center, complimentary concierge services, full service cafe and complimentary WiFi access throughout the building.

Presently, there is approximately 5,600 square feet of available space. ■

### Equus would like to thank the following brokers and their firms for helping us lease 732,788 SF in the 3rd Quarter 2013:

▶ Aegis Property Group (PA)	Kim Harris and Jim Kinzig
▶ Avison Young (NC)	Howard Lee Clyburn
▶ Aegis Property Group (PA)	Kim Harris and Jim Kinzig
▶ AMR Commercial (MD)	Mark Rittenerg
▶ Cassidy Turley (MD)	Mike Altman, Todd Brinkman, Jamie Smith and Spencer Stouffer
▶ Cassidy Turley (MN)	Luke Allison, Mark Stevens and Molly Townsend
▶ CBRE (FL)	Mike Morgan
▶ CBRE (IN)	Tim Hull and Nick Svarczkopf
▶ CBRE (MA)	David Connolly, Sam Crosson, Robert McGuire, Alison Powers, Mark Reardon and Chris Tosti
▶ CBRE (PA)	Mike Barker
▶ Coldwell Banker Commercial (NC)	Scott Allan Hurst
▶ Colliers International (CA)	Jim Beeger, Dion Campisi, Susan Gregory and Paul McManus
▶ Colliers International (NC)	Kenneth R. Enos
▶ Cornish and Carey (CA)	Mike Saign
▶ Cresa Partners (MD)	Mike Alcamo
▶ Cushman & Wakefield (CA)	Janet Polanchyk
▶ Cushman & Wakefield (FL)	Paula Buffa and Jim Moler
▶ Cushman & Wakefield (MA)	Matt Adams, Rory Walsh and Stephen Woelfel, Jr.
▶ Cushman & Wakefield (NJ)	Todd Elfand and Paul Hindes
▶ Cushman & Wakefield/NorthMarq (MN)	Jason Butterfield and Gordie Hampson

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## Equus would like to thank the following brokers and their firms for helping us lease 732,788 SF in the 3rd Quarter 2013:

▶ Dillon Commercial Real Estate Services (NC)	Les Pearce
▶ Donohoe (VA)	Chuck Matincheck
▶ DTZ Americas, Inc. (MO)	Corey Greene
▶ Eastern Commercial Corporation (NC)	Sean G. Conley
▶ Grubb & Ellis (MA)	Hank Amabile
▶ Jones Lang LaSalle (IN)	Kevin Gillihan, John Robinson and Abby Cooper Zito
▶ Jones Lang LaSalle (MA)	Ben Heller, Kelly Lockberg and Patrick Nugent
▶ Jones Lang LaSalle (MN)	John Lorence
▶ Jones Lang LaSalle (PA)	Tom Weitzel
▶ Ledbetter Properties, LLC (NC)	Kapila Ledbetter
▶ Leoscott LLC (NC)	Scott Stankavage
▶ Lieberman Earley & Company (PA)	Phillip Earley
▶ Lincoln Property Company (VA)	Roberto Magno, Carolyn Malloy and Stoddie Nibley
▶ McShea & Company (MD)	Bob Wrightson
▶ Metro Commercial (NJ)	Michael Gorman
▶ Morford & Dodds Realty, Inc. (NJ)	Peter Dodds
▶ NA Brannen Goddard (GA)	David Beak and Stephen Pond
▶ NAI Merin Hunter Codman (FL)	Lesley Sheinberg and Jason Sundook
▶ NAI Mertz (NJ)	Julie Kronfeld and Becky Ting
▶ NBD Commercial Real Estate (NC)	Chris Brown
▶ Newmark Grubb Knight and Frank (FL)	Dana Canto, Justen Cimino, Scott Henley, Tom Miller and Jim Sebesta
▶ Newmark Grubb Knight and Frnk (MA)	Jason Cameron
▶ The Peebles Company Inc (NC)	Michael H. Peebles
▶ Prestige Realty (NC)	Seyed M. Nazeri
▶ Richards, Barry, Joyce and Partners (MA)	John Wilson
▶ Ritchie Commercial (CA)	Geri Wong
▶ Scientific Properties LLC (NC)	Thomas A. Rodwell
▶ Soloff Realty (NJ)	Dave Dunkelman
▶ TaTonka Real Estate Advisors (MN)	J. Craig Kirkpatrick and Corey M. Whitebeck
▶ Transwestern (MN)	Dan Mueller
▶ Tri Properties Inc (NC)	Ryan Martin Gaylord
▶ UGL Services (IL)	John C. Mueller
▶ USI Real Estate Services (IL)	Emmett Purcell

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, student housing, and industrial properties and nearly 18,000 apartment units in more than 70 communities located throughout the United States.

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