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FOR IMMEDIATE RELEASE

ARA Newmark Sells \$54 Million, Core-Plus Multihousing Community in Delray Beach, FL

Delray Beach, FL (August 2017) — ARA, A Newmark Company (ARA Newmark) announces the \$54.3 million sale of The Atlantic at East Delray, a 228-unit, core-plus, luxury garden-style community located in the seaside town of Delray Beach in Southeast Florida. The property sold for \$238,268 per unit and \$221 per square foot to New York-based global investment management company TH Real Estate.

Executive Managing Directors Avery Klann and Hampton Beebe, Director Jonathan Senn, Transaction Manager Matthew Scarola and Vice Chairmen Dick Donnellan and Marc deBaptiste represented the sellers, a joint venture comprised of Pollack Shores and an affiliate of Heitman LLC, in the transaction.

Klann explained, "The seller implemented a significant repositioning of the property, including a first-class interior renovation, new paint, enhanced landscaping and upgraded clubhouse, gym, pool and amenities. Our team brought the property to market to take advantage of the strong desire for well-located, core-plus assets and ultimately identified an aggressive and well-capitalized buyer."

Built in 1996 and situated in the heart of the city -- off Linton Boulevard and SW 10th Avenue just two minutes from the intersection of Linton Boulevard and Federal Highway, where three large retail plazas offer nearly 500,000 square feet of retail space – The Atlantic at East Delray is proximate to many major retailers, restaurants and entertainment hubs. The property is walking distance to Target and major restaurants including Chipotle, Steak'n Shake, Outback Steakhouse and Five Guys. Recently, Whole Foods signed a lease to open a Whole Foods Market 365® Store and occupy the space immediately north of the property along Linton Boulevard.

Units at The Atlantic at East Delray Beach average 1,079 square feet and approximately 50 percent of them have been renovated with stainless steel appliances, quartz countertops, microwaves, glass tile backsplashes, new fixtures, lighting package, vinyl plank flooring, doors and cabinets. The property's many first-class amenities include a serene lake with fountain features, picturesque walking bridge, sand volleyball court, enclosed paw

park, pool with oversized lounge deck and stainless gas grills, business center with complimentary printing, fitness center, children's playground, car wash station and picnic areas with charcoal grills.

About ARA, A Newmark Company

ARA, A Newmark Company (ARA Newmark) is the leading investment advisory firm in the multihousing industry. From marketing the sale of single assets and portfolios to sourcing acquisition and development equity and financing, ARA Newmark provides 360-degree solutions for clients. In addition to market-rate and mixed-use properties, we offer specialized services in land, student, seniors, manufactured and affordable housing.

With the industry's deepest bench of multihousing advisors, ARA Newmark provides the insight and experience to ensure world-class execution. Our advisors average 20 years' experience and are the most skillful negotiators in the industry. They are experts in 300+ markets and provide asset-specific customization that yields highly effective transaction strategies. By leveraging our proprietary database that identifies 200 percent more investor interest, each advisor has ready access to unique market intelligence to drive demand.

Backed by the global resources of Newmark Knight Frank, ARA Newmark matches each client's assets to a robust group of investors – from private and institutional owners to global entities – and accesses nearly every commercial real estate class for options to diversify and profit.

The firm's combination of asset sales, debt and equity services and specialty practice groups yields more than \$19 billion in transaction volume annually. For more on ARA Newmark's multihousing-exclusive services, visit www.aranewmark.com.

About Newmark Knight Frank

Newmark Knight Frank (NKF) is one of the world's leading commercial real estate advisory firms. Together with London-based partner Knight Frank and independently-owned offices, NKF's 14,100 professionals operate from more than 400 offices in established and emerging property markets on six continents.

With roots dating back to 1929, NKF's strong foundation makes it one of the most trusted names in commercial real estate. NKF's full-service platform comprises BGC's real estate services segment, offering commercial real estate tenants, landlords, investors and developers a wide range of services including leasing; capital markets services, including investment sales, debt placement, appraisal, and valuation services; commercial mortgage brokerage services; as well as corporate advisory services, consulting, project and development management, and property and corporate facilities management services. For further information, visit www.ngkf.com.

NKF is a part of BGC Partners, Inc., a leading global brokerage company servicing the financial and real estate markets. BGC's common stock trades on the NASDAQ Global Select Market under the ticker symbol (NASDAQ: BGCP). BGC also has an outstanding bond issuance of Senior Notes due June 15, 2042, which trade on the New

York Stock Exchange under the symbol (NYSE: BGCA). BGC Partners is led by Chairman and Chief Executive Officer [Howard W. Lutnick](#). For more information, please visit www.bgcpartners.com.

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