

Q. Can you tell me more about your senior team members?

A.



Donald Wise
President & CEO

Don leads the team and has overall responsibility for the formulation and successful implementation of North American real estate investment strategies for the firm's institutional and private clients. His responsibility is to guide our company and to work closely with our parent company, Bankhaus

Metzler, to provide the platform that both our investment and asset management services can operate from. He has more than 35 years of substantial real estate experience and leadership. Don's experience is primarily on the asset management side, although he does have investment experience as well. Don started off at LaSalle Partners, a very strong, history-laden firm, where he learned all aspects of asset management. Don has worked and lived in several major cities across the United States while helping clients with varying product types and risk profiles. Don's been in real estate his entire career, and he's worked for larger, smaller, entrepreneurial and regional companies. That provides a very broad spectrum for his experience.



Zeb Bradford
Chief Investment Officer

Zeb has been involved in real estate investment for nearly 20 years and leads a team of experienced professionals based both in Seattle and Atlanta. He's well regarded within the industry and has strong relationships throughout the United States with the brokerage community and other key sellers. He's done some of the

largest deals in some of the largest markets in the country over the course of his career. He has great integrity and a great reputation, and both of those things mean so very much when it comes to that final selection of who's going to buy properties and who isn't. Zeb is very thorough and the team that he's put in place is equally thorough, individuals of integrity who are enjoyable to work with.

Zeb is responsible for helping formulate client investment strategies based on his knowledge of what's going on in the marketplace. He oversees sourcing and acquiring assets. When it's time to sell property, he's responsible for making sure we position the assets properly to get the best execution on the sale.



Steve Franceschina
Chief Operating Officer

Steve is our chief operating officer. He is a 30-year industry veteran and acts as a client's representation during the hold period. He understands all aspects of what it takes to maintain and create value during this time. He is supported by a team of seasoned asset management professionals who have been together for a long time and have a demonstrated track record of success. Asset management is a labor-intensive business, and Steve's role is to provide both property-level and portfolio-level advice to clients for assets they already own. It's also very important that Steve is involved prior to the acquisition, since the asset management team has to hit projections we've prepared for the client prior to buying an asset. One of the unique things Steve brings to the table is that he has been in the trenches, managing and leasing for all of those 30 years, and was responsible for a lot of large construction projects Metzler has undertaken. Because he has done some acquisition and disposition as well, Steve brings a unique blend of talents across the spectrum of acquisition, asset and property management, leasing and development.

Q. How does your team work together?

A.

Even though we each have different responsibilities, we're a team, working together through all phases. Don, Zeb and Steve form our internal investment committee and collectively provide the expertise necessary to define the strategy and pull off the execution. Each takes a different leadership role during the process, but constant collaboration allows the entire Metzler team to deliver the highest client value, every time. Combining three senior executives with similar core experience creates a very strong single source for client services.

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