

SALEM PARTNERS

Salem Partners, LLC (“Salem”) is pleased to announce a successful closing of a \$130 million acquisition of a brand new 1.1 million square foot, mission critical industrial and distribution facility (the “Property”) 100% leased to Ford Motor Company (“Ford”) in suburban Detroit, MI.

The acquisition closed in April of 2022 between a net-lease focused REIT and the original Property developer. The Property serves as one of the main logistics nodes for Ford’s parts division for North America and was a build-to-suit development by the original developer.



APRIL 2022

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**REPRESENTED A REIT IN THE
ACQUISITION OF A
\$130,000,000 INDUSTRIAL
PROPERTY LEASED TO FORD
MOTOR COMPANY**

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Founded in 1997, **Salem Partners** (www.salempartners.com) is a boutique investment banking, wealth management and real estate investment firm that combines a collection of seasoned professionals from diverse set of investment banking, finance, and real estate industry backgrounds.

Salem Partners' real estate banking division is led by Jeff Barcy, Managing Director, and Parker Bennett, Director.

In aggregate, the leadership of the group has structured and executed more than \$40 billion worth of transactions advising for both public companies and private real estate sponsors, developers, and operators. Salem Partners raises both equity and debt capital for a wide variety of real estate capital structures, including joint-venture equity for single transactions as well as programmatic joint-ventures, preferred equity, and mezzanine and construction debt. Salem's real estate group raises capital for both individual real estate projects, as well as real estate companies and platforms – including real estate operating companies.

Salem strives to advocate for its clients by identifying optimal capital partners and providing solutions that add significant value to any transaction. As a group, Salem covers over 500 major institutional investors with varying real estate investment strategies, including endowments, pension funds, private equity funds, hedge funds, credit funds, insurance companies, sovereign wealth funds, and large family offices. The real estate investment banking group has formed strong relationships with many of these investors over the last several decades. Salem focuses on capital raises of \$20 million and up and has the ability to raise up to \$1 billion or more for a single transaction.



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