



The iCap Advantage

iCap

Realty
AdvisorsSM



The iCap Advantage

The iCap Advantage = Results

If you're a growing firm seeking a dynamic partnership with a national company, there's no better choice than iCap Realty Advisors.

- **A National Platform**
- **The Power of Volume**
- **A Culture of Collaboration**
- **Proprietary Tools**
- **Respect for Autonomy**

We're the advantage that will lead to great results for you.



Realty
AdvisorsSM



Get The Advantage

As a successful commercial mortgage banking company, your firm is contemplating strategies for future growth. But how will you achieve your business goals?

The answer is iCap Realty Advisors. We're a national company formed by the integration of numerous prominent regional commercial real estate finance and investment companies. With aggregate annual loan origination volume exceeding \$2.5 billion, iCap is a proven name in commercial real estate finance. If you're a growing firm seeking a dynamic partnership with a national company, there's no better choice than iCap Realty Advisors.



• **A National Platform**

With iCap, you're joining an established organization with a national reputation. As a result of our credibility, we help you gain access to national owners and developers that might have overlooked your company in the past. We also open doors to major capital sources that typically don't work with local and regional mortgage bankers. When clients seek representation beyond your local market, iCap helps you meet those needs while allowing you to remain in the driver's seat.

• **The Power of Volume**

By joining iCap, you'll gain the competitive edge required in today's mortgage banking environment. Today's lenders reward volume producers with better service, premium pricing and financial incentives. iCap gives you access to these advantages through our established relationships with institutional investors, major banks and conduits – relationships that add value to your business.

• **A Culture of Collaboration**

Imagine having the insights of 100 mortgage originators and more than 30 investment sales brokers at your fingertips. That's iCap. Our offices work together to benefit every client and iCap as a whole. When your customer has a need outside your market, you can cooperate with an iCap partner to facilitate the transaction. Twice a month, you'll participate in group-wide conference calls on production issues and lender programs. These are just some of the ways that iCap helps you succeed.

The iCap Advantage

■ Proprietary Tools

iCap offers tools that give our partners a unique competitive edge and provide a powerful incentive for lenders and borrowers alike to choose iCap.

The iCap intranet. Behind our public website is the iCap intranet. This password-protected site offers a host of resources, including Web e-mail, the iCap calendar and message boards that offer an easy way to share information.

Proprietary lender database. Our powerful database covers hundreds of debt and equity capital sources and represents the accumulated experience of all our partners. Capital sources can communicate directly with our producers, providing constant updates on programs, underwriting requirements and more.

The iCap virtual loan package. We've streamlined the loan submission process by creating a simple, yet sophisticated, loan packaging software program. Our system helps you quickly produce loan submission documents that can be sent to lenders via e-mail or hard copy – improving your productivity and giving lenders one more reason to work with iCap.

■ Respect for Autonomy

As part of iCap, you'll reap all the benefits of a national partnership without losing your local autonomy. We operate as an LLC whose members all have strong individual reputations, typically based on 10 to 20 years or more of operating history. While iCap maintains high performance standards for the entire organization, you retain control of your office's day-to-day operations.



About iCap Realty Advisors

With headquarters in Chicago, iCap Realty Advisors is a national commercial real estate finance company offering the full spectrum of mortgage banking services, including origination, underwriting, closing and servicing. Annually, iCap originates in excess of \$2.5 billion in loans nationwide for multifamily, office, industrial, retail and other commercial properties. Our mission is to provide value-added service for every client, providing each with the national reach and local market expertise required to streamline the real estate finance process.

To explore a partnership opportunity with iCap, please contact:

Ross A. Berman

President and Chief Operating Officer

rberman@iCapRealty.com



77 West Wacker Drive, Suite 4150 • Chicago, IL 60601
312.673.iCap (4227) • www.iCapRealty.com