**ABOUT US:**

Downing Street Capital, LLC (DSC) is a boutique commercial mortgage-banking firm with a regional focus and national capabilities. DSC leverages its extensive network of traditional and nontraditional capital for your commercial real estate transactions locally and globally.

We maintain a narrow focus on placing debt and equity for income producing, owner–occupied, land development, and “for-sale” real estate transactions. We pride ourselves on being able to execute both common and relatively complex transactions with equal effectiveness.

DSC offers a variety of loan types tailored to suit any commercial real estate requirement, including permanent loans for refinance and acquisition, construction loans, bridge loans, mezzanine/preferred equity, and traditional equity.

Downing Street Capital’s mission is to protect the best interest of our clients and to meet their specific needs. Through our unique process accessing traditional and nontraditional capital sources, we provide the very best debt and equity solutions tailored to ensure success.

We feel a keen responsibility to provide our clients with services far above and beyond those they experienced with traditional real estate business models.

Our years of commercial banking and finance experience arranging large-scale commercial debt and equity financing raises the level of excellence we bring to each partnership.

With DSC, you’ll find the perfect blend of industry know-how and entrepreneurial spirit.

When we work for you, we respect your personal investing style while delivering the world-class results you deserve.

**Our Values:**

**Ethics:**

At Downing Street Capital, because we adhere to the highest ethical standards of personal and business conduct, we are able to make smart, deliberate decisions with the utmost integrity. The foundation of our operations and success is built on strength and stability: to be transparent, honest and consistent; to responsibly seek out diverse perspectives; and to treat others with respect at all times.

**Excellence:**

Embracing excellence challenges us to serve our clients with a noble purpose to reach the highest level of achievement and to treat each deal as if it were our own. As reflected in our name, derived from the exclusive Downing Street in England, Downing Street Capital executes flawlessly and consistently to provide an elite advantage for our clients. Our aim is to deliver the world-class results you deserve.

**Commitment:**

Our commitment is our passion to provide customized structured services far above and beyond those of traditional real estate business models. We educate our clients and share our knowledge of the diverse options available to them to best suit their needs. We demonstrate our relentless efforts for best results through our consistent delivery of successful critical outcomes. Both internally and externally, as individuals and as an organization, we create value.

**Why partner with Downing Street Capital:**

As strategic real estate advisors, we believe in a comprehensive versus transactional approach. We determine and customize solutions based upon up-front analyses to present you with best results, cost benefits, and time efficiencies. By partnering with DSC, you are able to focus on your core competencies while anticipating a positive return on your investments.

DSC understands the importance of privacy and data security. We have a deep understanding of cyber complexities associated with data protection for you as well as for us. Our proprietary system is built to leverage technology to make the process more secure, efficient and streamlined ensuring a faster- paced sourcing for the best debt and equity solutions for you and for all our clients across the world.

1. We save you time by handling everything, so you can focus on developing more business.

2. We justify our fee by showing you how, even with our fee that our efforts save you money and result in better executions.

3. We source the debt and equity so you don’t have to. This can be extremely time consuming.

4. All lenders are not the same and we know the best places to send these deals.

5. We know our combined 25 years in the business, that a healthy dose of competition will improve loan offerings. Why throw all your eggs in one basket? What happens if your loan is not approved by going to just one lender?

6. We know the lending market and benefit of using the right lender, including non-bank lenders.

7. Our experience allows us to put your project in the best of light, as we know how to best position a deal.

8. We know that good sounding deals can potentially trip you up in the future. Like a CMBS deal 5 years later after its origination that will refuse to negotiate with you is you want to. We know that some non CMBS lenders that can provide the same terms and WILL work with you.

9. We canvas a broader area of lenders and equity providers. This improve results.

10. We know the right questions to ask, like will you agree to make non-recourse and cap the legal fees.

**Why we are better than our Competitors:**

–We are experienced former commercial bankers who understand where and how to source the very best financing arrangements for our clients.

–Our vast network of correspondent lenders offers regional and national experience

–We are commercial property owners ourselves and we treat every opportunity as if it was our own.

–Our processes are streamlined to meet all clients’ unique needs quickly and to get their projects moving forward as fast as possible.

–To ensure best service to our clients with no conflicts of interest, debt and equity solutions are all that we do.

–Because we understand the vital need for privacy and data security in today’s world of cyber threats, we have created our own proprietary system to ensure all data is protected.

–Our exclusive access to high-end lenders and off-market real estate gives us first shot at offering before-market incredible real estate opportunities to our private investors

**Helping Start Ups – The Why:**

As entrepreneurs ourselves, we know what it’s like to start a business and raise the capital necessary to be successful. We understand that the best ideas are rarely immediately obvious, and that unconventional wisdom can’t be measured by formulas, or its benefits captured in spreadsheets.

That’s why our broad resources are as diverse as the innovative entrepreneurs we help. With an investor mindset, and an experienced team with a track record of success, Downing Street Capital continually strives to be highly responsive, creative and flexible in addressing each portfolio company’s unique capital requirements.

**Brand Identity:**

•Downing Street Capital symbolizes strength, leadership, accountability, hard work, attention to detail, problem solving, exclusivity, stability, governance at the highest level, and perseverance.

•Our strong corporate philosophy brings together top performing loan originators with a proven track record of going the extra mile to deliver outstanding results to our clients

•We are innovators and are passionate about relationships.

•We serve with a noble purpose and treat each deal as if it were our own

•We offer a cohesive, complete approach to real estate debt and equity financing

**Our Approach:**

• We're problem solvers. We ask the right questions to gain a deep understanding of your needs and then design solutions to meet your diverse objectives.

• GLOBAL ACCESS, LOCAL TOUCH

• We offer a "best of both worlds" approach. Our global presence means greater access to capital, but our local management means a more personalized and hands-on experience.

• UNMATCHED ATTENTION