



Grand Place Retail Center

## OVERVIEW

Exeter Realty is a privately-held real estate firm founded in 1991. The company has three businesses, real estate asset management, real estate investment funds, and real estate project development.

### ASSET MANAGEMENT

Exeter Realty provides real estate asset management and disposition services to banking institutions, loan servicing firms, and other real estate owners with non-performing, undervalued or distressed real estate assets of all kinds.

The company offers a wide range of assistance, including initial evaluation of real estate assets and coordination of third party reports such as appraisals, engineering and environmental assessments, and title reports; stabilizing assets by removing defaulting tenants, seeing to necessary repairs, retaining new property management and leasing agents, and providing secure cash management; and coordinating the asset disposition process by assisting with marketing and sales strategies, evaluating purchase offers, and handling closings. The company also provides detailed weekly and monthly reports of its management and disposition activities as well as the financial condition of the real estate assets.

### INVESTMENT FUNDS

Exeter Realty originates and manages core, value-add and opportunistic real estate investment funds for accredited individual investors, private equity groups, and public institutional investors.

Ironton Asset Fund LLC (Ironton) was organized in April of 2009 by Exeter Realty to make investments in undervalued or distressed real estate assets primarily in the Minneapolis Saint Paul region. Its sponsor manager is Ironton Management LLC. Ironton seeks out investment opportunities that offer value-add or opportunistic potential over an investment time horizon of approximately five years. In addition to its own resources, Ironton makes investments with other private and public institutional investors with which Exeter Realty has prior relationships.

### PROJECT DEVELOPMENT

Exeter Realty develops and manages distinctive new office, retail, housing, and mixed-use ground-up projects and tax-credit-driven historic and other office, retail, and housing rehab projects. Projects are located in stable or emerging urban neighborhoods of the Minneapolis Saint Paul region of Minnesota. The company uses reputable architectural and contracting firms and its projects have received local and national recognition for their architectural and engineering features. Projects are held in separate property ownership affiliates owned by Exeter Realty's various investment funds.

### REPRESENTATIVE PROJECTS

- Avon Corner Retail Center
- Beacon Bluff Office Campus
- Chittenden & Eastman For-Rent Residential
- Clairwood For-Sale Residential
- Cobalt For-Sale Residential
- Edgcumbe Place For-Sale Residential
- Grand Place Retail Center and Parking Ramp
- Highland Crossing Retail Center
- Kamstra Center Office Campus
- Milton Mall Retail Center
- Victoria Crossing South Mall Retail Center
- Victoria Crossing West Mall Retail Center
- University-Central Marketplace