SAPPHIRE CAPITAL GROUP

COMMERCIAL REAL ESTATE
CAPITAL ADVISORY
CELEBRATING 10 YEARS

Sapphire Capital Group is a boutique commercial real estate capital advisory firm based in Bethesda, Maryland. Our experience up and down the capital stack, backed by current lender and investor relationships, lets us execute debt and equity solutions effectively for our clients.

$8 Billion	300+	70+ Years	2016
DEBT AND STRUCTURED FINANCE	TRANSACTIONS	COMBINED EXPERIENCE	FOUNDED IN BETHESDA

WHAT WE DO

Debt and Structured Finance

Permanent, bridge, construction, mezzanine, preferred equity and C-PACE financing from banks, credit unions, life companies, CMBS, debt funds and agency lenders. Refinancing loans coming due is a core focus.

Equity Placement

Joint venture and co-GP equity from institutional investors and family offices for acquisitions and development.

Ground Lease Capital

Ground leases that separate land from building ownership, lowering the cost of capital and the sponsor's equity requirement on projects valued at $30 million or more.

LEADERSHIP



Andrew Weiss

President and CEO

More than 35 years in commercial real estate finance as a lender, equity investor and capital advisor. Andy began his career originating loans at Prudential Mortgage Capital, led acquisitions and finance at First Washington Realty through its IPO, originated equity investments at CIM Group, and ran a CMBS lending team on Cantor Fitzgerald's CCRE platform. He is a Director of CFBN, a national network of about 40 mortgage brokerage firms.

MBA, MIT Sloan School of Management
B.A., Applied Mathematics, Hobart and William Smith Colleges

aweiss@sapphire-cap.com



Walter Whitt

Managing Director

Focused on commercial real estate capital markets and balance sheet lending since 1991. Walter held senior production and management roles at First Union Capital Markets, Wells Fargo Securities and US Bank. He has originated more than $2 billion of construction loans, bridge loans and corporate lines of credit, and managed a team of 16+ with P&L responsibility for a $1.6 billion loan portfolio.

B.S./B.A., Business Administration, University of Richmond
Executive Leadership Program, University of Minnesota

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SELECTED TRANSACTIONS

$93,000,000	Permanent financing to recapitalize the construction loan on a newly delivered mixed-use project in downtown Washington, D.C.
$90,000,000	99-year ground lease capital for the acquisition of 4701 Willard Avenue, a 525-unit multifamily property in Chevy Chase, MD.
$32,550,000	C-PACE financing to recapitalize and improve a data center in the Southeast.
$26,800,000	Permanent loan to take out a bridge loan on a renovated big-box retail center in Fairfax County, VA.
$21,000,000	Bridge loan ($14.1M) and JV equity ($6.9M) for the acquisition of a 200-unit student housing property in Texas.