

MISSION STATEMENT

Our goal is to always put the client’s interest ahead of the Firm and every individual within the Firm.

We will endeavor to strategically grow to achieve our objective of becoming the best and most dominant “one-stop” commercial real estate and capital markets intermediary offering the following:

- Investment Banking Services
- Investment Advisory Services
- Loan Sales and Distressed Asset Sales
- Entity and Project Level Equity Services and Placements as well as all forms of Equity Placement
- All forms of Debt Placement Solutions and Services, and
- Commercial Loan Servicing (Primary and Sub-servicing)

Our goal is to hire and retain associates who have the highest ethical standards and the best reputations in the industry to preserve our culture of integrity, trust and respect and to promote and encourage teamwork to ensure our clients have the “best team on the field” for each transaction. Simply stated, without the best people, we cannot be the best Firm.

To ensure we achieve our goals and aspirations and provide outstanding results for our clients and shareholders, we must maintain a flexible compensation and ownership package to appropriately recognize and reward our existing and future associates who profoundly contribute to our success through their value-added performance. The ability to reward extraordinary performance is essential in providing superior results for our clients while appropriately aligning our interests with our shareholders.

With a history of more than 30 years, HFF is a leading provider of commercial real estate and capital markets services to the global commercial real estate industry.

HFF and its predecessor companies came together in 1998 and have closed nearly \$748 billion in more than 25,800 transactions.

HFF has 385 capital markets advisors and more than 650 support associates involved in originating, structuring and placing debt and equity transactions. The firm maintains formal, long-term relationships with most of the nation’s largest providers of capital including lenders, investors, developers, owners, and advisors.

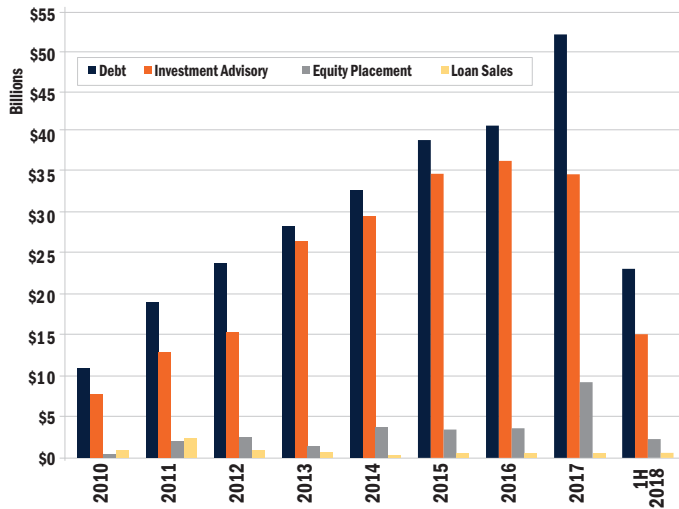
HFF’s professionals have executed debt and equity transactions for virtually every type of real estate and real estate-related asset, including debt placement, equity investments, mergers of real estate companies, and partnership recapitalizations. Transactions range from less than \$1 million to more than \$2.2 billion, with an average transaction size in 1H 2018 of \$35.1 million.



ATLANTA (404) 832-8460	AUSTIN (512) 532-1900	BOSTON (617) 338-0990	CAROLINAS (704) 526-2800	CHICAGO (312) 528-3650	DALLAS (214) 265-0880	DENVER (303) 515-8000	NEW JERSEY (973) 549-2000	HOUSTON (713) 852-3500	INDIANAPOLIS (317) 630-3191	LAS VEGAS (702) 488-5176	LOS ANGELES (310) 407-2100	MIAMI (305) 448-1333
NEW YORK (212) 245-2425	ORANGE COUNTY (949) 253-8800	ORLANDO (407) 745-3900	PHILADELPHIA (484) 532-4200	PHOENIX (602) 387-5000	PITTSBURGH (412) 281-8714	PORTLAND (503) 224-0444	SAN DIEGO (858) 552-7690	SAN FRANCISCO (415) 276-6300	SEATTLE (206) 576-0050	TAMPA (813) 387-9900	WASHINGTON, D.C. (202) 533-2500	LONDON +44 (0)20 7509 6710

All transaction volume is estimated based on the Company's internal database and is unaudited.

Historical Production Volume by Platform



1H 2018

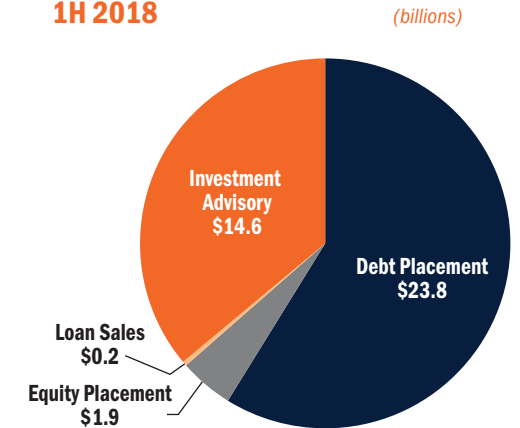
VOLUME BY PLATFORM	\$ VOLUME	# TRANSACTIONS
Debt Placement	\$23,802,836,000	702
Investment Advisory	\$14,598,557,000	363
Equity Placement	\$1,913,631,000	76
Loan Sales	\$160,343,000	12

Total **\$40,475,367,000** **1,153**

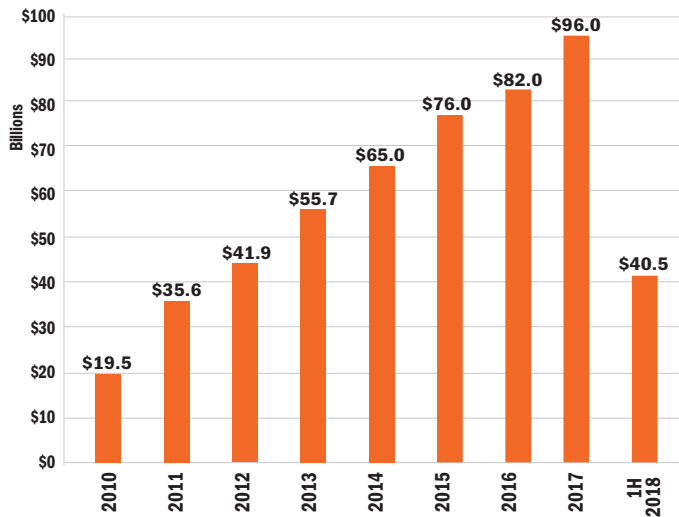
Avg. Transaction Size \$35,104,000

Loan Servicing Portfolio Balance **\$74,989,000**

1H 2018



Historical Production Volume by Property Type



1H 2018

VOLUME BY PROPERTY TYPE	\$ VOLUME	# TRANSACTIONS
Multi-Housing	\$13,593,674,000	421
Office	\$11,804,927,000	214
Retail	\$3,660,870,000	182
Industrial	\$3,454,478,000	122
Mixed-use	\$2,734,624,000	41
Hotel-Lodging	\$2,326,786,000	70
Healthcare	\$1,854,649,000	43
Land	\$575,333,000	35
Other	\$349,790,000	17
Self Storage	\$120,236,000	8

Grand Total **\$40,475,367,000** **1,153**

1H 2018

