

WALKER & DUNLOP®

MIDWEST INVESTMENT SALES

TEAM CAPABILITIES &
MARKET UPDATES



the MIDWEST advantage

DISCOVER WHY THE HEARTLAND IS LEADING THE WAY IN MULTIFAMILY REAL ESTATE INVESTMENTS

WHY THE MIDWEST?



AFFORDABLE COST OF LIVING DRIVING RENTAL DEMAND



POPULATION GROWTH IN MANY MIDWEST CITIES



DIVERSIFIED ECONOMIES WITH THRIVING INDUSTRIES



2025 CITIES WITH THE LOWEST COST OF LIVING IN AMERICA

13/25 ARE MIDWEST CITIES



LIMITED SUPPLY, GROWING DEMAND



**SUPPLY-CONSTRAINED
PIPELINE WITH LIMITED
NEW CONSTRUCTION**

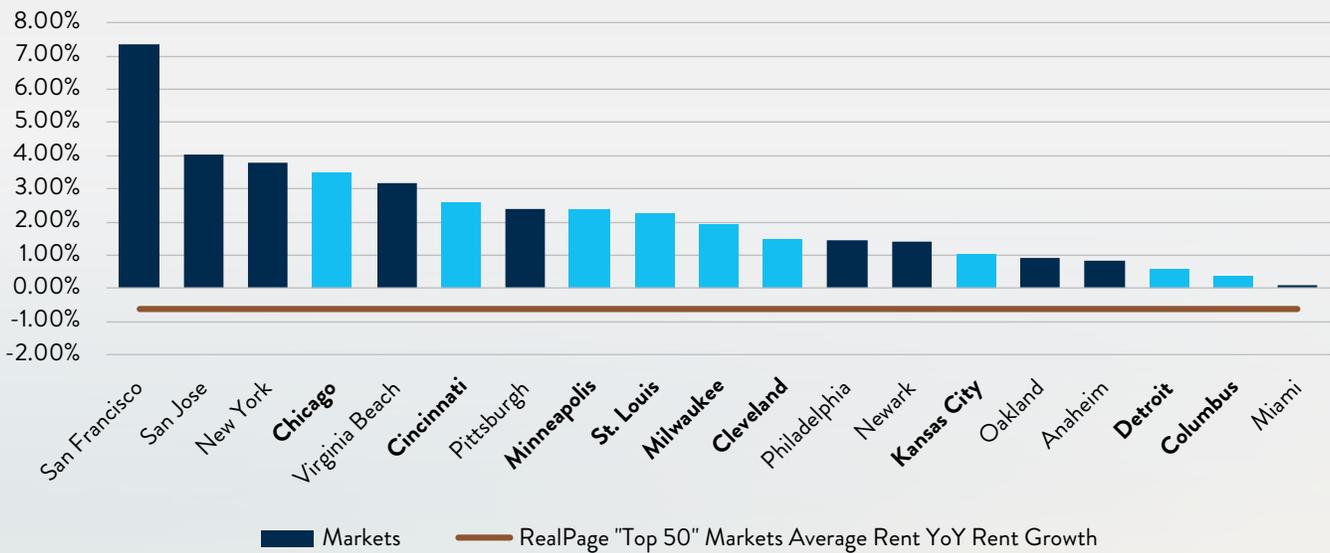


**RENTERSHIP GROWTH
OUTPACING
HOMEOWNERSHIP**



**COMPETITIVE
RENTAL MARKETS
WITH RISING RENTS**

THE MIDWEST REMAINS A DOMINATE FORCE IN MULTIFAMILY RENT GROWTH



At the end of 2025, the metropolitan areas with the most robust rent growth included many in the Midwest, including Chicago, Cincinnati, Minneapolis, St. Louis, and Milwaukee.

Source: RealPage Analytics

MORE THAN

3X

THE TOP 50'S AVERAGE

BUILT FOR THE FUTURE



**MAJOR
INFRASTRUCTURE
INVESTMENTS ACROSS
THE REGION**



**BUSINESS-FRIENDLY
STATES WITH TAX
INCENTIVES**



**CITIES WITH
INCREASING CULTURAL
AND RECREATIONAL
APPEAL**



Anduril 📍 Columbus, OH



Meta Data Center 📍 Beaver Dam, WI

A PLACE TO LIVE & INVEST



FAMILY-FRIENDLY
COMMUNITIES WITH
GREAT SCHOOLS



AFFORDABLE LIVING
WITHOUT SACRIFICING
AMENITIES



VIBRANT DOWNTOWNS
WITH GROWING FOOD
AND ARTS SCENES

Kansas City Chiefs Stadium Development  Kansas City, KS



Google Headquarters  Chicago, IL



LARGEST JOB CREATION PROJECT IN OHIO HISTORY

INVESTMENT IN INDIANA DRUG INNOVATION SITE



4K+

JOBS
CREATED

\$2B

ANNUALLY TO
STATE'S ECONOMY



400

JOBS
CREATED

\$4.5B

INVESTMENT

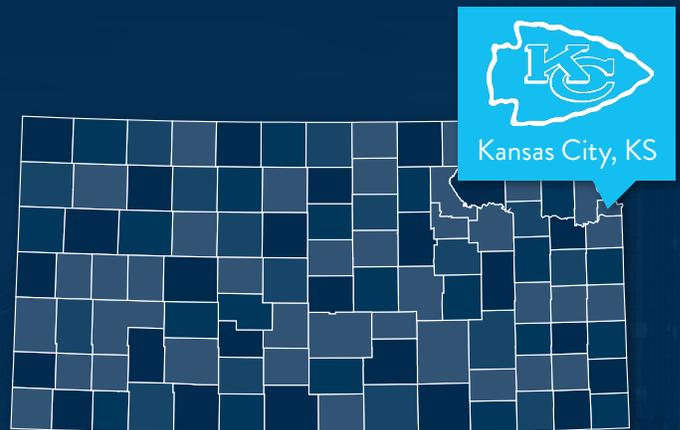
STATE-OF-THE-ART KANSAS CITY CHIEFS STADIUM DEVELOPMENT

20K+

JOBS
CREATED

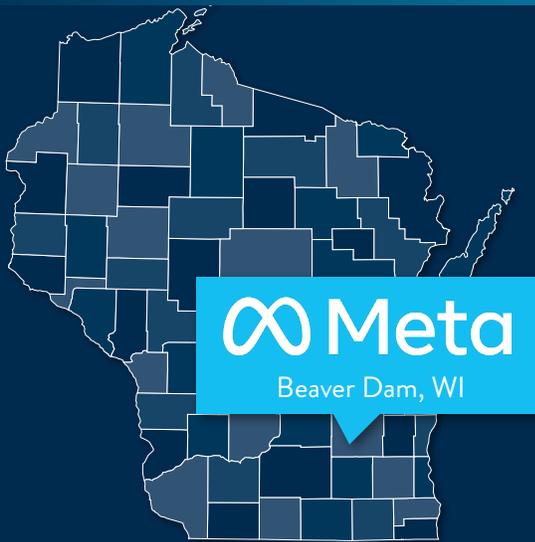
\$4B

ECONOMIC
IMPACT



META DATA CENTER DEVELOPMENT | TECH JOBS IN WISCONSIN

NEW GOOGLE HEADQUARTERS | JAMES R. THOMPSON CENTER



1.1K **\$1B**
JOBS CREATED ECONOMIC IMPACT



2K **\$300M**
JOBS CREATED INVESTMENT

GLOBAL AUTOMOTIVE GROUP STELLANTIS FOCUSES ON THE MIDWEST, LANDMARK INVESTMENT



5K+ **\$13B**
JOBS CREATED ECONOMIC IMPACT



MEET THE TEAM

MATT JONES

MANAGING DIRECTOR

CHICAGO/MICHIGAN OFFICE

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Matt Jones is a Managing Director of Investment Sales based in Grand Rapids, Michigan. In his role, Mr. Jones is responsible for expanding the platform's multifamily property sales presence throughout the Midwest, with an emphasis on Michigan.

Prior to joining Walker & Dunlop, Mr. Jones was a Senior Vice President of Multifamily Investments at Colliers International, where he was focused on the disposition of multifamily properties throughout the Midwest region. Before that, he served as the principal and founder of a boutique multifamily brokerage firm, Beacon Realty Group, LLC, which was acquired by Colliers in 2018. Mr. Jones started his investment sales career in 2009 and has established an extensive list of institutional and private clients with closings in nearly every state in the upper Midwest.

Mr. Jones earned his bachelor's degree in English from the University of Colorado. He has also received numerous industry awards, including CoStar's Power Broker recognition. Outside of Commercial Real Estate, Mr. Jones stays active in his community as a member of the Grand Rapids Economic Club, West Michigan Mountain Biking Association, Rental Property Owners Association, Michigan Apartment Association, and Board of Governors at the Van Andel Institute.

ANDY DIBLASI

MANAGING DIRECTOR

OHIO OFFICE

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Andy DiBlasi is a Managing Director for Investment Sales, based in Columbus, Ohio. In his role, Mr. DiBlasi is responsible for the marketing and sales of multifamily assets throughout the Midwest, with an emphasis on Ohio. Throughout his career he has sold or been intricately involved in the development of over \$2.6 Billion in multifamily real estate.

Before joining Walker & Dunlop, Mr. DiBlasi served as an Investment Division Sales Manager at Donald R. Kenney and Company (DRK), overseeing their full-service Investment Sales Brokerage, which consistently ranked as the top multifamily real estate brokerage in Central Ohio. Prior to that, he began his career as a Commercial Real Estate Agent in Atlanta, Georgia. He later worked with various multifamily real estate development firms in Atlanta and Tampa, handling land acquisition, pre-development efforts, and project capitalization for over \$700MM in development across the Carolinas, Florida, and Texas over seven years.

Andy earned his bachelor's degree from the Ohio University. Additionally, he is a member of the Columbus Board of Realtors, the Ohio Association of Realtors, the Buildings Industry Association (BIA), and the Nation Association of Industry and Office Properties (NAIOP). He also volunteers with the Ohio State University Real Estate Graduate Program, participating in industry case studies and panels.

JEFF STINGLEY

MANAGING DIRECTOR

KANSAS CITY OFFICE

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Jeff Stingley is a Managing Director in Walker & Dunlop's Kansas City office where he represents institutional and private clients in the valuation and disposition of multifamily assets across the Midwest. Over his 20-year career, Mr. Stingley has sold approximately 45,000 units totaling over \$5 billion in consideration.

Prior to joining Walker & Dunlop, Mr. Stingley served as Executive Vice President of CBRE's Capital Markets Group and was the perennial top producer of the firm's Kansas City office as well as a top producer in CBRE's America's Region. In 2015, Mr. Stingley was recognized by Ingram's magazine as one of Kansas City's 40 under 40 and was a 2023 inductee into the Midwest Real Estate News Commercial Real Estate Hall of Fame.

A Kansas City native, Mr. Stingley earned a B.S. Degree in Finance from the University of Arizona.

LOGAN WEAVER

DIRECTOR

KANSAS CITY OFFICE

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Logan Weaver is a Director of Investment Sales at Walker & Dunlop, based in Kansas City, Missouri. In his role, he is responsible for representing institutional and private clients in the valuation and disposition of multifamily assets across the Midwest. Over the course of his 10-year career, he has arranged over \$800 million in sales volume totaling 35 properties.

Prior to Walker & Dunlop, Mr. Weaver was vice president at Colliers, focusing on investment sales in the Kansas City Metropolitan area. Before that, he worked on multifamily investment brokerage at Marcus & Millichap.

Mr. Weaver earned his bachelor's degree in business administration with a focus on finance, banking, and real estate from the University of Missouri-Columbia.

STEVE LAMOTTE, JR.

MANAGING DIRECTOR

INDIANAPOLIS OFFICE

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Steve LaMotte, Jr. is a Managing Director of Investment Sales at Walker & Dunlop, and operates out of the Indianapolis, Indiana metro area. In his role, he is responsible for representing both institutional and private clients across the United States and specializes in the disposition of multifamily and mixed-use assets. He specializes in handling his markets' largest and most notable transactions, as well as complex portfolio offerings.

Prior to Walker & Dunlop, Mr. LaMotte was Executive Vice President of CBRE, where he built out the institutional practice in the Indianapolis office and led his region's production across the Central Midwest and Upper Southeast regions of the U.S.

Mr. LaMotte earned a B.S. Degree in Finance from Indiana University's Kelley School of Business. He also holds his CCIM designation. Outside the company, Mr. LaMotte sits on the advisory boards of the IU Kelley School of Business Center for Real Estate Studies and Apartment Life. He has been a presenter to the Louisville Apartment Association, the IU real estate program, Midwest Real Estate News regional events, the Indiana Bar Association, the Indiana Apartment Association, and several other organizations. He is also involved with several charitable organizations, including Northview Church, Mission:Uprising, and YWAM with which he leads a group to Mexico for a home-building trip each summer. He has three children with whom he enjoys outdoor activities with an emphasis on water and snow sports.

DANE WILSON

MANAGING DIRECTOR

INDIANAPOLIS OFFICE

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Dane Wilson is a Managing Director at Walker & Dunlop on the Investment Sales Team. In his role, he represents both institutional and private clients across the United States, specializing in the valuation and disposition of multifamily properties. Mr. Wilson oversees team strategy, new business development efforts, deal execution, and underwriting. Through his extensive knowledge of the market, depth of relationships, and unique ability to identify and source target capital, Mr. Wilson excels at matching potential investors with available opportunities.

Prior to Walker & Dunlop, Mr. Wilson served as Senior Vice President at CBRE, where he focused exclusively on the sale of multifamily assets. Throughout his career, Mr. Wilson has been involved in the sale of more than \$5.5 billion in multifamily product throughout the Central Midwest.

Mr. Wilson earned his bachelor's degree in economics from DePauw University in Indiana.

ROSS WETTERSTEN

ASSOCIATE DIRECTOR

INDIANAPOLIS OFFICE

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Ross Wettersten is an Associate Director of Investment Sales at Walker & Dunlop. In his role, Ross represents both institutional and private clients across the United States, specializing in the valuation and disposition of multifamily properties.

Prior to Walker & Dunlop, Mr. Wettersten worked as an associate at CBRE where he specialized in the valuation and disposition of multifamily properties and assisted with new business development, capital sourcing, and transaction management. Before that, he worked at CA Ventures with a focus of new construction lease up and asset management.

Mr. Wettersten earned his bachelor's degree in finance and real estate from Indiana University Bloomington.



EXECUTION TEAM



INVESTMENT SALES



**MATT
JONES**

Managing
Director

**ANDY
DIBLASI**

Managing
Director

**STEVE
LAMOTTE, JR.**

Managing
Director

**DANE
WILSON**

Managing
Director

**JEFF
STINGLEY**

Managing
Director

**LOGAN
WEAVER**

Director

**ROSS
WETTERSTEN**

Associate
Director

RESPONSIBILITIES:

- Responsible for overall disposition strategy and execution
- Conduct buyer calls with key relationships/prospects
- Primary contact for coordinating & executing on-site tours
- Lead weekly marketing update calls
- Responsible for establishing pricing guidance and offer collection
- Buyer vetting & assist in buyer selection process
- Assists in negotiating business terms in LOI



ANALYST & MARKETING SUPPORT



**GRACE
CAMERON**
Associate
Director

**DAN
FALKENBERG**
Associate
Director

**ALEK
JOYCE**
Senior
Analyst

**JOHN
BOOR**
Senior
Analyst

**JOHN
BURKE**
Analyst

**JOHN
MAHER**
Analyst

**MAX
CLOSE**
Analyst

**MITCHELL
WASMUND**
Transaction
Manager

**CASEY
SIMMONS**
Coordinator

RESPONSIBILITIES:

- Update weekly leasing reports for distribution
- Assist in assembling Offering Memorandum & related financial information
- Helps create financial content in marketing materials
- Assists with underwriting & investor data requests
- Once under agreement, this team will manage day-to-day diligence requests and coordination
- Responsible for day-to-day marketing
- Manage CA's and war room

THE MIDWEST INVESTMENT SALES TEAM at Walker & Dunlop collaborates closely with property owners and investors in facilitating property acquisitions and dispositions. They specialize in a wide range of multifamily asset types, encompassing new construction projects, value-add opportunities, larger portfolios, adaptive reuse properties, and entitled land sites. Operating throughout the Midwest, including Illinois, Wisconsin, Michigan, Indiana, Ohio, Iowa, Minnesota, Missouri, Kansas, and Kentucky, the Sales team has successfully represented a multitude of national, regional and local clients.

The structure of the Midwest Investment Sales team sets it apart, as team members work collaboratively with clients on a regional level. This approach ensures that our clients receive dedicated attention and expertise specific to their market and asset type. Our team includes research and analytics professionals who are well-versed in both the overall market trends and the nuances of the region. They provide real-time data and valuable insights to empower our clients in making informed decisions.

With our dynamic and flexible platform, we have the capability to customize our services according to the distinct requirements of each client. This adaptability allows us to address their unique needs effectively and efficiently, delivering exceptional value and results.

BENEFITS TO OUR CLIENTS:

- Geographic Experts with Real Time Market Intel
- Access to Diverse Pool of Qualified Investors
- Local & National Collaborative Partnership Structure
- Segmentation for Client Synergies
- Hands-On, Individualized Deal Process

MIDWEST

INVESTMENT SALES TEAM EXPERIENCE



\$18.2B+

MULTIFAMILY SALES VOLUME



213K+

UNITS SOLD



120+

YEARS OF COMBINED EXPERIENCE



PLATFORM CAPABILITIES

DIFFERENTIATORS



CULTURE ENSURES CONSISTENCY

Our Commitment to our first core value: Act like an advisor, not like a broker — defines Walker & Dunlop Investment Sales.



ORGANIZATIONAL STRUCTURE FOSTERS COLLABORATION

WDIS is a unified, national platform, differentiated from our competitors who are managed in multidisciplinary regional offices. Collaboration is the cornerstone of a more thoughtful advisory platform and is ingrained into the DNA of each team member.



TECHNOLOGY ENABLES SEAMLESS COMMUNICATION

Our team utilizes a centralized Customer Relationship Management (CRM) tool, where all client communication, market intelligence, and buyer intel is housed. This frictionless information sharing empowers communication between teams by giving them real-time insights across the entire Investment Sales Platform.

OPPORTUNITIES

Walker & Dunlop
Investment Sales

Investment Banking

CAPITAL

Agency Capital Markets

Walker & Dunlop
Investment Partners

Proprietary Capital
Joint Ventures

WALKER & DUNLOP

IDEAS

CTMX	0.45	▲	+0.4	Apprise
FTR	-0.23	▼	-2.34%	
CSSO	-1.01	▼	-1.01%	Galaxy / Enodo
CHK	0.02	▲	+0.2	
AAPL	72.5			Zelman Research
PFTO				
AMZN				
TSLA				
GOO				



THE TOP FIRMS IN
COMMERCIAL REAL
ESTATE **TRUST**

WALKER & DUNLOP



Goldman Sachs

Blackstone



CARLYLE

G | I | D

scion



Hines

TRUAMERICA
MULTIFAMILY



HEITMAN
A REAL ESTATE INVESTMENT MANAGEMENT FIRM



CONTINENTAL
PROPERTIES



\$139.3B WALKER & DUNLOP SERVICING PORTFOLIO INTEL

8,100

LOANS

1.4M

UNITS



WDIS IS ABLE TO GO "UNDER THE HOOD" OF THESE ASSETS TO SEE REVENUE AND EXPENSE TRENDS IN THE MARKET BEFORE ANYONE ELSE. THIS ALLOWS WDIS TO ANALYZE AND UNDERWRITE OPPORTUNITIES WITH THE UTMOST PRECISION, LEADING US TO PROVIDE A SUPERIOR TRANSACTION EXECUTION.



INTEGRATED DEBT PLATFORM

AGENCY - CONDUIT - BRIDGE - LIFE COMPANY

Capitalize on the integrated debt platform available to Walker & Dunlop to facilitate the execution of the sale.

AWARDS & HONORS

GREAT PLACE TO WORK® - BEST SMALL & MEDIUM WORK PLACE

8 out of last 11 years - Fortune Magazine

GREAT PLACE TO WORK® - BEST WORKPLACES IN FINANCIAL SERVICES & INSURANCE

2017-2025 - Fortune Magazine

TOP WORKPLACE (MIDSIZE EMPLOYER)

2014-2025 - Washington Post

#13 - CORPORATE DIVERSITY INDEX FOR LARGE COMPANIES

Washington Business Journal

RANKINGS

1ST

FANNIE MAE

Dus® Lender in 2024 ¹

4TH

FREDDIE MAC

Optigo Lender in 2024 ¹

2ND

MULTIFAMILY LENDER

Overall in 2024 ²

6TH

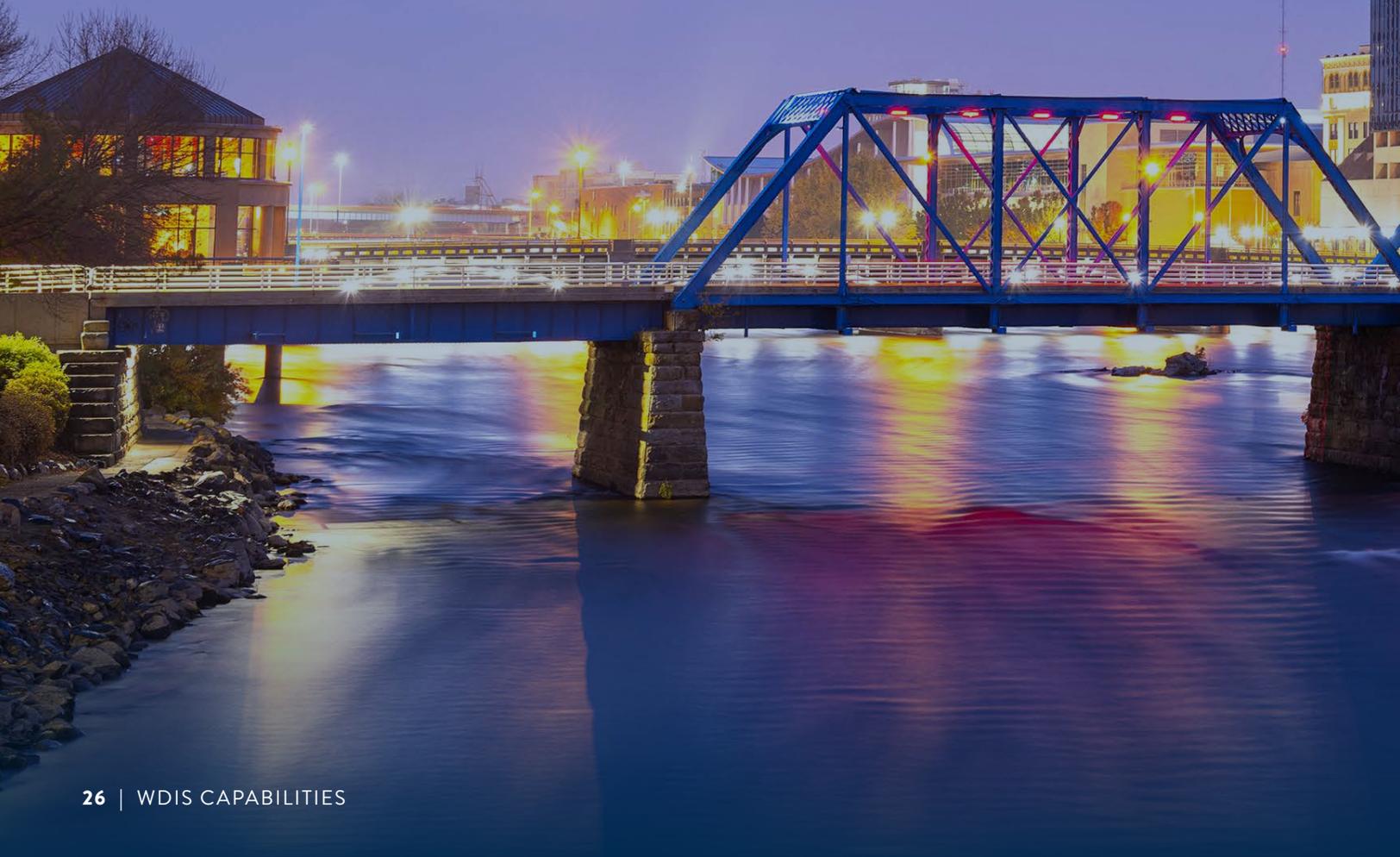
INVESTMENT SALES

Multifamily Broker in 2024 ²

¹Fannie Mae (2024) and Freddie Mac respectively

²MBA 2024 Commercial/Multifamily Origination Rankings

FOUR-PRONG INVESTMENT SALES APPROACH





INSIGHTFUL INVESTMENT THEMES

Investment themes are carefully crafted to generate excitement and provide acquisition professionals with the impactful reasons why the property should be their top priority. In addition to these themes, WDIS creates further excitement through personal outreach via in-person meetings and phone calls. All potential buyers are taken seriously.



WDIS PROCESS & PLATFORM

The entire Walker & Dunlop organization truly moves in lock-step. Our investment sales offices across the country are in constant communication. This provides us up-to-date information on all past/current/future deals to ensure that the most aggressive capital is chasing each property. Our process, with an emphasis on tours, buyer outreach/education, and a controlled message, will deliver top-of-the-market results.



UNPARALLELED FINANCIAL ANALYSIS

We will employ our unmatched analytical abilities to drive NOI with perceptive, thoughtful financial analysis. Our offering materials will shine a spotlight on the remarkable demand, relative safety, and future value growth of the opportunity.



INTENSE COMPETITION AND BIDDING

The most important aspect to every investment sales process is a qualified and hungry buyer pool. Through our impactful investment themes, proven process, platform collaboration, and financial analysis we will create an intense sense of competition among the bidders.

REGIONAL PARTNERSHIP & NATIONAL COLLABORATION



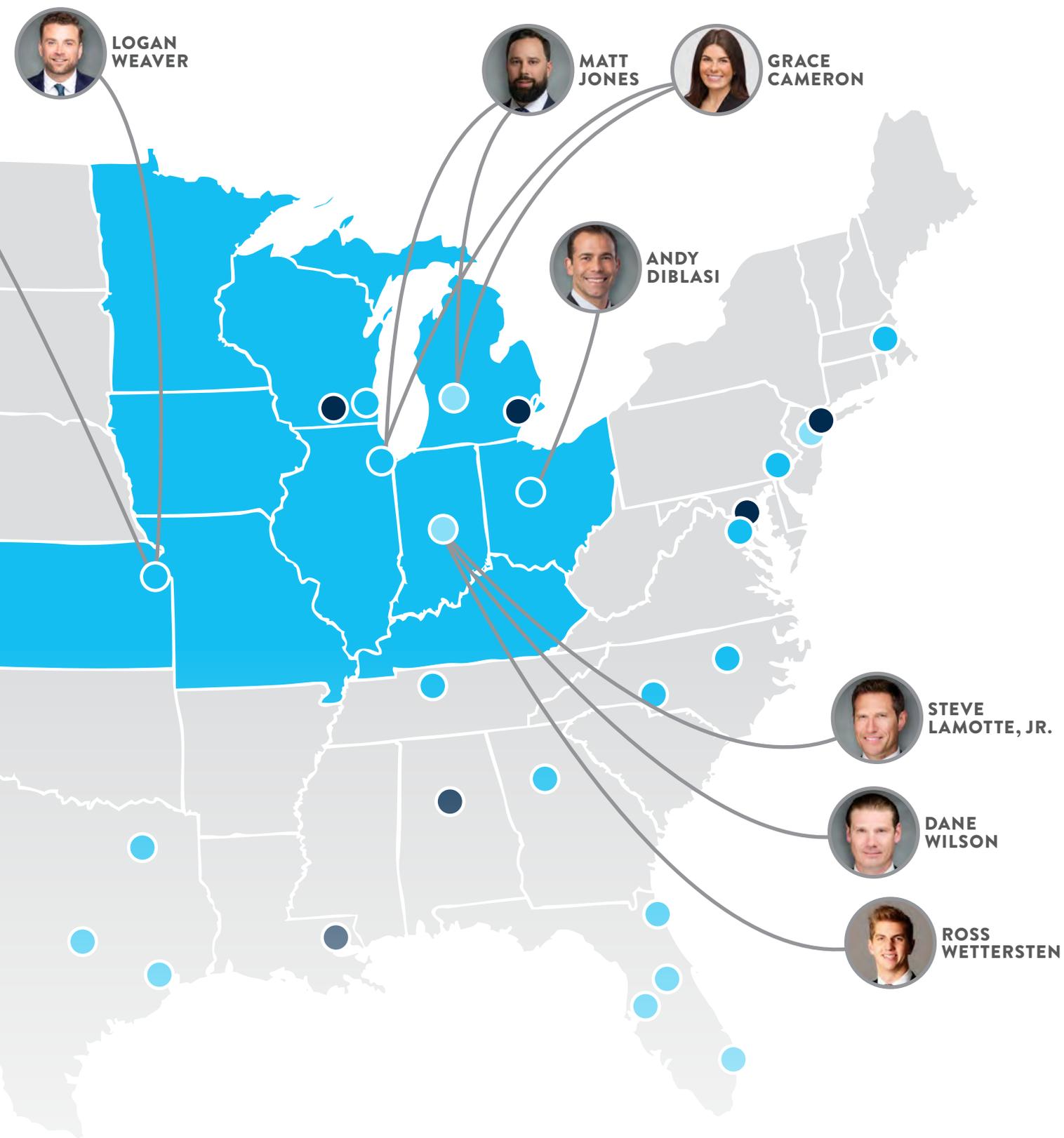
1,212
TRANSACTIONS
2021-2024



\$57.6B
INVESTMENT SALES VOLUME
2021-2024

- WD DEBT OFFICE
- WDIS/WD DEBT OFFICE
- WDIS OFFICE

WDIS AND THE NATIONAL WD DEBT PLATFORM ARE IN CONSTANT COMMUNICATION AND OPERATE ON A SHARED DATABASE THAT CONTAINS ALL MARKET INTELLIGENCE AND CLIENT CORRESPONDENCE



- When marketing an institution quality asset, there is no substitute for direct contact with key decision makers.
- WDIS will market the asset directly to the investment committee members who are ultimately responsible for making key investment decisions.

HIGHLIGHTED 2025 MIDWEST TRANSACTIONS



SEKC PORTFOLIO

Kansas City, MO
527 Units | Core+



CAPITAL CITY COLLECTION

Madison, WI
676 Units | Value-Add



CLEARING AT ONE28

Olathe, KS
318 Units | Core



KINSLEY FOREST APARTMENTS

Kansas City, MO
328 Units | Core+



CORBIN CROSSING

Overland Park, KS
298 Units | Core+



THE GRAND RAPIDS 440 PORTFOLIO

Grand Rapids, MI
440 Units | Value-Add



AUTHENTIX MCHENRY

McHenry, IL
288 Units | Core+



COSMOPOLITAN ON THE CANAL

Indianapolis, IN
218 Units | Core+



JAMESTOWN OF ST. MATTHEWS

Louisville, KY
356 Units | Value-Add



THE MANOR HOMES OF EAGLE GLEN

Raymore, MO
269 Units | Value-Add



SPRINGFIELD 4 PORTFOLIO

Springfield, OH
414 Units | Value-Add



MAPLE PLACE APARTMENTS

Southfield, MI
261 Units | Value-Add



OHIO RIVER VALLEY 2 PORTFOLIO

Various, OH
138 Units | Value-Add



CAMDEN PARK

Fort Wayne, IN
168 Units | Pre-Stab



CRESCENT CENTRE

Louisville, KY
209 Units | Value-Add



MADDEN'S POINTE

Dublin, OH
72 Units | Value-Add

WALKER & DUNLOP INVESTMENT SALES

MIDWEST TEAM

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