

Investor Real Estate

Committed to your success

Wells Fargo's Investor Real Estate specialized industry group brings together the benefits of exceptional local service and extensive industry experience. Whatever your goals, everything from growing your portfolio, to streamlining operations, to managing liquidity and risk, we have the experience to help you explore possibilities and the resources to help make them a reality.

Industry experience that enhances your customer experience

As the nation's top commercial real estate lender,¹ Wells Fargo understands the challenges and opportunities within the commercial real estate market, and offers a broad array of real estate capabilities to address them. Further, our depth of industry experience allows us to provide our customers with valuable insights and a true competitive advantage.

Importantly, Wells Fargo can scale with your business. Without fixed lending caps or geographic restrictions, we are a source of capital, regardless of the size and geographic profile your business assumes. And, our consistent approach to real estate financing has enabled our lending through all economic cycles.

Real estate solutions to help you maximize your investments

We provide customized solutions for real estate investors wishing to deploy capital into property types, including:

- Industrial/warehouse
- Multifamily residential
- Retail center
- Other property types (e.g., hotels, self storage, and manufactured housing)
- Office
- **Debt capital and related offerings** — Access capital through Wells Fargo's balance sheet, in addition to capital markets executions, loan placements, loan syndications, securitization, and warehouse lending. Should your real estate property focus evolve and expand, additional Wells Fargo specialized commercial real estate groups are ready to provide financing and advisory services for senior housing, hospitality, restaurants, convenience stores, community lending and investment/affordable housing, and beyond.
- **Project life cycle financing** — Satisfy your capital needs for all major asset types throughout project life cycles — acquisition, construction, bridge, and permanent financing.



**Leader in national
primary market share**

for business banking and middle market companies²



**Top commercial
real estate lender**

in the U.S. since 2009³



**Top affordable, retail, industrial,
office, and multifamily lender**

in the U.S.⁴

Expanded capabilities when you need them

Beyond real estate financing, our wide breadth of products and services allow you to manage your operations, while positioning your business for the long term:

- Financing of all types and sizes
- Treasury management
- Interest rate risk management
- Institutional investing
- Investment banking and securities
- Global services, including currency risk management and foreign exchange
- Business valuation and succession

Local relationships that go further

Our bankers live, work, and serve in the same communities as you. They take the time to get to know you, your business operations, and your priorities. And, they're empowered to share every advantage of collective resources Wells Fargo can offer. Our aim is to be a valued resource no matter where you are in your business life cycle, forging a relationship that will endure.

Compassion for communities

Wells Fargo embraces the spirit and needs of the communities where we live and work. We believe in contributing financial support, as well as millions of volunteer hours, to worthy causes across the country. Because when our communities thrive, we all thrive.




\$444 million donated
to almost 11,000 nonprofits³


2 million
volunteer hours logged by
96,000 team members⁴


#1 workplace giving campaign
for 10 consecutive years
— United Way⁵



20,000 families and individuals have purchased nearly **\$2 billion in real estate** with Wells Fargo's NeighborhoodLIFT[®] program since 2012⁶

Learn more

We're ready with the experience, insight, and capabilities to help meet your evolving needs. Find out more at [wellsfargo.com/commercialbanking](https://www.wellsfargo.com/commercialbanking).

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Investment and Insurance Products: NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

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All credit decisions are subject to credit approval and, if applicable, SBA eligibility. Additional collateral may be required.  Equal Housing Lender.

1. MBA Commercial/Multifamily Year-End Origination Rankings, 2018

2. FBarlow Research Rolling 8 Quarter Data (Q1 2017 — Q4 2018)

3. Chronicle of Philanthropy survey 2018

4. Wells Fargo 2018 internal data

5. Based on 2018 donations, United Way Worldwide (2019)

6. The NeighborhoodLIFT[®] program is a collaboration between Wells Fargo Bank, N.A., Wells Fargo Foundation, and NeighborWorks[®] America, an independent nonprofit organization