

LivingstonSt CAPITAL

OFFICE & INDUSTRIAL INVESTMENT OVERVIEW



OUR FIRM

Livingston Street Capital, LLC is a boutique private equity firm with institutional capital partners focused on commercial real estate investments throughout the United States.

We are based in Radnor, PA and New York City and actively make investments across several investment strategies.

These strategies include: Office, Industrial, 55+ Active Adult, Independent Living and Healthcare.

Our company was founded by Peter Scola and Joseph Fox who have successfully led more than the \$20 billion of real estate transactions throughout their careers. Most recently, they have acquired more than \$1.1 billion of commercial real estate throughout the United States.

We have acquired a broad national portfolio of assets across all of our investment strategies.

OUR PHILOSOPHY

Our investment philosophy can best be described as focusing on the “needs” of corporations and individuals versus discretionary “wants.” As such, we focus on investments that we believe serve an essential need for tenants or residents, as applicable. While our approach is considered to be defensive in nature, we look for investments, especially in the Office and Industrial space, that we believe can achieve significant growth potential.

We believe this helps us preserve our invested capital throughout multiple economic cycles. As a result, we are generally long-term investors of our core and core plus assets.

OUR OFFICE & INDUSTRIAL INVESTMENT PROGRAM

Livingston Street Capital invests in both Office and Industrial properties with single-tenant profiles and locations that are vital to a firm’s day-to-day operations.

We typically seek mission critical properties in strategic locations as they generally experience higher renewal probabilities. We also look for situations in which tenants have invested significantly in infrastructure and capital improvements.

Livingston’s target asset types include company headquarters, critical operation centers and R&D properties in the Office sector and light manufacturing, strategic distribution and R&D in the Industrial sector.

OUR CAPITAL

Livingston Street Capital, LLC has dedicated capital commitments that give us the ability to respond to situations quickly. We maintain full control of the due diligence process which allows us to deliver continuity and certainty of execution.

OUR OBJECTIVE

To acquire a national portfolio of Office and Industrial properties across the portfolio. We endeavor for our portfolio to generate stabilized returns with achievable growth potential. We are long-term holders of investments, but eventual disposition is also central to our strategy.

GUIDELINES FOR PROGRAMS

	OFFICE	INDUSTRIAL
Location:	National	National
Total Deal Size⁽¹⁾:	\$15-\$100 million	\$15-\$100 million
Total Portfolio Size:	\$50-\$150 million	\$50-\$150 million
Markets Considered		
Primary:	Yes	Yes
Secondary:	Yes	Yes
Tertiary:	Limited	Limited
Return Profile:	Core Core Plus	Core Core Plus
Lease Type:	NNN NN Gross leases considered on a case-by-case basis	NNN NN Gross leases considered on a case-by-case basis
Lease Escalations:	Annual percentage increases preferred; other contractual escalations considered; flat leases considered, but highly cap rate dependent	Annual percentage increases preferred; other contractual escalations considered; flat leases considered, but highly cap rate dependent
Preferred Tenancy:	Single Tenant	Single Tenant
Multi-Tenant Considered:	Yes, but needs to meet profile and a WALT of 12+	Yes, but needs to meet profile and a WALT of 12+
Minimum Remaining Lease Term:	12 years+	12 years+
Types of Tenant		
Rated:	Yes	Yes
Investment Grade:	Yes	Yes
Non-Investment Grade:	Yes	Yes
Non-Investment Grade Min:	BB/Ba2	BB/Ba2
Public (Not Rated):	Yes	Yes
Private:	Very Limited	Very Limited
Private Equity Backed Tenants:	Very Limited	Very Limited
Minimum Net Worth for Private Companies:	\$500 million	\$500 million
Minimum Market Capitalization for Public Companies:	\$5 billion	\$5 billion
Lease Structures Considered:	All	All
Tenant Reporting:	Financials Required Annually	Financials Required Annually
Loan Assumptions Considered:	Yes	Yes
Property Types:	All considered	All considered
Portfolios Considered:	Yes	Yes

⁽¹⁾ We can consider larger investments and encourage their submission.

We encourage the submission of opportunities if you believe it does or could meet our criteria. We endeavor to provide timely responses on our interest in the potential opportunity.

REPRESENTATIVE TRANSACTIONS

Asset Class: Office (HQ) | Location: Canton, MA



Asset Class: Industrial/Manufacturing | Location: Columbus, IN



REPRESENTATIVE TRANSACTIONS

Asset Class: Industrial/Warehouse | Location: New Albany, OH



Asset Class: Office | Location: Brookfield, WI



PARTNERING WITH US

We encourage partnerships.

We are very interested in programmatic relationships with advisors, owners and brokerage professionals. We encourage those working in an advisory capacity to submit opportunities on behalf of their clients.

CONTACT US

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