



“...success through superior industry insight, diligent work ethic, and precise execution of sound investment strategies...”

ABOUT US

Eastern Real Estate LLC is a privately held commercial real estate firm with expertise in capital investment, real estate development, and asset management. The Company was founded and is led by principals Daniel J. Doherty III and Brian J. Kelly. During their twenty year careers Doherty and Kelly have had direct involvement in over 25 million square feet of transactions, building Eastern a well earned reputation for industry leading insight and unwavering professional integrity.

Originally founded as Eastern Development, LLC in 2000, the company features a fully integrated team of real estate experts who specialize in acquisition, development, finance, leasing, property management and asset management. This in-house expertise, coupled with the vision and entrepreneurial leadership of Eastern’s principals, enables the company to capitalize on market opportunities with speed and focused insight. Eastern had developed over 10 million square feet of first class retail, office, and mixed use real estate having a market value in excess of \$1 billion.

In 2008 Eastern Capital LLC was formed to pursue investment opportunities arising from the dislocation in commercial real estate capital markets. Eastern Capital Fund I is fully committed with \$1 billion for investment in high-yield commercial real estate debt, preferred equity and high-quality assets. Eastern Capital Fund I is actively seeking opportunities with major financial institutions, investment companies and advisors that are looking to increase liquidity and reduce commercial real estate exposure. Fund I, recognized as a Qualified Transferee of debt instruments, has invested in excess of \$300 million as of the end of the third quarter of 2008 and is actively working on additional opportunities for the balance of its committed funds.





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OUR HISTORY

In 2000, Doherty and Kelly formed Eastern with focus on investment, development, and management of commercial real estate. To build Eastern, the principals sought out highly qualified professionals from each discipline of commercial real estate investment and created an entrepreneurial team with a great depth of experience and broad expertise. The team’s first-rate capabilities are an integral component of Eastern’s competitive advantage in a highly competitive marketplace and significantly contribute to the company’s growth and success.

Eastern has acquired and developed in excess of 10 million square feet of strategic office and retail projects which were successfully repositioned. From 2000-2006, Eastern aggressively sought to expand its portfolio with a roster of prominent national retail and regional commercial tenants in prime locations. Key strategic partnerships with major national retailers, cultivated through the relationships of Eastern’s principals with industry leaders, established Eastern as one of the most prominent retail landlords in New England. Eastern has overseen development of over twenty Stop & Shop anchored centers in New England. Similarly, the company’s strong relationship with Home Depot lead to the development of home improvement stores totaling over 1 million square feet, helping to solidify Home Depot’s position in the New England marketplace. Overall Eastern has engaged in hundreds of transactions with the industry’s top retailers in prime northeast locations, including Shaw’s Supermarket, Roche Bros., Lowe’s Home Improvement, Target, Kohl’s, TJ Maxx, H&M and CVS Pharmacy.

As the commercial real estate market became overheated and values soared in 2005/2006, Eastern’s principals recognized the opportunity to strategically divest and refinance the Eastern portfolio, yielding exceptional returns and positioning the Company for future growth. In 2008, the principals utilized this liquidity to form Eastern Capital LLC to pursue new investment opportunities, focusing initially on the significant dislocation of the U.S. commercial real estate capital markets. Eastern Capital’s first venture, Eastern Capital Fund I, is a \$1 billion investment vehicle that is actively purchasing commercial real estate debt, investing preferred equity and acquiring high-quality strategic assets.

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OUR HISTORY (CONTINUED)

In 1991, prior to the formation of Eastern, Dan Doherty and Brian Kelly co-founded Atlantic Retail Properties. Under Kelly and Doherty’s innovative leadership, Atlantic Retail Properties quickly grew into New England’s largest and most active broker of retail properties. Atlantic completed over 800 transactions totaling in excess of 25 million square feet and set the industry standard for market knowledge and creative deal making skills.

While heading Atlantic, the two principals made a bold real estate investment that became a widely publicized success story. Their purchase at auction of the 1.2 million square foot former Wang corporate headquarters located in Lowell, Massachusetts closed in 1994 for a stunning \$525,000. After a four-year transformation to a first-class multi-tenant office tower, the property was sold for over \$100 million in 1998.





“...invest in fundamentally sound strategic real estate...”

INVESTMENT STRATEGY

Eastern Real Estate has built its record of success through superior industry insight, diligent work ethic, and precise execution of well disciplined investment strategies. The principals of Eastern Real Estate have always relied on sound fundamental analysis when formulating and implementing their long-term investment strategies. Eastern’s seasoned team of real estate professionals take pride in maintaining each asset in a first-class manner and continue to acquire and invest in a diverse spectrum of strategic real estate.





*“...individuals with experience, expertise,
and entrepreneurial spirit...”*

LEADERSHIP

Daniel J. Doherty III - Principal

Daniel J. Doherty III is co-founder and a principal of Eastern Real Estate LLC, one of New England’s leading commercial real estate investment, development and asset management firms.

Mr. Doherty, together with his business partner Brian Kelly and their team of twenty five industry professionals, have built a hard-earned reputation for success through superior industry insight, diligent work ethic, and precise execution of sound investment strategy. Dan’s entrepreneurial approach, long-term industry relationships, and twenty years of extensive experience have allowed him to develop and implement creative solutions to a wide range of commercial real estate opportunities. Dan and his partner have developed more than 100 projects totaling over 10 million square feet with a value in excess of \$1 billion and have transacted in excess of 25 million square feet of commercial real estate.

After implementing a major divestiture and refinancing of their portfolio in 2006, Dan and Brian led the formation of Eastern Capital LLC in May of 2008 which has become an active investor in real estate and related mortgage and mezzanine debt. Eastern Capital Fund I is fully committed with \$1 billion of capital from Eastern’s principals and Highfields Capital Management, a prominent investment management firm based in Boston.

Mr. Doherty has been awarded the degree of Bachelor of Science – Honoris Causa from Tufts University and serves on the Tufts University Board of Trustees, Board of Overseers for Athletics and is Chairman of the Tufts University Development Corporation.

Mr. Doherty is a strong advocate for many youth causes and is an avid supporter and board member of numerous charitable and academic concerns. Among the charities he is most active in are Autism Speaks, YMCA, The Jimmy Fund/Dana Farber Cancer Institute and Big Brothers of Mass Bay. In addition, Dan has established the Doherty Family Scholarship to assist economically challenged students who demonstrate exceptional leadership potential.





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LEADERSHIP (CONTINUED)

Brian J. Kelly - Principal

Brian J. Kelly is co-founder and a principal of Eastern Real Estate LLC, one of New England's leading commercial real estate investment, development and asset management firms.

Brian, Dan and their team of twenty five industry professionals have built a hard-earned reputation for success through superior industry insight, diligent work ethic, and precise execution of sound investment strategy. Brian's entrepreneurial approach, long-term industry relationships, and twenty years of extensive experience have allowed him to develop and implement creative solutions to a wide range of commercial real estate opportunities. Brian and his partner have developed more than 100 projects totaling over 10 million square feet with a value in excess of \$1 billion and have transacted in excess of 25 million square feet of commercial real estate.

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Mr. Kelly is an advocate for autism and autism related causes. Mr. Kelly is on both the Board of Directors and Executive Board of Autism Speaks. Autism Speaks is the nation's leading nonprofit organization related to Autism. In addition, Mr. Kelly is the recipient of the UC Santa Barbara's Gevirtz School 2008 Thomas G. Haring Memorial Award and he is on the Board of Directors of the Montecito Education Foundation.





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LEADERSHIP (CONTINUED)

Raymond M. Murphy - Managing Director/General Counsel

Raymond M. Murphy is the Managing Director and General Counsel of Eastern Real Estate LLC. Since joining Eastern in May of 2000, Ray has been responsible for the management of all legal aspects of the company and the transactions it undertakes. Working closely with Eastern’s team of multi disciplinary professionals, Ray and the Eastern legal staff have overseen hundreds of real estate transactions, including acquisitions and dispositions, financing, developments, leases, joint ventures, foreclosures, and bankruptcy designations, and acquisition and depositions. Prior to joining Eastern, Ray was a partner in the Real Estate Department of the Boston Law Firm of Palmer & Dodge, now known as Edwards, Angel, Palmer & Dodge.

Ray is a graduate of Dartmouth College and the George Washington University National Law Center.





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LEADERSHIP (CONTINUED)

Michael M. Geraty - Director, Acquisitions

Michael Geraty is Director, Acquisitions for Eastern Real Estate LLC where he leads an acquisitions group responsible for sourcing and structuring new opportunities for Eastern Capital’s investments in commercial mortgages, subordinate debt, and preferred equity. Prior to joining Eastern Real Estate LLC in March of 2008, Michael served as Vice President of Franklin Pacific Finance where his responsibilities included sourcing, acquisition and subsequent asset management of a large portfolio of performing and sub-performing real estate secured loans. Mr. Geraty was promoted to a senior management role at Kennedy Wilson where he developed important real estate business opportunities and transacted in a broad range of real estate related products and directed the acquisition of over \$250MM of value add real estate and debt related investments. He also led the marketing efforts and successful sale of over \$200 million of real estate-related investment assets.

Prior to Kennedy Wilson, Mr. Geraty was at Bear Stearns, where his group originated, underwrote, and structured over \$1.7 billion in floating and fixed conduit loans, as well as procured equity and mezzanine financing for all types of real estate transactions.

Michael is a graduate of Boston College where he received a Bachelor’s degree in Business with a concentration in Finance.





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LEADERSHIP (CONTINUED)

Paul J. Waystack - Chief Financial Officer

Paul J. Waystack is the Chief Financial Officer for Eastern Real Estate LLC. Mr. Waystack has been with Eastern and its affiliates since 1997 and is responsible for all of Eastern’s financial operations including finance, cash management, accounting, tax compliance and internal and external financial reporting.

Prior to joining Eastern, Mr. Waystack worked as a CPA specializing in auditing, tax and accounting as well as advisory and information technology services for a diverse client base. Mr. Waystack received a Bachelor of Science Degree in Accounting from Merrimack College and is a Certified Public Accountant in the Commonwealth of Massachusetts.





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LEADERSHIP (CONTINUED)

Stuart T. Hunziker - Director of Asset Management

Mr. Hunziker is Director, Asset Management at Eastern Real Estate LLC and serves as Managing Partner for Eastern Asset Management LLC, and oversees all aspects of asset management across Eastern’s diverse portfolio of investments. Mr. Hunziker is active in the daily management of Eastern Capital, LLC working with his management team to monitor the value and performance of the acquired assets. Eastern continues to look towards Mr. Hunziker’s industry experience, strong work ethic and track record in portfolio risk management to achieve projected portfolio returns with controlled and well managed growth.

A graduate of Tufts University in 1981, B.A. Economics, Mr. Hunziker has worked with Dan Doherty and Brian Kelly since 1996 when he teamed up to establish and lead their wholly owned management companies, Atlantic Asset Management LLC, and its successor in 2000, Eastern Asset Management LLC. Mr. Hunziker left a 10 year banking career to join the team. Eastern’s management team established under Mr. Hunziker’s watch was instrumental in executing the defined strategies to add tangible value to Eastern’s real estate portfolio.





Actively purchasing commercial real estate debt, investing preferred equity, and acquiring high-quality strategic assets.

OUR BUSINESS FOCUS

Eastern Real Estate is a diversified real estate company that is inspired by the entrepreneurial spirit of its founders, and grounded in the experience, expertise and market knowledge of its team. Currently, Eastern's business focus falls into three broad categories: capital investment, real estate acquisition and asset management.

CAPITAL INVESTMENT

The mission of Eastern Capital LLC is to identify and act on market opportunities to make sound investments in real estate and real estate related debt and equity.

Eastern Capital Fund I, launched in May of 2008, is a fully committed \$1 billion investment venture capitalized by Eastern's principals and Highfields Capital Management, a prominent investment management firm based in Boston. Eastern Capital Fund I focuses on purchasing commercial real estate debt, investing in preferred equity and acquiring high-quality strategic assets. Fund I is actively seeking opportunities with major financial institutions, investment companies and advisors that are looking to increase liquidity and reduce commercial real estate exposure. Eastern Capital serves as sponsor and manages the acquisition of Fund I's investments. The Fund has closed on over \$300 million of investments and is actively seeking additional investment opportunities.

ACQUISITION AND DEVELOPMENT

Eastern Development LLC remains active in the acquisition and development of commercial projects, including retail and mixed use projects. Guided by its adherence to fundamentals, Eastern Development seeks value added real estate opportunities that will benefit from Eastern's leasing and development expertise. Whether it is repositioning an under utilized asset, or creating and implementing optimal design for a new project, Eastern's experienced team has the expertise and resources to maximize the full potential of each development opportunity.

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OUR BUSINESS FOCUS (CONTINUED)

ASSET MANAGEMENT

Eastern Asset Management manages all aspects of the company’s existing portfolio, actively manages Eastern Capital’s growing investment portfolio, and plays an advisory role in underwriting and investment decisions. The group consists of a fully integrated team of real estate professionals experienced in legal matters, accounting/finance, leasing, property management and entitlement, who take great pride in the quality of Eastern’s portfolio. Our thoughtful approach from initial acquisition, through ownership and disposition, is driven by a commitment to constantly maintain and enhance the assets within the portfolio to the highest of industry standards.





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INVESTMENT HIGHLIGHTS

Shutters on the Beach and Casa Del Mar, Santa Monica, CA - In May of 2008 Eastern Capital acquired discounted mezzanine loan positions on two beachfront luxury hotels located in Santa Monica, California. Shutters on the Beach is a 198 room hotel built in 1993 and renovated in 2005-2006. Casa Del Mar is a 129 room hotel built in 1999 and renovated in 2007-2008. Each is a unique asset located in an exclusive waterfront area in which there are significant barriers to competition. Together these assets are valued in excess of \$400 million.

Linden Square, Wellesley, MA - Formerly operated as a family owned lumberyard for over 100 years in the heart of Wellesley, Eastern acquired this site through a complicated reverse merger transaction and developed this site into a 275,000 square foot lifestyle shopping center anchored by Roche Bros., CVS, Citizens Bank, Beacon Hill Athletic Club, Starbucks, and others. The shopping center was sold to Federal Realty in Q3 2006.

350 Washington Street, Boston, MA - This former Woolworth building is located at the corner of Washington and Franklin Streets in Downtown Crossing, one of New England's busiest shopping districts. Eastern's unique insight led to a creative approach to this project, which had been stalled for more than ten years. Working closely with state, city and local interests, Eastern moved decisively to divest 600,000 square feet of air rights and an 850 car parking garage now known as 33 Arch Street. Eastern retained and redeveloped 150,000 square feet of prime retail space where Marshall's, H&M, T.J. Maxx and Boston Sports Club now enjoy the benefits of this premier location. As part of Eastern's strategic plan, 350 Washington Street was sold to an off-shore investor in 2006.

Ann & Hope - 5 stores - 1,100,000 square feet - MA & RI - As part of a five-location transaction, Eastern acquired over 1.1 million square feet of space formerly owned and occupied by Ann & Hope, a discount department store chain in Massachusetts and Rhode Island. Through the diligent efforts of the Eastern team, this complex acquisition, leasing and financing project was completed within an extremely tight timeframe. The dated Ann & Hope facilities have become vibrant new locations for Stop & Shop, Lowes, Home Depot and Kohl's along with other top national and regional retailers.

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INVESTMENT HIGHLIGHTS (CONTINUED)

Bradlees – Eastern and Stop & Shop formed a partnership which purchased control of the designation rights on the entire 117 unit Bradlees chain which filed for protection under Chapter 11 with the Bankruptcy Court, Southern District of New York. Utilizing its contacts and expertise, Eastern successfully disposed of the entire 9 million square foot, 117 location Bradlees chain, generating in excess of \$200 million worth of value in just nine (9) months from award of designation rights through final transfer approval and closing period.

Crosspoint - Former Wang Corporate Head Quarters, Lowell, MA - Brian Kelly and Dan Doherty, two of the principals of Eastern, are known throughout the real estate industry for their involvement in the well-publicized purchase of the 1.2 million square foot former Wang corporate headquarters located in Lowell, Massachusetts for a stunning \$525,000. After an innovative four-year transformation to a first-class multi-tenant office tower, the property was sold for over \$100 million.





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