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Private Equity Real Estate Vets Launch Longpoint Realty Partners

BOSTON, Dec. 2, 2015 – Longpoint Realty Partners, LP, a real estate private equity firm, today announced the launch of its operations. Led by former TA Associates Realty (TA) senior executives, Dwight Angelini, Nilesh Bubna, Reid Parker and Robert Provost, Longpoint’s investment approach is focused on maximizing risk-adjusted returns by employing a fundamental value strategy. The strategy emphasizes property level value creation and solving complex situations.

“Our deep roots in institutional real estate investment combined with a nimble, entrepreneurial approach, will enable us to flourish in varied conditions by capitalizing on opportunities in an ever-changing marketplace,” said Mr. Angelini, Longpoint’s Managing Partner. “We’re here to help investors in the public and private sectors navigate a domestic real estate market that’s experiencing demographic shifts, technological advances and macroeconomic pressures.

“In today’s market, investors are looking for managers who can execute at the asset level and develop creative solutions for value enhancement in a variety of market conditions. Our team has worked together for close to a decade and we have the combination of local industry relationships and direct operating history to make that happen.”

Longpoint’s experience and structure will enable the Firm to acquire a portfolio of highly selective investments in industrial, retail, office, and residential real estate. The Firm seeks to acquire underperforming assets at an attractive basis with strong, long-term growth potential. In order to achieve its objectives, Longpoint will leverage an extensive network of industry relationships to unlock U.S. investment opportunities in the Northeast, Mid-Atlantic, Southeast and Southwest regions.

While at TA, the Longpoint team acquired more than \$3 billion of real estate across property types and geographies and managed more than \$8 billion of real estate assets.

Mr. Angelini was a key member of the acquisitions and management group during his 10 years at TA, where he acquired more than \$1.4 billion of real estate.

Mr. Bubna is CFO of Longpoint and oversees the portfolio management group. He previously ran the value-add portfolio management group for all commingled funds at TA. Prior to that he spent 10 years at Arthur Andersen and Ernst & Young in public accounting and management consulting.

Mr. Parker oversees asset management and development for Longpoint and is responsible for acquisitions in Texas. Prior to co-founding Longpoint, he implemented more than \$6 billion of core, value-added, and development strategies across all four product types during his tenure at TA. He was the lead portfolio manager for five separate accounts totaling more than \$1.9 billion.

Mr. Provost oversees acquisitions and will have a special focus on the Mid-Atlantic and Northeast regions. Previously, he held senior positions in major real estate private equity firms with a special focus on sourcing, negotiating and executing more than \$2.7 billion of acquisitions in his 25-year career. He was a voting member of TA's acquisitions committee for more than seven years.

About Longpoint Realty Partners (www.longpoint.com)

Longpoint Realty Partners is a real estate private equity firm focused on maximizing risk-adjusted results. Headquartered in Boston, the firm seeks to acquire under-performing assets by implementing a fundamental value strategy including asset repositioning and solving complex situations. Longpoint creates commingled fund portfolios of high quality middle-market properties on the eastern seaboard and Southwest. The Firm's investment strategy and portfolio constructions are guided by its investment committee. The Founding Partners are aligned with investors in a studied, deliberate, institutional approach to investing and company management.

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