



Meriwether Partners

We understand what it takes to win in today's commercial real estate market:

- 1/ Know the market better than anyone.
- 2/ See past obstacles.
- 3/ Be relentless in pursuit of the right solution.
- 4/ Do it better than everyone else.



Who we are

Expertise is our biggest asset.

Meriwether Partners is a Seattle-based real estate company with two lines of business: Investment Management and Advisory Services. As Investment Managers, Meriwether forms partnerships to acquire and manage value-added real estate investments on behalf of its principals, institutions, high-net worth individuals, and family offices. Our Advisory Services business provides third-party clients with strategic site selection services, leasing services (tenant representation and corporate portfolio management), and capital markets execution (investment sales, loan placement and raising debt and equity capital).

Our tools are experience, creativity, integrity, and hard work. Collectively we have over 75 years of commercial real estate experience and have managed billions of dollars of transactions.

Real estate is a local business and we are committed to understanding the ins and outs of the real estate markets in which we participate. We supplement this local knowledge with extensive experience and exposure to the national and international capital markets.

Every project starts with the same initial step: gaining a solid understanding of our objectives. With this foundation, we develop creative strategies using real estate and capital markets expertise, proven relationship-based marketing, thorough underwriting and due diligence, and astute negotiating and closing skills.

Meriwether Partners was founded in 2002 by Rob MacAulay, David Rothrock Joel Aslanian, and Robert Briscoe. We chose our name in honor of Meriwether Lewis, of Lewis and Clark fame. While our methods and objectives are somewhat different, we, like Meriwether Lewis, are focused on navigating the Puget Sound region, overcoming challenges and delivering results for our partners and clients.



What we do

Strategy makes deals. Creativity closes them.

Investment Management Overview

As Investment Managers, Meriwether forms partnerships to acquire and manage value-added real estate investments on behalf of its principals, institutions, high-net worth individuals, and family offices. The firm's investment focus is value-added commercial real estate within the Pacific Northwest. We invest in properties that are well-located with sound physical and economic fundamentals, properties that have the ability to generate attractive levels of distributable cash, and properties to which we can add value by executing recapitalization or repositioning strategies. We provide hands-on asset management and monitor each investment throughout the entire investment cycle, communicating portfolio performance through timely and transparent reporting to investors.

Since 2002, Meriwether-led partnerships have acquired approximately 1,500,000 square feet of commercial real estate at a cost of ~ \$200 million. Recent downtown Seattle investments by Meriwether include the successful acquisition, repositioning and sale of both the 241,000 square foot Blanchard Plaza office tower and the 192,000 square foot Central Building, the 2007 acquisition of the 129,000 square foot Pacific Building, and the 2006 acquisition of the 220,000 square foot Southcenter Corporate Square.

Advisory Services Overview

Our Advisory Services business provides third-party clients with strategic site selection services, leasing services (tenant representation and corporate portfolio management), and capital markets execution (investment sales, loan placement and raising debt and equity capital).

Our experience spans the Pacific Northwest and includes office, R&D, and industrial product types. We have extensive experience in managing local, national, and international projects for a wide range of both public and private companies. At the forefront of our process is effective, seamless, professional, and timely service to our clients. Our team has developed a proprietary model to ensure that our clients' goals and objectives are met and a single point of contact is maintained.



Meriwether Partners

There's nothing wrong with being aggressive.



ROB MACAULAY

Co-founder and Principal

Rob's responsibilities include deal sourcing, asset management, raising equity capital, and coordinating the firm's legal matters. He has spent his entire 25+ year professional career in Seattle commercial real estate. Most recently he spent five years as a principal at Martin Smith Inc. Prior to that he was a real estate transactional lawyer for 15 years (including 12 years as a founding partner at Alston, Courtage, MacAulay and Proctor). He earned a BA in business from the University of Washington and a JD from the University of Washington School of Law.



DAVID ROTHROCK

Co-founder and Principal

David heads up our Advisory Services business and also focuses on sourcing deals and raising equity capital. In 1993, David began his real estate career in the Puget Sound region with Colliers International where he was a senior vice president providing tenant and landlord representation and corporate services to local and national clients. Prior to that, David worked with the Economic Development Council of Spokane as a business recruiter. He holds a BA from Seattle University and earned his CCIM designation in 1999.



JOEL ASLANIAN

Co-founder and Principal

Joel is responsible for deal sourcing, underwriting, capital and partnership structuring, sourcing debt, asset management and investor relations. He has been active in West Coast real estate since 1992. Most recently he spent three years as a principal and CFO of Martin Smith Inc. Prior to that, he spent four years in LaSalle Partners' Chicago office in their Capital Markets group, and then led the firm's West Coast Debt Capital Markets team in their San Francisco office. He holds a BS in mathematics from Notre Dame and a MBA from Stanford University.



ROBERT BRISCOE

Co-founder and Principal

Robert is responsible for sourcing deals, asset management, coordinating dispositions, operations, and investor relations. Robert has been in commercial real estate since his career began in 1986. In 1999, he moved from San Francisco to Seattle as the president of Martin Smith Inc. Before that he spent five years at LaSalle Partners as a partner in charge of the firm's West Coast Investment Banking group, two years as a Senior Consultant at Kenneth Leventhal & Company, and five years in banking. He earned a BS in finance from Oregon State University and a MBA from the University of Southern California.