

\$ Value	Services Provided	Property Type	Parties
100,000,000	Leasing, Finance, Sale	Maryland shopping center	Key Bank, Inland
100,000,000	Acquisition, Finance, Development Supervision—Sales and Marketing Supervision— \$77,000,000 non-recourse construction loan	Florida condominium development	Hypo International
40,000,000	Third-party Finance/Consulting	Maryland apartments/retail	HUD/Red Mortgage Capital/Wood Partners
35,000,000	Acquisition, Equity, Refinance	Maryland apartments	M & T Realty Capital
24,000,000	Acquisition, Finance	Maryland shopping center	Stulman, Lehman Brothers
24,000,000	Acquisition, Finance, Refinance	Maryland shopping center	Aetna, Hypo International
24,000,000	Acquisition, Finance, Disposition	Florida shopping center	Aetna, Amresco, RAM Realty
20,000,000	Acquisition, Refinance, Development	Florida mixed use center, including 17 high-end condos	BB & T, John Hancock
20,000,000	Acquisition, Finance	Maryland industrial	Zamonski, PNC
20,000,000	Acquisition, Equity, Refinance	Maryland apartments	M & T Realty Capital
18,000,000	Acquisition, Redevelopment, Leasing, Redevelopment	Florida shopping center	Raymond James, Prudential, Northwestern Mutual
18,000,000	Leasing, Development, Refinance	Maryland shopping center	M & T, John Hancock
17,000,000	Acquisition, Finance, Development Supervision, Sales Supervision	Florida condominium development	BB & T
17,000,000	Acquisition, Equity, Refinance	Maryland apartments	M & T Realty Capital
16,000,000	Acquisition, Finance, Refinance	Florida shopping center	Robert U. Goldman Enterprises, GE Capital, M & T
15,000,000	Acquisition, Finance, Refinance	Maryland shopping center	Greenbaum and Rose/Kodiak, Lehman Brothers
15,000,000	Finance	Maryland industrial	Wachovia
14,000,000	Acquisition, Finance	Maryland shopping center	DeChario, Bear Sterns
13,500,000	Refinance	Maryland apartments	John Hancock
11,000,000	Note Acquisition, Finance	Florida shopping center	40/86, Legacy Bank
10,000,000	Leasing, Refinance	Maryland shopping center	Lehman Brothers
10,000,000	Refinance	Maryland apartments	Sovereign Bank
10,000,000	Acquisition, Equity, Refinance	Maryland apartments	M & T Realty Capital
9,000,000	Development, Finance, Disposition	Maryland shopping center, ground-up development	GE Pension Trust, M & T
8,500,000	Acquisition, Refinance	Maryland shopping center	Benchmark Realty, Midland Commercial Funding
8,000,000	Leasing, Refinance	Maryland shopping center	Morgan Stanley
8,000,000	Leasing, Refinance	Maryland shopping center	Lutherans
8,000,000	Refinance	Maryland apartments	John Hancock
7,500,000	Finance, Refinance	Maryland industrial	Mercantile, Bear Stearns
7,000,000	Refinance	Maryland apartments	M & T Realty Capital
5,000,000	Acquisition, Finance	Virginia shopping center	Safeway, Susquehanna Bank
5,000,000	Acquisition, Finance, Refinance	Maryland shopping center	M & T, Principal Commercial Funding
5,000,000	Acquisition, Finance	Maryland shopping center	Bear Sterns
5,000,000	Acquisition, Development, Finance, Refinance	Maryland shopping center	Constellation, Bear Stearns, Rosedale
5,000,000	Leasing, Development	Maryland flex	M & T Bank

David M. Strouse TRANSACTION SUMMARY

\$ Value	Services Provided	Property Type	Parties
5,000,000	Leasing, Development	Maryland flex	M & T Bank
5,000,000	Acquisition, Finance	Maryland flex	3M, Provident Bank
5,000,000	Finance	Maryland office	LaSalle Bank
5,000,000	Finance	Maryland office	LaSalle Bank
5,000,000	Acquisition, Development, and Disposition of 64 lots	Maryland land	Constellation and Ryland Homes
4,500,000	Finance	Maryland office	Key Bank
4,000,000	Finance, Refinance	Maryland shopping center	Salomon Brothers, M & T, Key Bank
4,000,000	Development, Finance, Disposition	Maryland flex	Bank of America
4,000,000	Development, Finance, Disposition	Maryland flex	Bank of America
4,000,000	Disposition	Maryland office	RAF Realty
3,500,000	Acquisition, Finance, Disposition	Maryland shopping center	Safeway, M & T
3,500,000	Acquisition, Finance, Redevelopment, Disposition	Maryland shopping center	Dormitt and Carter, Rosedale Federal
3,500,000	Acquisition, Finance, Disposition	Florida shopping center	Collier Enterprises, Bear Stearns
3,500,000	Refinance	Maryland flex	John Hancock
3,000,000	Acquisition, Finance, Disposition	Maryland shopping center	Hovland, Summit
3,000,000	Acquisition, Finance, Redevelopment, Refinance	Maryland shopping center	Susquehanna Bank
3,000,000	Development, Disposition	Maryland pad site development	M & T, GE Pension Fund
3,000,000	Development, Finance, Disposition	Maryland flex	Bank of America
3,000,000	Acquisitions, Finance, Disposition	Florida land	Mercantile Bank
2,500,000	Acquisition, Finance, Disposition	Florida ground-up development	Bonita Bay, SunTrust
2,500,000	Acquisition, Finance, Redevelopment, Disposition	Maryland shopping center	Stoneburner, Gulf Coast, Summit
2,500,000	Development, Finance, Disposition	Maryland flex	Bank of America
2,000,000	Acquisition, Finance, Redevelopment, Disposition	Maryland shopping center	McTague, Gulf Coast Bank
2,000,000	Finance	Maryland industrial	Principal Commercial Funding
1,500,000	Leasing	Maryland shopping center	N/A
1,500,000	Disposition	Maryland land	Regional Homes
1,200,000	Acquisition, Equity, Refinance	Maryland apartments	Susquehanna Bank
1,000,000	Acquisition, Development	Florida pad site	Raymond James
1,000,000	Acquisition, Finance	Maryland shopping center	Summit
1,000,000	Acquisition, Finance, Disposition	Florida shopping center	McTague, Summit
1,000,000	Finance	Maryland land	Susquehanna Bank

Summary

\$766,700,000 in transactions
3,700,000 SF of commercial space
2691 residential units