



Our goal is simple:
To deliver strategic advice that leads
to record-breaking sales

Partner with One of the Country's Fastest- Growing Brokerages

Based in 210 offices coast to coast, we combine exceptional agents, best-in-class technology and the industry's top marketing and advertising agency with a full suite of new development offerings.

Since launching in 2013, Compass has built one of the largest owned luxury brokerages in the United States.



6,400

DOMESTIC
AGENTS

\$34+B

2017
SALES VOLUME

210

DOMESTIC
OFFICES

15K

INTERNATIONAL
AFFILIATE AGENTS



Current Compass Cities

○ Compass Cities
● World's Top 20 UHNW

- | | | | |
|------------------|-----------------|-----------------------------|----------------|
| • New York City | • Los Angeles | • Hamptons | • Seattle |
| • Boston | • San Francisco | • Aspen | • Westchester |
| • Washington, DC | • San Diego | • Santa Barbara / Montecito | • Philadelphia |
| • Chicago | • Dallas | • Miami | |
| • Atlanta | • Cambridge | • Maryland | |
| • Austin | • Virginia | • Naples | |



2018 New Compass Cities

- Nashville
- Houston
- Phoenix

 Compass Cities




2019+ Compass Cities

- Baltimore
- Charlotte
- Vancouver
- Hong Kong
- Shanghai
- Toronto
- Sydney
- Stockholm
- London

○ Compass Cities

● World top 20 UHNW Cities

An Innovative Concept Backed by the Most Established Investors

A powerful combination of venture capitalists, real estate developers, and strategic investors has helped build our robust foundation, including the financial infrastructure necessary for our company's ever-expanding new development team.

\$1.2B

In investment funding



FOUNDERS FUND

WELLINGTON
MANAGEMENT®

NAFTALI GROUP

 SoftBank

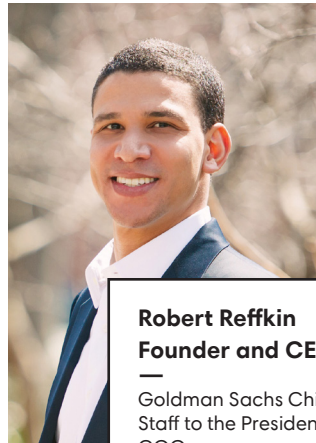


Rudin



A Wealth of Knowledge from a Diversity of Experience

Compass has recruited leading talents across technology, finance, and marketing to create intelligent solutions to real estate's most complex questions.



Robert Reffkin
Founder and CEO

Goldman Sachs Chief of Staff to the President & COO

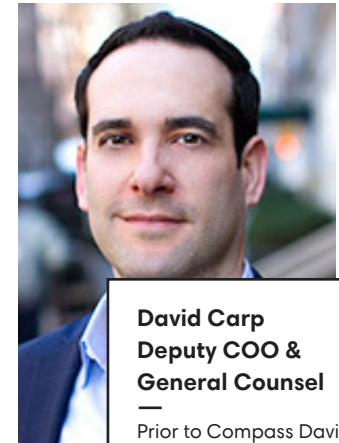
White House Fellow
Special assistant to the Secretary of the Treasury
Lazard and McKinsey & Company

MBA from Columbia Business School



Maëlle Gavet
COO

COO at The Priceline Group, CEO of Russia's largest e-commerce site, and principal at The Boston Consulting Group



David Carp
Deputy COO & General Counsel

Prior to Compass David was the General Counsel, and ultimately the Co-CEO, of the U.S. parent company of the Würth Group.

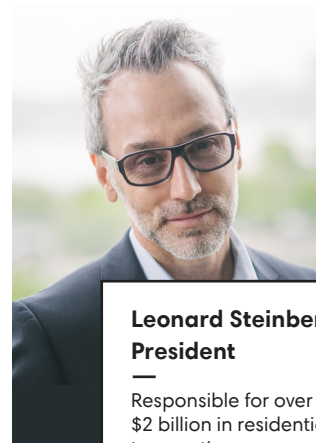
He also served as the Chief Operating Officer of Würth's U.S. real estate corporation.



Matt Spangler
Chief Creative Officer

Executive Vice President, Content & Marketing at Tribeca Enterprises

Member of founding team of two leading creative and marketing agencies Business School



Leonard Steinberg
President

Responsible for over \$2 billion in residential transactions

Exclusive sales and marketing on some of New York's most iconic developments, including 150 Charles Street, 200 Eleventh Avenue, and 54 Bond Street



Eytan Seidman
Head of Product

Product Manager at Microsoft where he helped build their first-ever CRM, which was initially designed for real estate agents.

Co-founded a venture capital-backed startup called Oyster.com before the company was sold to TripAdvisor in 2013.

A Coalition of Talent with a Single Vision

Members of our new development team draw on varied backgrounds including real estate development, technology, architecture, and luxury marketing and sales.

We work side by side with developers from project conception to building sellout, ensuring that a cohesive approach delivers a consistent voice throughout the design and marketing process.



Justin D'Adamo

Head of New Development

Previously the Managing Director at Corcoran Sunshine Marketing Group, where he managed a \$6.8B+ portfolio

A Coalition of Talent with a Single Vision

Members of our new development team draw on varied backgrounds including real estate development, technology, architecture, and luxury marketing and sales.

We work side by side with developers from project conception to building sellout, ensuring that a cohesive approach delivers a consistent voice throughout the design and marketing process.

Managing Directors



Billy Goldstein
Managing Director



Morgan Ball
Managing Director



Bree Long
Managing Director



Heather Gustafson
Managing Director



Beth Butler
Managing Director

Research



Andrew Tatis
Research Associate



Shermie Qian
Sr. Research Analyst



Morgan Siewert
Research Analyst

Planning & Design



Caroline Statile
Director of Planning &
Design



Joel Dixon
Design Associate

Project Management



Alex Monaghan
Project Manager



Debrah Kemp
Project Manager



Vanessa Noriega
Project Manager



Drew Backoff
Project Manager

Marketing & Operations



Melissa Archer-Wirtz
Sr. Director Operations



Toby Leventhal
Sr. Project Coordinator



Georgeana Leontiou
Sr. Marketing Associate



Morgan Horner
Marketing Associate



Patrick Luu
Marketing Associate



Compass Development

Strategic advice tailored for the
local market

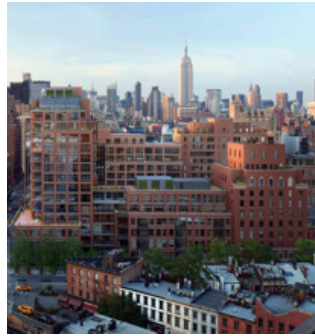
A Proven Track Record of Success

Our new development team has a collective 100+ years of experience spanning research and analytics, pre-development planning, branding and marketing, and pre-development sales and operations.

Members of the Compass Development team have collectively managed the planning, marketing, sales and development of

OVER \$20B

In new development sales



The Greenwich Lane



River & Warren



The Aphorpe



20 East End Avenue



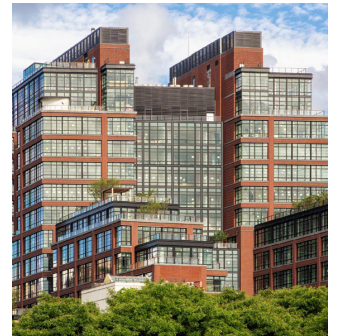
Huys - 404 Park Avenue South



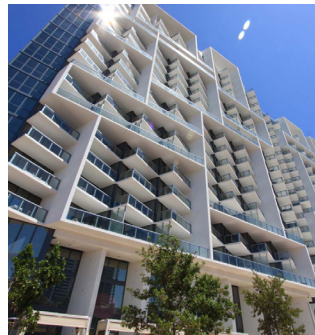
101 West 87th Street



American Copper - 626 First Avenue



150 Charles



W South Beach



Oceanwide Plaza



One Mission Bay



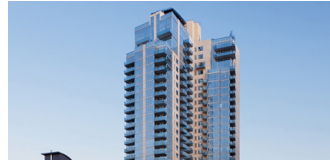
235 W Van Buren

A Proven Track Record of Success



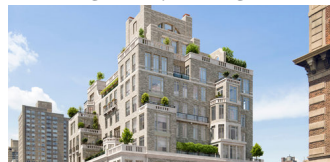
THE GREENWICH LANE

West Village, New York
\$1,630,000,000 Sellout Value
Justin D'Adamo, Head of ND



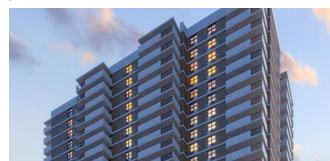
THE EDGE

Williamsburg, New York
\$520,000,000 Sellout Value
Alex Monaghan, Project Manager, NY



20 EAST END AVENUE

Upper East Side, New York
\$380,000,000 Sellout Value
Justin D'Adamo, Head of ND



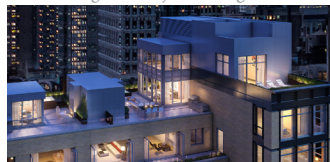
175 WEST 95TH STREET

Upper West Side, New York
\$319,000,000 Sellout Value
Billy Goldstein, Managing Director, CA



THE HENDRIK

Boerum Hill, New York
\$140,000,000 Sellout Value
Alex Monaghan, Project Manager, NY



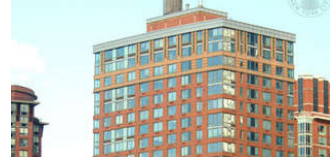
21W20

Flatiron, New York
\$80,000,000 Sellout Value
Alex Monaghan, Project Manager, NY



ONE BEVERLY HILLS

Beverly Hills, California
\$1,600,000,000 Sellout Value
Morgan Ball, Managing Director, CA



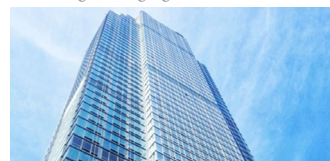
RIVER & WARREN

Tribeca, New York
\$500,000,000 Sellout Value
Justin D'Adamo, Head of ND



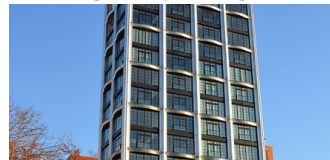
ONE MISSION BAY

San Francisco, CA
\$468,000,000 Sellout Value
Bree Long, Managing Director, CA



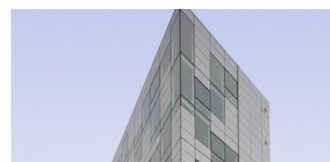
388 BRIDGE

Brooklyn Heights, New York
\$200,000,000 Sellout Value
Alex Monaghan, Project Manager, NY



200 ELEVENTH AVENUE

Chelsea, New York
\$98,000,000 Sellout Value
Leonard Steinberg, President



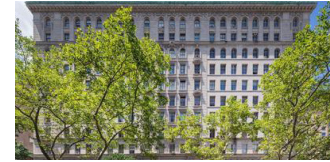
245 TENTH AVENUE

Chelsea, New York
\$62,000,000 Sellout Value
Leonard Steinberg, President



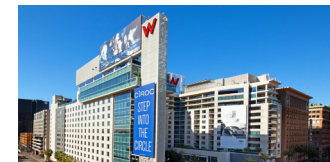
OCEANWIDE PLAZA

Los Angeles, California
\$1,300,000,000 Sellout Value
Morgan Ball, Managing Director, CA



THE APTHORP

Upper West Side, New York
\$500,000,000 Sellout Value
Justin D'Adamo, Head of ND



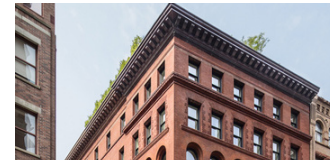
W HOLLYWOOD

Los Angeles, California
\$350,000,000 Sellout Value
Bree Long, Managing Director, CA



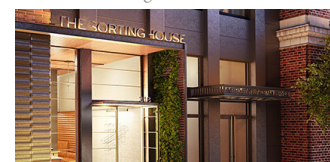
404 PARK AVENUE SOUTH

NoMad, New York
\$200,000,000 Sellout Value
Justin D'Adamo, Head of ND



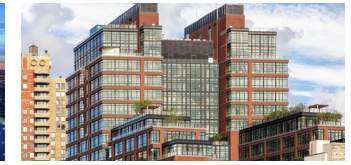
SEVEN HARRISON

Tribeca, New York
\$98,000,000 Sellout Value
Leonard Steinberg, President



THE SORTING HOUSE

Midtown, New York
\$60,000,000 Sellout Value
Alex Monaghan, Project Manager, NY



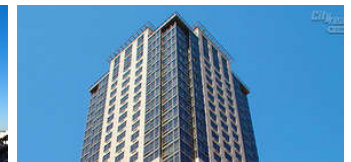
150 CHARLES

West Village, New York
\$840,000,000 Sellout Value
Leonard Steinberg, President



THE RIVERHOUSE

Tribeca, New York
\$500,000,000 Sellout Value
Justin D'Adamo, Head of ND



389 EAST 89TH STREET

Upper East Side, New York
\$260,000,000 Sellout Value
Justin D'Adamo, Head of New Development



80 JOHN STREET

Financial District, New York
\$180,000,000 Sellout Value
Justin D'Adamo, Head of ND



560 WEST 24TH STREET

Chelsea, New York
\$91,000,000 Sellout Value
Leonard Steinberg, President



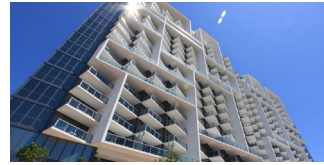
22-26 DOWNING

West Village, New York
\$56,000,000 Sellout Value
Leonard Steinberg, President

A Proven Track Record of Success



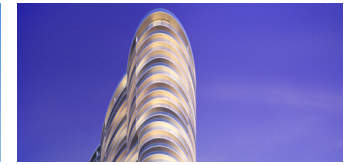
THE OCEAN RESORT & RESIDENCES Ft Lauderdale, Florida
\$185,000,000 Sellout Value
Vanessa Noriega, Project Manager, FL



W SOUTH BEACH
Miami Beach, Florida
\$300,000,000 Sellout Value
Beth Butler, Managing Director, FL



ASTON MARTIN RESIDENCES Downtown Miami
\$750,000,000 Sellout Value
Vanessa Noriega, Project Manager, FL



ARIA ON THE BAY
Edgewater, Florida
\$465,000,000 Sellout Value
Vanessa Noriega, Project Manager, FL



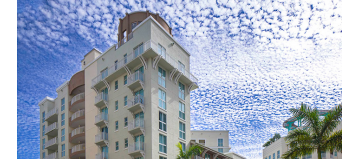
BELLINI WILLIAMS ISLAND
Aventura, Williams Island
\$200,000,000 Sellout Value
Beth Butler, Managing Director, FL



TOSCANO
South Miami, Florida
\$150,000,000 Sellout Value
Beth Butler, Managing Director, FL



MET MIAMI
Downtown Miami, Florida
\$140,000,000 Sellout Value
Beth Butler, Managing Director, FL



DOWNTOWN DADELAND
South Miami, Florida
\$120,000,000 Sellout Value
Beth Butler, Managing Director, FL



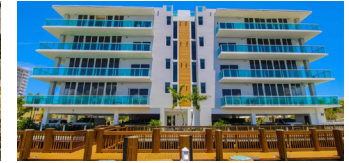
100 ANDALUSIA
Coral Gables, Florida
\$50,000,000 Sellout Value
Beth Butler, Managing Director, FL



TOWN CENTER ONE
Dadeland, Florida
\$50,000,000 Sellout Value
Beth Butler, Managing Director, FL



6440 NORTH BAY ROAD
Miami Beach, Florida
\$25,000,000 Sellout Value
Drew Backoff, Project Manager, FL



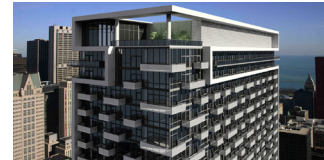
SKY HARBOR
Hollywood, Florida
\$120,000,000 Sellout Value
Drew Backoff, Project Manager, FL



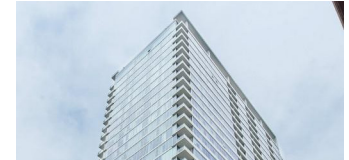
BASECAMP
River North, Chicago
\$40,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



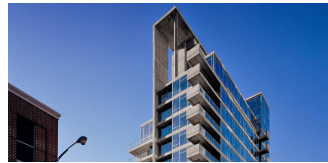
BACKYARD ANDERSONVILLE Chicago
\$14,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



235 W VAN BUREN
The Loop, Chicago
\$275,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



1720 S MICHIGAN
South Loop, Chicago
\$170,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



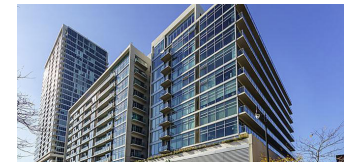
THE CONTEMPORAINE
River North, Chicago
\$25,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



THE COAST
Gold Coast, Chicago
\$20,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



630 N FRANKLIN
River North, Chicago
\$55,000,000 Sellout Value
Heather Gustafson, Managing Director, IL



1620 S MICHIGAN
South Loop, Chicago
\$52,000,000 Sellout Value
Heather Gustafson, Managing Director, IL

Current Projects

In just two years, Compass has established a pipeline of exclusive sales mandates for projects by the world's most legendary architects throughout New York City, California, Chicago and Florida.

\$4B+

Total sellout value
of new development
sales pipeline



100 East 53rd Street

ARCHITECT: FOSTER + PARTNERS



152 Elizabeth

ARCHITECT: TADAO ANDO



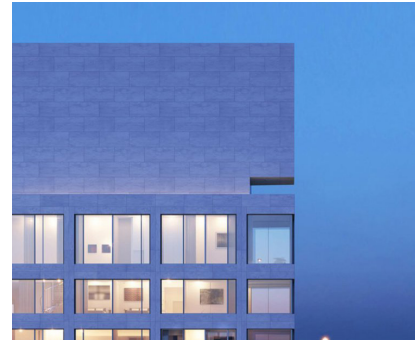
Soori Highline

ARCHITECT: SCDA



1 Beekman Street

ARCHITECT: ROGERS STIRK HARBOUR



611 West 56th Street

ARCHITECT: ÁLVARO SIZA



347 Bowery

ARCHITECT: ANNABELLE SELLDORF



The Harrison, San Francisco

ARCHITECT: KEN FULK INC.



Opus

ARCHITECT: BERMELLO AJAMIL & PARTNERS



The Waters

ARCHITECT: BERMELLO AJAMIL & PARTNERS

OUR CLIENTS:

THE CONGRESS GROUP

RFR

VANKE

SUMAIDA + KHURANA

MAXIMUS REAL ESTATE

ROCKPOINT GROUP

CARMEL PARTNERS

TESSLER DEVELOPMENTS

PROPERTY MARKETS GROUP

URBAN MUSE

WILLIAM GOTTLIEB

TERRA

BLUE JAY CAPITAL

CLARION PARTNERS

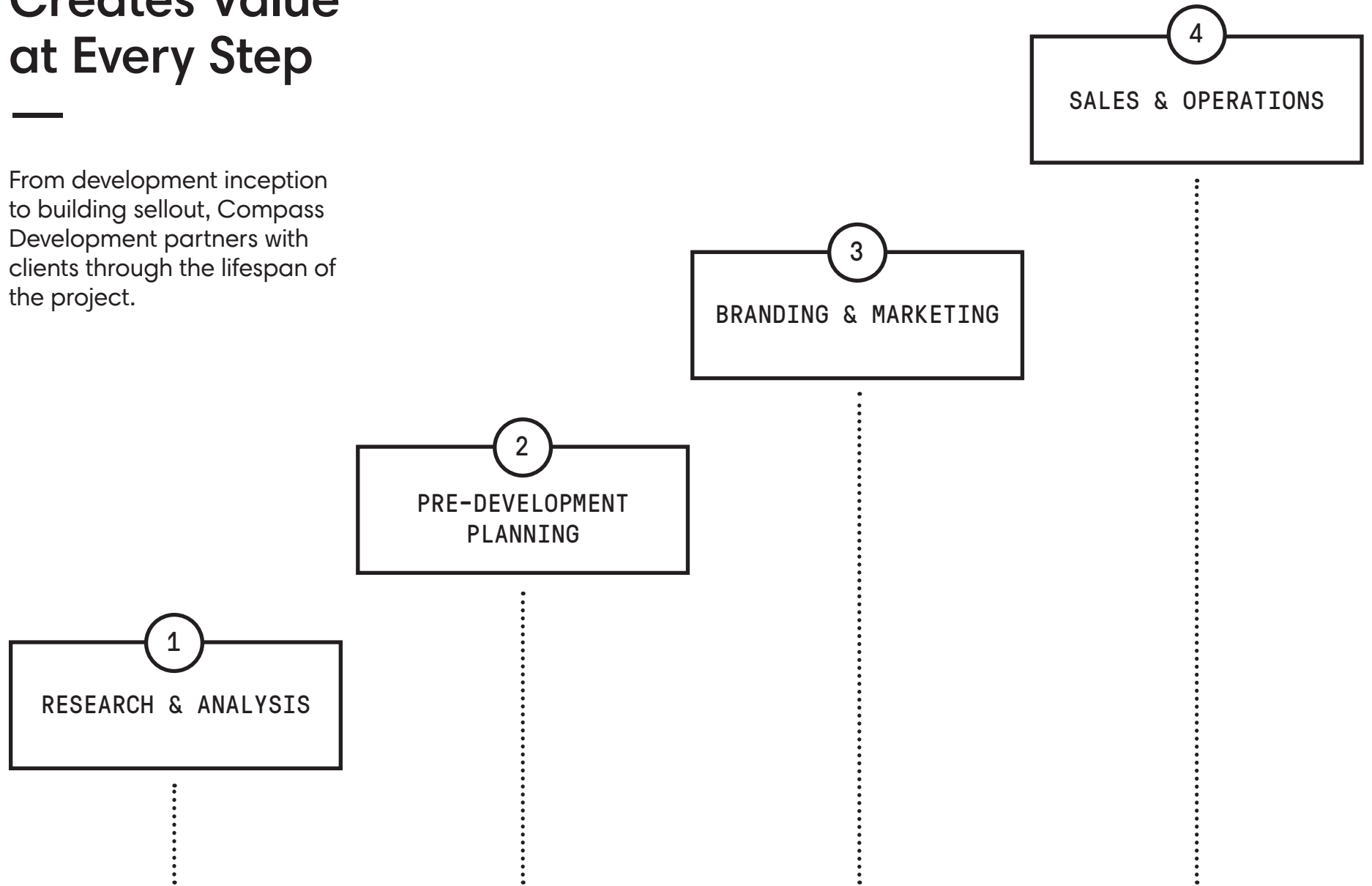
MEADOW PARTNERS

NAHLA CAPITAL

A Process that Creates Value at Every Step

From development inception to building sellout, Compass Development partners with clients through the lifespan of the project.

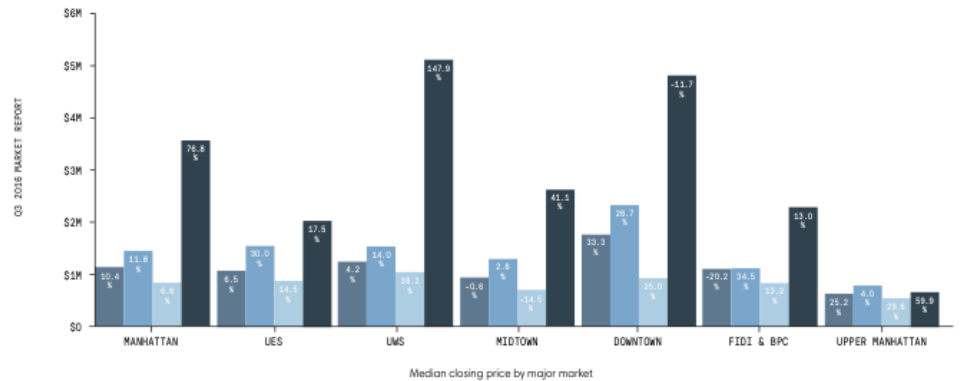
VALUE CREATION



ENGAGEMENT SALES LAUNCH SELLOUT

Closings & Pricing

The median closing price for a new development condominium in Manhattan was \$3.45M in the third quarter, a 77% increase compared to the third quarter last year. The Upper West Side had a median new development closing price above \$5M for the second quarter in a row, once again affected by a low number of closings concentrated in pre-war conversions that tend to skew large in terms of size and bedroom count. The Downtown resale market was strong in the third quarter, with the median price of condo resales increasing 27% and the median price of co-op resales increasing 25% year-over-year.

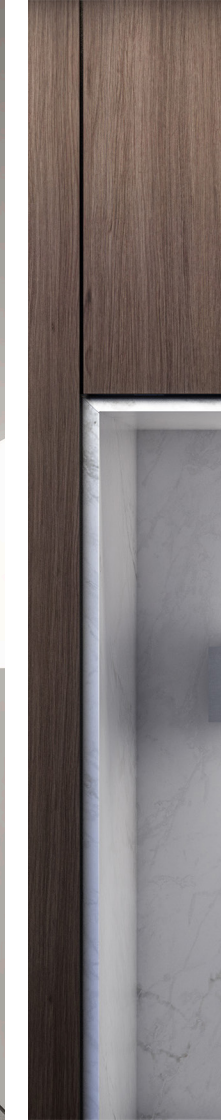
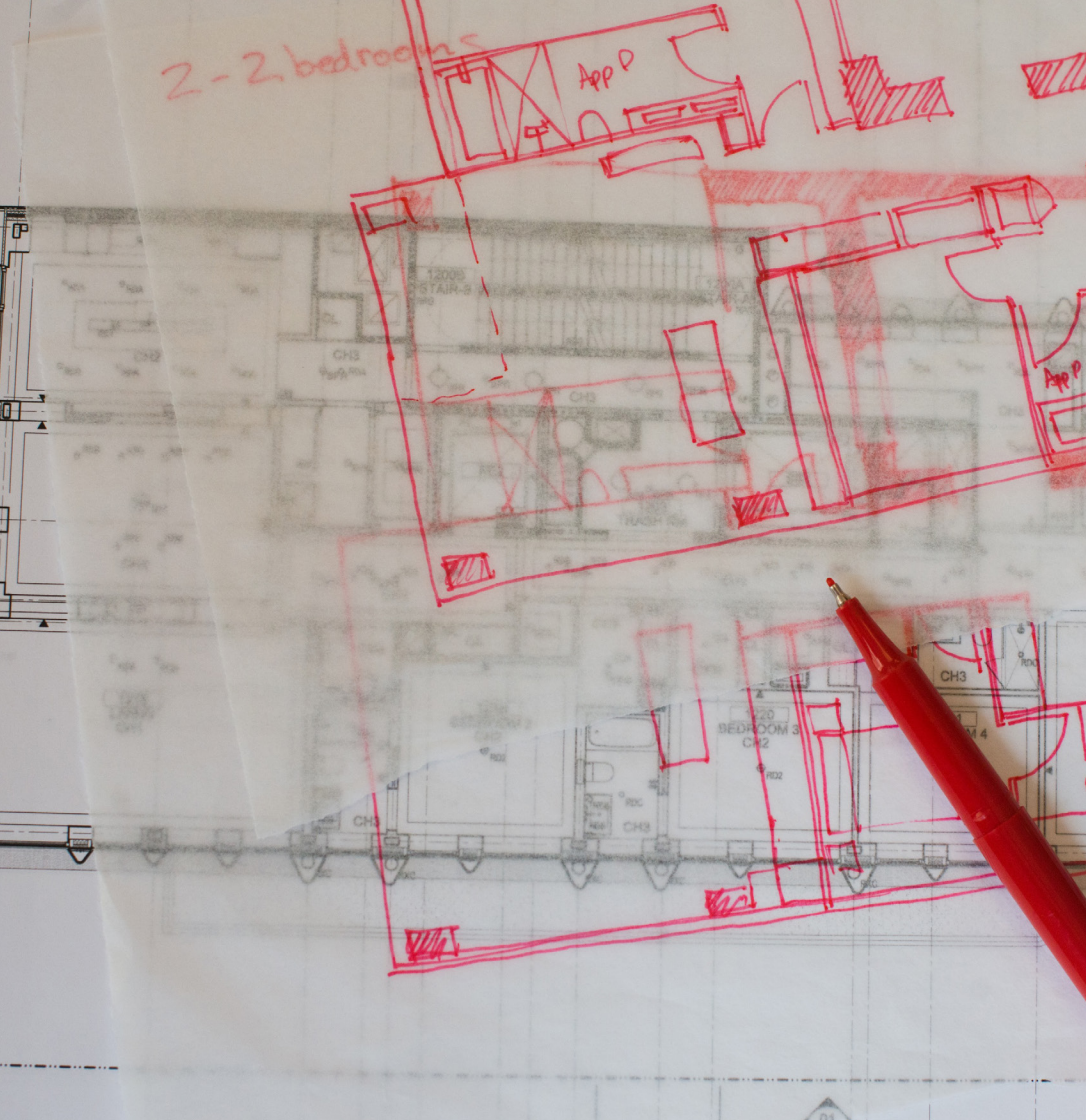


Research & Analysis

Compass Development provides the most in-depth and robust research and data analytics in the industry. Our team of more than 40 world-class engineers, led by Google and Twitter alumni, have created proprietary software that allows our research team to better mine and analyze data than any other firm.

KEY ADVISORY SERVICES

- Focused comparables
- In-depth market studies
- Pipeline intelligence
- Target unit mix
- Pricing strategy and modeling
- Carrying-cost analysis



Planning & Design

From decades of combined experience selling to the luxury buyer, we know how they live and what they demand. Our industry expertise ensures that we are able to provide our clients with performance-oriented feedback and advice on all aspects of project planning, feasibility, programming, design, and construction.

KEY ADVISORY SERVICES & DELIVERABLES

- Design Team Recommendations, Leveling, & Procurement
- Unit Mix & View Analysis
- Unit Blocking & Combination Strategy
- Layout Design
- Interior Design Direction
- Residential Interior Guidelines
- Amenity & Service Programming
- Plan & Drawing Review
- Architectural & Interior Design Review
- Value Engineering
- Rendering Creative Direction
- Sales Gallery Strategy
- Model Unit Concept & Coordination
- Staging Direction
- Art Advisory Services
- Fact Sheet Creation



Architecture & Design Collaborations

Jean Nouvel
 Foster + Partners
 Tadao Ando
 Rogers Stirk Harbour + Partners
 Robert A.M. Stern
 Richard Meier
 David Adjaye
 Annabelle Selldorf
 Morris Adjmi
 Debra Berke
 Pelli Clarke Pelli
 Thierry Despont
 Piet Boon
 S. Russell Groves
 Soo Chan
 Steven Harris
 ShoP Architects
 Think
 HWKN
 FXFowle
 Gensler
 Helmut Jahn
 Stephen Sills
 CetraRuddy
 Rios Clementi Hale
 ODA
 Steven Harris
 Snohetta
 Woods Bagot
 Gabellini Sheppard
 Thomas O'Brien
 Ken Fulk
 COOKFOX
 Paris Forino
 Smith Firestone Associates
 SOM
 Workshop APD

Branding & Marketing

We know what resonates with buyers. It takes a hands-on marketing team to craft a comprehensive plan that informs all creative ideation from brand identity to website design to digital campaigns. We work with developers to create a marketing timeline and budget to ensure all vendors deliver on time with meaningful, consistent brand messaging that resonates with the target market.

KEY ADVISORY SERVICES AND DELIVERABLES

- Positioning and brand identity
- Teaser and full website design
- Rendering, shot list, and photography direction
- Marketing, events, and PR strategy and story ideation
- Marketing floor plans
- Fact sheets
- Social media, film, and digital presence management
- Media and advertising creative and vendor management
- Industry partnerships
- Printed marketing collateral
- Neighborhood and building map





Sales & Operations

Our design development, marketing, and sales divisions all converge to advise on the tools and environment necessary to capture the imagination of the buyer.

We collaborate with the designer and architect to ensure that the sales gallery presentation properly displays the key selling attributes of the project while strategically laying out the critical path in order to sell the buyer at every step.

KEY ADVISORY SERVICES AND DELIVERABLES

- Launch and momentum strategy
- Inventory control and release strategy
- Sales gallery identification
- Initial and ongoing sales gallery management and staff training
- Pricing and inventory management
- Sales gallery presentation tools
- Consistent feedback reporting and accountability
- Local and international buyer and broker outreach
- Compass internal network outreach

Thank you.

COMPASS DEVELOPMENT
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DALLAS TX 75225

—
P: 214.814.8100
—

COMPASS.COM/DEVELOPMENT

