

FOR IMMEDIATE RELEASE

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TRANSWESTERN AND BALKE BROWN ASSOCIATES FORM ST. LOUIS AFFILIATION

(DECEMBER 1, 2011 – HOUSTON) Transwestern announced today that it has formed an affiliation with Balke Brown Associates, one of the largest commercial real estate firms in St. Louis. Balke Brown Transwestern, will provide best-in-class full-service commercial real estate services to clients in the St. Louis area while advancing Transwestern's domestic strategy to provide coast-to-coast service and investment offerings to its clients and investors alike.

"We continue to expand our Midwest regional capabilities and market coverage through a combination of recruiting the foremost professionals and expanding our national footprint," says Robert Bagguley, president of Transwestern's Midwest Region. "Balke Brown's reputation and entrepreneurial approach to real estate is a great fit for Transwestern. This affiliation will provide us with the ability to leverage Balke Brown's local market expertise for the benefit of our clients' needs. This is an exciting addition for Transwestern."

Founded in 1979, Balke Brown is one of the largest commercial real estate firms in metro St. Louis, with a portfolio of 56 projects totaling more than 6.4 million square feet of space. The firm employs 40 people, including 10 brokers, who provide brokerage, investment, property management and development services in the office, industrial, medical and multi-family sectors.

"This affiliation provides us the ability to counsel clients on a national basis and will enable Balke Brown Transwestern to grow our portfolio in St. Louis. Our firm and team members are already reaping the benefits of Transwestern's national platform," adds Mike Donovan, principal at Balke Brown Transwestern.

One of the largest privately-held commercial real estate firms in the country, Transwestern oversees the leasing and management of over 30 million square feet of space throughout the Midwest and over 255 million square feet nationally. In 2010, the firm's Midwest region completed 273 tenant advisory leases totaling \$362 million and was involved in \$185 million in sales and financing. The firm has been repeatedly recognized by *Crain's Chicago Business* and the *Chicago Tribune* as one of the top places to work.



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About Balke Brown

Balke Brown Associates is one of the largest commercial real estate firms in the St. Louis region. Since 1979, the firm has been dedicated to creating value through commercial real estate brokerage, investment, property management and development services for your clients, investor partners and local communities. BBA's Management/Leasing/Development portfolio includes over 56 projects containing over 6.4 million square feet of Class A office, medical and industrial space. For more information, please visit www.balkebrown.com.

About Transwestern

Transwestern is a national, privately-held operating company specializing in commercial real estate services, investment and development. The firm's fully integrated approach delivers value to owners, investors and users of commercial real estate through innovation, penetrating market intelligence and legendary service delivered by teams of local experts. Transwestern has product specialties in office, industrial, retail, multifamily and healthcare and is an industry leader in sustainability solutions and in market research through its affiliate, Delta Associates.

Please visit www.transwestern.net or follow us on Twitter at @Transwestern.

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