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News Release

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**National Commercial Real Estate Firm Transwestern
Enters St. Louis Market by
Forming Affiliation with Balke Brown Associates**

ST. LOUIS -- Noted commercial real estate developer and services company, **Balke Brown Associates**, has formed an affiliation with Houston-based **Transwestern. Balke Brown Transwestern** will provide the national real estate firm with an entrée to the St. Louis market. "It is an ideal scenario for both parties," said **Mike Donovan**, a principal of Balke Brown. "Transwestern represents institutional clients interested in entering the St. Louis market and has more than 300 brokers nationally who represent clients with multi-market needs. Unquestionably, our clients will benefit from Transwestern's national branding footprint."

"We've been in talks for more than a year and as we grew to know Transwestern, the parallels between our companies and operating philosophies were striking," noted **Steve Brown**, another Balke Brown principal.

"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. All current employees will be part of Balke Brown Transwestern.

One of the largest privately-held commercial real estate firms in the country, Transwestern in 2010 oversaw the leasing and management of 1216 properties, representing 255 million square

feet - leased and managed combined. Within that same time period, the firm completed leasing, sales and finance transactions totaling \$4.3 billion. The firm has been repeatedly recognized by business journals around the country and *Texas Monthly Magazine* as one of the top places to work.

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