



FOR IMMEDIATE RELEASE

**ARA Newmark Expands Northeast Multihousing Brokerage in Philadelphia
Powerhouse Duo Lizann McGowan and Erin Miller Join as Executive Managing Directors**

Philadelphia, PA (January 2018) — ARA, A Newmark Company (ARA Newmark) welcomes multihousing brokerage experts Lizann McGowan and Erin Miller as executive managing directors in the company's Philadelphia investment advisory practice. McGowan and Miller depart CBRE and JLL, respectively, to unite and grow ARA Newmark's regional multihousing practice.

McGowan brings over 20 years of experience in commercial real estate, specializing in the sale of investment properties on behalf of institutions, pension fund advisors, corporations, REITs, lenders and developers throughout the Greater Philadelphia region. Miller brings over 12 years of multihousing brokerage experience, representing owners and developers in the sale of multihousing investment opportunities in the greater Philadelphia metropolitan region. Combined, the team has closed over \$7 billion in transactions, including some of the most notable and record setting multihousing transactions in the Philadelphia region.

"Our emphasis on capital markets and in particular the multihousing sector has been reinforced by Lizann and Erin choosing to join Newmark," said CEO Barry Gosin. "As we roll into the new year, the power of our purchase of Berkeley Point Capital, the preeminent source of capital for multifamily owners and operators, will be impactful."

"What a coup for ARA Newmark to bring together such talented investment specialists. We've been targeting the absolute best team possible to broaden our coverage," said Vice Chairman, Head of U.S. Multifamily, Blake Okland. "Our patience and diligence paid off with McGowan and Miller, the deepest bench of multihousing advisory in the region and whose hands-on approach to client service is unmatched. We have no doubt they'll quickly leverage the expertise and resources across our platform and capitalize on the massive opportunities in Pennsylvania, New Jersey and Delaware."

Prior to ARA Newmark, McGowan was Senior Vice President with CBRE's Capital Markets-Institutional Properties in Philadelphia, and the multihousing practice. McGowan is active with the National Multifamily Housing Council (NMHC), the Urban Land Institute (ULI) and the Pennsylvania Apartment Association-East.

McGowan earned a bachelor's degree from Villanova University where she has also been actively involved with the DiLella Real Estate School and served on the Board of Directors of the Villanova Alumni Association.

"I'm thrilled about the opportunity to partner with Erin and join ARA Newmark in Philadelphia," said McGowan. "ARA Newmark possesses a very strong brand with an institutional focus that is synonymous with best-in-class service. We look forward to contributing to the collaborative culture at ARA Newmark and to leveraging opportunities to provide the best possible outcomes for our clients."

Previously, Miller was Senior Vice President with JLL where she led the multihousing investment sales practice in the Philadelphia metropolitan area. Prior to JLL, she worked at Moran & Company on assignments in California and later in Washington, D.C. Miller earned an undergraduate degree from Saint Joseph's University and her Master of Public Policy degree in business and government at Harvard Kennedy School. She is active in the National Multifamily Housing Council (NMHC), the Urban Land Institute (ULI), and the Young Friends program of the Philadelphia Museum of Art.

Miller added, "The opportunity to partner with Lizann to unite and expand ARA Newmark's multihousing practice in the Northeast is extremely exciting. Joining forces allows us to offer our clients sophisticated, best-in-class services in a meaningful way and with a fresh perspective. We are excited to join a dynamic platform that represents the cutting edge of growth."

About ARA, A Newmark Company

ARA, A Newmark Company (ARA Newmark) is the leading investment advisory firm in the multihousing industry. From marketing the sale of single assets and portfolios to sourcing acquisition and development equity and financing (through the NKF Capital Markets brand), ARA Newmark provides 360-degree solutions for clients. In addition to market-rate and mixed-use properties, we offer specialized services in land, student, seniors, manufactured and affordable housing.

With the industry's deepest bench of multihousing advisors, ARA Newmark provides the insight and experience to ensure world-class execution. Our advisors average 20 years' experience and are the most skillful negotiators in the industry. They are experts in 300+ markets and provide asset-specific customization that yields highly effective transaction strategies. By leveraging our proprietary database that identifies 200 percent more investor interest, each advisor has ready access to unique market intelligence to drive demand.

Backed by the global resources of Newmark Knight Frank, ARA Newmark matches each client's assets to a robust group of investors – from private and institutional owners to global entities – and accesses nearly every commercial real estate class for options to diversify and profit.

The firm's combination of asset sales, debt and equity services (through NKF Capital Markets) and specialty practice groups yields more than \$19 billion in transaction volume annually. For more on ARA Newmark's multihousing-exclusive services, visit www.aranewmark.com.

About Newmark Knight Frank

Newmark Knight Frank (NKF) is one of the world's leading commercial real estate advisory firms. Together with London-based partner Knight Frank and independently-owned offices, NKF's 15,000 professionals operate from more than 400 offices in established and emerging property markets on six continents.

With roots dating back to 1929, NKF's strong foundation makes it one of the most trusted names in commercial real estate. NKF's full-service platform comprises BGC's real estate services segment, offering commercial real estate tenants, landlords, investors and developers a wide range of services including leasing, corporate advisory services, consulting, project and development management, property and corporate facilities management services, valuation and advisory services, and capital markets services provided through its NKF Capital Markets brand. For further information, visit www.ngkf.com.

NKF is a part of BGC Partners, Inc., a leading global brokerage company servicing the financial and real estate markets. BGC's common stock trades on the NASDAQ Global Select Market under the ticker symbol (NASDAQ: BGCP). BGC also has an outstanding bond issuance of Senior Notes due June 15, 2042, which trade on the New York Stock Exchange under the symbol (NYSE: BGCA). BGC Partners is led by Chairman and Chief Executive Officer [Howard W. Lutnick](#). For more information, please visit www.bgcpartners.com.

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