



2016 GLOBAL PERE AWARDS

CAPITAL ADVISORY FIRM
OF THE YEAR – NORTH AMERICA

Hodes Weill & Associates

Hodes Weill & Associates' work with opportunistic funds over the course of 2016 helped the company secure the top spot in this category for the third year running. The New York-based real estate advisory firm secured the award in 2015 after it helped rake in \$909 million for PCCP's sixth credit fund. Last year Los Angeles-based PCCP again closed on a big haul, raising \$600 million for its latest opportunistic fund, PCCP Equity VII. The vehicle closed in September, well above its \$500 million target.

In another target-shattering fundraise, Hodes Weill advised Cerberus Capital Management on its \$1.8 billion global fund. The vehicle originally launched in the second quarter of 2015 with a \$1.5 billion target. As with PCCP's fundraise, Cerberus Institutional Real Estate Partners IV was the manager's largest opportunistic fund to date.

Heading south, Hodes Weill also worked on one of the few Latin America-focused real estate funds to reach a final close in 2016. New York-based TC Latin America Partners collected \$268 million for the Terranum Capital Latin America Real Estate Fund.