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## **White Cap Real Estate Signs Orchard Securities as Managing Broker Dealer**

### ***Partnership Offers Diversity and Stability to Tenant-in-Common Investors***

**Madison, WI**—White Cap Real Estate, a Midwest-based real estate company specializing in 1031 Exchanges and Tenant-In-Common (TIC) investment opportunities, announced today that it has partnered with Salt Lake City, Utah-based Orchard Securities, the largest managing broker in the industry.

“In 2008, approximately one in every five dollars closed in securitized TIC offerings were raised through Orchard Securities’ sponsors, so we’re confident that they’ll help us put together a great selling group,” said Jason Punzel, President of White Cap Real Estate.

With current economic conditions still looking bleak, investors are looking to diversify their trades with different sponsors, asset types, and regions, which White Cap will bring to the table for Orchard Securities.

“I believe the combination of aligning their interests with their investors, smaller offerings and ticket sizes, investing in areas and assets they know really well, along with a strong management team are good reasons as to why approximately 40 percent of White Cap’s past offerings have been funded by direct money and offer diversity to investor exchanges,” said Michael Bennett, National Accounts Manager at Orchard Securities.

“White Cap tends to focus on parts of the country that don’t have huge up swings, and consequently don’t have big downswings either, which is what people are looking for in this type of environment,” continued Bennett. “For these reasons we are happy to represent their firm.”

*White Cap Real Estate is a boutique sponsor of quality investments in commercial and retail real estate. The company offers professionally managed, turnkey real estate investment products for clients seeking 1031 Exchanges or direct investments in income producing real estate. From offices in Wisconsin and Virginia, White Cap’s team of real estate professionals, identify, underwrite, and acquire quality properties that provide investors predictable returns and minimal downside risk. The firm is a member of the Tenant-In-Common Association (TICA).*

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