



In the field of sustainable finance, Property Assessed Clean Energy (PACE) programs have become a pivotal tool, providing low cost capital to fund energy efficiency, renewable energy, and resiliency measures to commercial real estate for both renovations and new construction. Among the leaders in this field stands Counterpointe Sustainable Real Estate (CounterpointeSRE), instrumental in the foundations of the industry and a prominent leader in this sector with distinctive Wall Street commercial real estate expertise and majority ownership by MassMutual, a 170-year old insurance and financial services with company with \$500 billion in AUM as of the end of 2023<sup>1</sup>.

CounterpointeSRE offers a unique perspective to the PACE landscape having established the very first statewide PACE program in the nation for all property types. Led by a seasoned team, including a former head of mortgages at Bear Stearns and global structured investments at Merrill Lynch, CounterpointeSRE specializes in on-balance sheet capital, adeptly handling large and complex transactions that require extensive real estate and PACE industry expertise.

One of CounterpointeSRE's significant accomplishments is its track record of closing the largest PACE transactions in the history of the industry, such as \$256 million C-PACE provided for a newly built multifamily. Recently, they successfully facilitated a landmark \$165 million full-stack financing including Connecticut's largest C-PACE since its 2011 launch with \$63 million in PACE financing for mixed use development of a 6-building district. CounterpointeSRE continues its record of closing each state's larger transactions and this accomplishment underscores its capacity to execute major sustainable real estate investments with agility with < 60 days to closing.

CounterpointeSRE is dedicated to offering their expertise to both large and small Virginian property owners as an approved capital provider for the Virginia PACE Authority. By leveraging PACE financing along with their bridge loan and other energy financing products, CounterpointeSRE strives to drive sustainable development initiatives, further solidifying their role as pioneers at the intersection of real estate and sustainability.

As PACE programs continue to evolve as a key element of sustainable project financing, CounterpointeSRE leads the way, blending financial expertise with a commitment to providing sustainable financing for all eligible projects. Through their leadership and expertise, they exemplify how strategic partnerships and innovative

financing mechanisms can drive meaningful change in the built environment. CounterpointeSRE is shaping the future of sustainable real estate development, one transformative project at a time.

For more information on CounterpointeSRE and their pioneering work in PACE financing, visit the CounterpointeSRE [website](#).

*<sup>1</sup>As of December 31, 2023, including asset and certain external investment funds managed by Mass Mutual subsidiaries.*