

# Real Estate Forum<sup>®</sup>

December 2015

## The Fastest Growing Companies

### MID-SIZED FIRMS:

\$11M to \$100M in Average Annual Revenue

#### Prime Property Investors Ltd.

Northbrook, IL

**OVERALL GROWTH RANK: 1**

**REVENUE GROWTH RANK: 1**

**EMPLOYEE HEADCOUNT GROWTH RANK: 1**

**2014 Revenue:** \$46,811,569

**Three-Year Growth in Revenue:** 274.83%

**Projected Year-End 2015 Revenue:** \$50,000,000

**Number of Employees in 2014:** 50

**Three-Year Growth in Number of Employees:** 150%

**2015 Projected Headcount:** 50

**Head Executives:** Barbara J. Gaffen and Michael H. Zaransky, *Co-Founders and Co-CEOs*

**Primary Business:** Owner/Developer

**Additional Business:** Property/Facility Management

**Region of Operation:** National

**Date of Inception:** 1993



**Gaffen & Zaransky**

PPI is a nationally known niche real estate investment firm building a nationwide portfolio of student housing properties on university campuses, conventional class A apartment complexes and triple net-leased medical/healthcare real estate throughout the US. As a niche real estate investment firm, with a specialized expertise in high-growth asset classes, PPI stays focused on real estate providing an opportunity for increased cash flow and large appreciation. The company attributes its growth over the past three years to market expansion and partnerships.

It built a nationwide portfolio of student housing properties adjacent to seven college campuses; acquired several class A conventional apartment communities in the Chicago MSA and in Texas; and it entered a JV with Trammell Crow Residential in 2013 to develop a new ground-up class A apartment community in The Woodlands, TX. Over the next five years, it sees the biggest growth opportunities in value-add multifamily, class A multifamily development and healthcare real estate acquisition.

From several dozen entries, REAL ESTATE FORUM has compiled its first-ever ranking of the commercial real estate industry's Fastest-Growing Companies: firms that are outpacing their competition and positioned for success in 2016 and beyond. Twenty-eight companies made the inaugural list, which is segmented into four categories by average annual revenue: Heavy Hitters (\$1 billion-plus in average annual revenue), Large Companies (\$101 million to \$999 million), Mid-Sized Companies (\$11 million to \$100 million) and Small Companies (up to \$10 million).

The winners were calculated based on their scores for two fields—revenue growth and headcount growth—over a three-year period. The sum of those scores determined the final ranking of the firm.