

Bailard, Inc. Expands Real Estate Practice with Appointment of Director of Business Development

- *Benjamin Lathrop joins Bailard's real estate team as a Vice President, Director of Business Development & Client Services*
- *Lathrop will further Bay Area firm's national expansion*

FOSTER CITY, CA – July 2, 2019 – Bailard, a wealth and investment management firm based in California, has expanded their real estate practice with the recent hire of Benjamin Lathrop as Vice President, Director of Business Development and Client Services. Lathrop, who is based in New York City, will focus on enhancing Bailard's real estate group's relationships with institutional investors, investment consultants, and other financial institutions on a national scale.

Lathrop is a veteran in the real estate investment business, bringing decades of experience in capital raising and product management. He is the newest addition to Bailard's seasoned real estate practice, which has been part of the firm for over 40 years.

"At Bailard, we are constantly striving to drive value creation and returns for our clients," said Preston Sargent, Executive Vice President of Real Estate at Bailard. "Ben's role will be a key component of our growth, and we are excited to see what he will bring to Bailard and our clients in the years to come."

"This is an impactful signal of Bailard's growing presence across the nation as we expand our footprint to the East Coast," said Peter Hill, the CEO of Bailard. "We're excited to have Ben join us as we continue to grow our team and reach."

Over the past five years, Bailard's real estate team has experienced consistent growth and evolution, largely the result of its expanded team with Preston Sargent at the helm.

Prior to joining Bailard, Lathrop was a Managing Director of Business Development for NewOak Capital, where he developed the sales strategy for their North American practice. Previously, he served as a Vice President and Product Manager for Real Assets at Franklin Templeton Investments.

"Bailard's long-standing commitment to excellence in real estate investing resonated with me, as did their legacy of over 50 years in the Bay Area," said Lathrop, "I am thrilled to join this team and expand Bailard's national presence, and continue to improve the experience of our clients."

About Bailard, Inc.

With 50 years of experience, Bailard is an independent wealth and investment management firm that combines proven, proprietary methodologies with innovative new strategies to drive success for clients. For individuals and institutions alike, Bailard proudly serves as a trusted partner focused on achieving long-term results aligned with client values and goals. An independent firm since our founding in 1969, we stand committed to our values and, most importantly, our clients. With \$3.6 billion AUM as of March 31, 2019, Bailard's high-touch client service and proven track record are grounded in the firm's core values of openness, fairness, excellence, and courage. To learn more about Bailard, please visit: <https://www.bailard.com/>.

* All investments involve a risk of loss. There is no guarantee any strategy will achieve its objectives. Bailard will not offer advice in any jurisdiction where it is prohibited from doing so. Real estate strategies have significant specific risks and are not appropriate for all investors.