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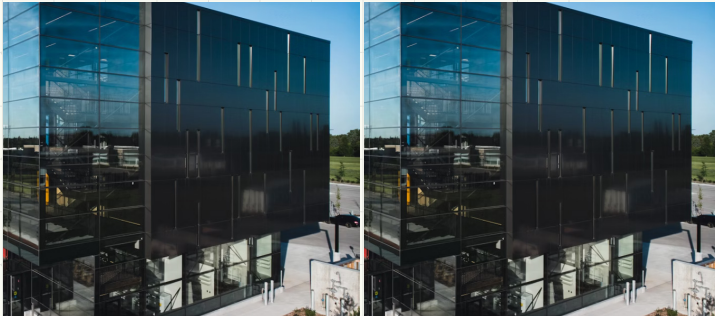
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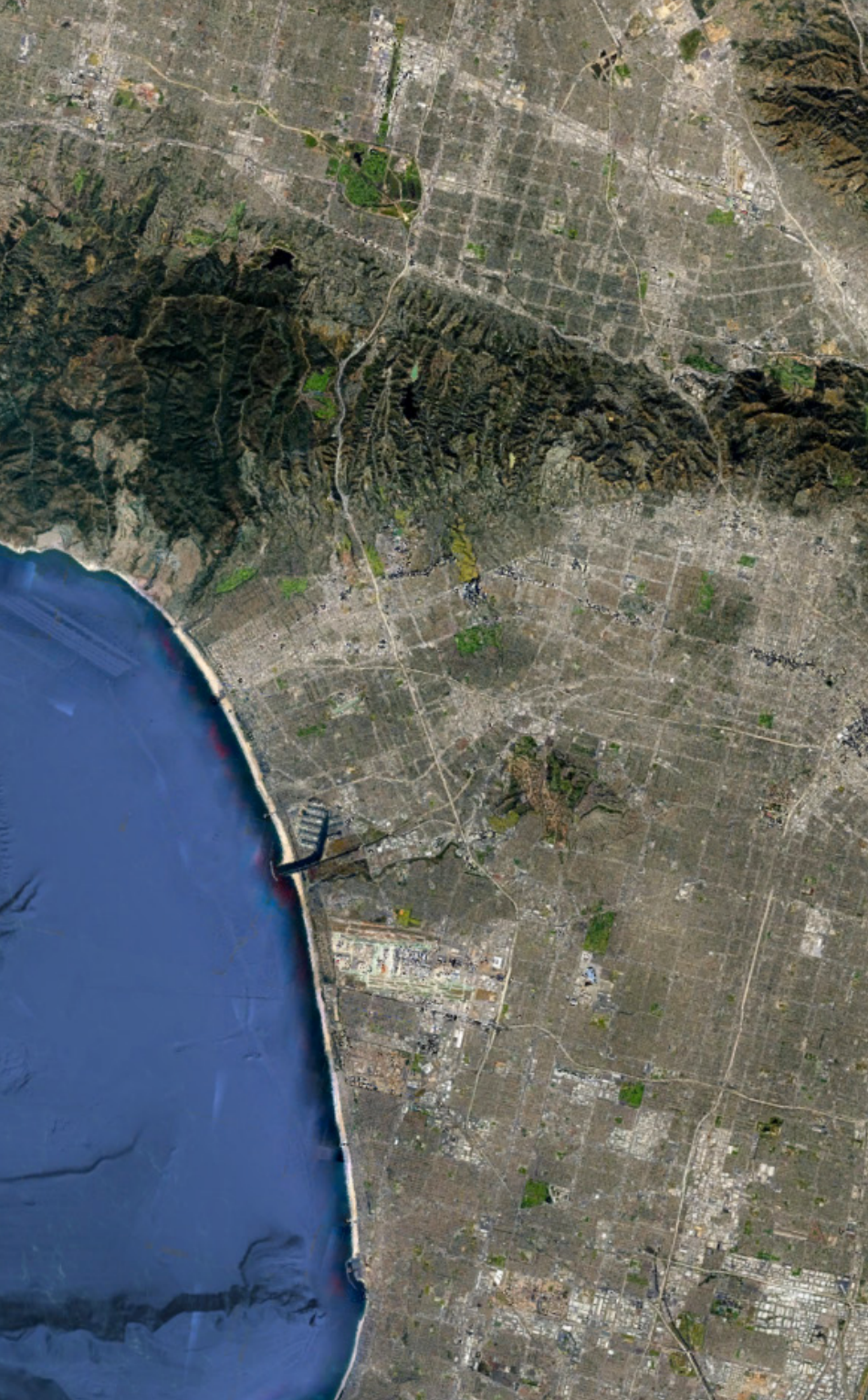
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Why NAI Capital

NAI Capital offers a full range of commercial real estate brokerage services to meet the needs of real estate owners, occupants and investors. With coverage throughout the world, NAI Capital brokerage professionals provide local market knowledge whether you are looking to lease, acquire or dispose of a single property or a portfolio of properties.

Our professionals do more than simply facilitate a transaction. They work closely with clients to assess the ways in which real estate issues relate to-and can contribute to-an organization's strategic business objectives. To achieve each client's goals, we tap the experience of our local offices and specialty groups as well as our world-class market research. The unmatched combination of NAI Capital's detailed analysis, specialty expertise, extensive properties database and local market knowledge allow our professionals to provide customized solutions that support business and real estate objectives.



AT NAI CAPITAL, our goal is to provide our clients with the information they need to make informed decisions, seize market opportunities and execute real estate strategies that make sense today as well as long-term. Our professionals are specialists, focusing on one or more of the following property types - office, industrial, retail, multifamily, medical and land. Buyers, sellers, lessors and lessees look to us for a comprehensive approach to transactions.

In addition to site selection and sale negotiations, we also provide:

- Comprehensive analysis of real estate needs
- Interpretations of market trends relevant to your initiatives
- Occupancy projections and budgeting
- Assist in identifying debt and/or equity sources

Owners and landlords rely on NAI Capital for value-added brokerage services, including:

- Qualification of prospects
- Recommendations on pricing and positioning for long-term value
- Analysis of the competition and their affect on your business objectives
- Maximization of occupancy levels
- Demand based project leasing

At NAI Capital we pride ourselves on approaching each assignment or service with personal attention and that means placing our clients first.

By working diligently and intelligently we aim to create long-term relationships because we understand that a satisfied client becomes our strongest asset – a repeat customer.



**Backed by our global network,
NAI Capital offers:**

- A premier brand/platform position recognized worldwide
- Access to specialized councils, best practices strategies, and best-in-class marketing tools
- Leading edge technology and resources
- An ongoing program of continuing education
- The ability to tap into the experience, expertise and access to each one of our 5,100 worldwide teammates

**And specific solutions to
client requests including:**

- Acquisitions
- Dispositions
- Leasing & Subleasing
- Marketing Services
- Market Research
- Property Management
- Landlord Representation
- Tenant Representation
- User Purchases
- Build-to-Suit
- Site Analysis/Due Diligence
- Sale/Leaseback
- Consulting & Strategic Planning
- Receivership & REO Disposition
- Green/LEED Consultation
- Financial Analysis
- User Purchases
- Medical Services

NAI Capital

12 OFFICES
in So Cal

234
Commercial Real Estate
Professionals

**#1 LARGEST
INDEPENDENTLY OWNED**
Full Service CRE
Company in So Cal

175+ OFFICES
around the U.S.

20+ BILLION
transactions

300 OFFICES
around the world

5,100+
CRE professionals
worldwide

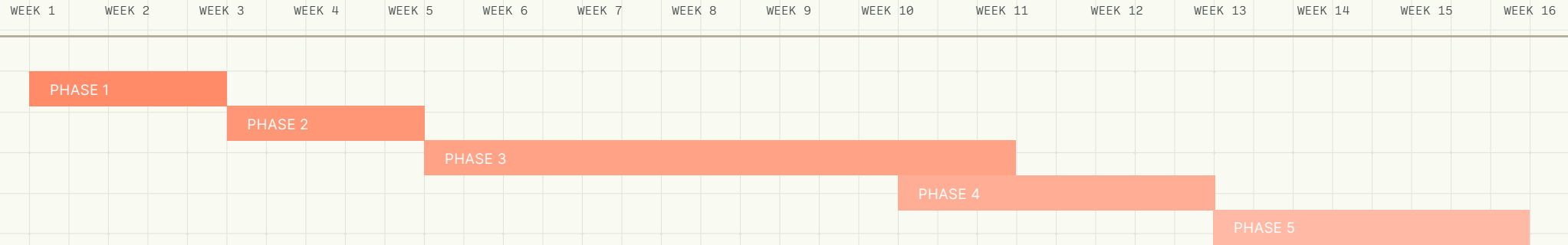
The Power of Our Global Network

NAI Capital leverages the power of NAI Global's network; the world's largest managed network of commercial brokerage firms, consisting of 5,100 professionals in 300 offices worldwide and over \$20 Billion in annual transactions. No two people or real estate assignments are alike. What makes NAI Capital different? It's the way we bring people and processes together within a collaborative and entrepreneurial network. It is a strategy that we use to exceed our clients' expectations. Whatever your real estate needs, we are ready to implement a powerful network, built around you.

Clients & Transactions

ABC Broadcast Company	Decron Properties	Little Ceasars Pizza	Shanhong Group of Companies
Ace Clearwater Enterprise	Deloitte & Touche	Louise's Trattoria	Silagi Development
Advanced Structural Technologies	Discus Dental	Lucas, Horsfall, Murphy & Pindroh Lucques	Sizzler (Corporate Offices)
AEW Capital Mangement	Dolce Group	M&K Metals	Sparks
Aflac	Dole Food Company, Inc.	MAERSK	Starwood
Allen, Matkins	Drees Wood Products	Majestic	Steer Group
Air France	DVS TV	Malaga Bank	Strong Sports MMA
American Apparel	Eaton Corporation	META Housing Corporation	Sunbelt/Kavli
American Commercial Bank	Ensign Bickford Aerospace & Defense F45	Miller Barondess LLP	TA Realty Associates
AOC	First Industrial	Monemco	Taylor & Lieberman
Arch Wireless	First Southwest Co.	Montessori Schools (Los Angeles)	The Cary Company
Arden Realty	Fiserve, Inc.	Morgan Stanley Dean Witter & Co.	The Counter
Arthur J. Gallagher Insurance	Foothill Cardiology Medical Group	Mutual of Omaha	Thomas Saffron and Associates
Asiana Airlines	Forming Specialties Inc.	MyGym	Tiger/Westbrook Partners
Aurora World, Inc.	Fred Leeds	Netflix	Time Warner
B3 Corp.	Fuerza Gyms	Northrop Grumman Corporation	Tolkin Group
Bank of New York	G-NET	Northwest Airlines	Topa Management/John E. Anderson
Barney's Beanery	G. E. Rotoflow	Nothing Bundt Cakes	Torrance First Presbyterian Church
Barrister Executive Suites	G4S Wackenhut	Nubi Frozen Yogurt	Toyota Motor Sales USA
Bavarian Specialty Foods	General Electric	ONO Hawaiian BBQ	Trammell Crow
Beach Cities Health District	General Services Administration	Operating Engineers Pension Trust Funds	Transportation Property Company
Bedford Property Investors	Gensler	OpNext (Hitachi/Clarity Group)	Trion Properties
Bend Properties	Glory Christian Fellowship International	Orbach Huff Suarez & Henderson LLP	Turner Construction Company
Ben Leeds	Goglanian Bakeries	Oriental Motor	Union Bank
Bodies in Motion	Goldman Sachs	Panavision	United Nurses of California
BH Properties	Good hair day (ghd Professional)	Panera Bread	United Title Co.
Blackrock	GoTribe Gyms	Parkview Financial	University of LaVerne
Blackstone	Gracie Academy	Paul Ling Investments	Varsity Brands
Bright Innovation Labs	Gramicci Clothing	Pizza Hut (Yum! Brands)	Ventura County Business Bank
Brook Furniture Rentals	Great Western Bank	Positive Investments	Ventura County Community College District
Burger King	GTE	Prime Wheel Corporation	Ventura Unified School District
California Lighting Corporation	GymLife	Prudential Property Company	Verizon
California Pizza Kitchen	HBO	Public Storage	Volkswagen of America
California State University at Channel Islands	Hines	Preservation Partners	Volt Information Sciences
Calvary Chapel South Bay	Home Savings of America	Primerica	Warner/Electra/Atlantic Records
Capitol Records	Hydraulics International	Prudential Securities	Watt Companies
Chevron USA	In-Three Inc.	Pulte Homes	W.R. Grace & Co.
Chipotle Mexican Grill	INVESCO	Pursue Health	Walt Disney Studios
Citicorp	Jacobson Russell Saltz Nassim & de la Torre, LLP	Quest Diagnostics	Wells Fargo Bank
Citizens Business Bank	JB Hudco Logistics	Red Mango	Wells Fargo Home Mortgage
City National Bank	Jersey Mikes	Related Properties	Westside Tavern
Clear Lam Packaging	John Hancock Financial	Rivera Food Services Inc.	Weyhaeuser
Cleopatra Ink	John Paul Mitchell Systems	Ruth Chris Steak House	Wet Seal
Coastline Real Estate Advisors	Kajima USA	Saddle Ranch Chop House	Whiting
Cognet Microsystems (Intel)	Kenwood Electronics	Safelite Auto Glass	William Morris Agency
Colony Capital	Kilroy Realty	Salem Communications	WSS
Coring Company	KONICA U.S.A.	Salvation Army	Xcel Mechanical
County of Los Angeles	KUMHO U.S.A.	Samsung Electronics	XIV (SBE Entertainment Group)
County of Ventura	Kumon U.S.A.	Sandstone Properties	Zankou Chicken
Crunch Fitness (Corporate)	Las Virgenes Unified School District	Sares Regis	Zen Buffet
Daicolo Co., Ltd.	LBA Realty	Seabutter Sushi	Zoo Culture
David Barton Gyms	Lifehouse Properties	Sebastian Professional	Zyppah (Corporate HQ)
		Severn Trent Services	

Sale Timeline



PHASE 1: PRE-MARKETING

- Execute exclusive listing agreement
- Gather due diligence information
- Review lease files
- Shoot photos, gather and create site plans, floor plans, rendering, etc.
- Create rough draft of single page brochure
- Create rough draft of offering memorandum
- Create marketing property post cards
- Establish initial contact list
- Create internet based marketing materials (Buildout, CoStar, Loopnet and RCM)

PHASE 2: MARKETING

- Publish single page brochure
- Distribute executive summaries and/or brochures to initial contact list
- Publish offering memorandums
- Mail property postcards
- Mail single page marketing flyer
- “Just listed” email announcement
- Submit to internet site

PHASE 3: PROSPECT SOLICITATION & COMPREHENSIVE MARKETING

- Initiate full exposure to all parties
- Create a custom e-market brochure
- Distribute offering memorandums to all qualified parties
- Commence active marketing (cold calling by team members)
- Conduct property tours
- Assist with potential buyer underwriting
- Collect all initial offers
- Identify buyer
- Commence passive marketing (local newspapers, business journals advertising, & direct e-mail distribution to approx. 5,000 principals and brokers)

PHASE 4: DUE DILIGENCE & ESCROW

- Negotiate purchase and sale agreement
- Execute purchase and sale agreement
- Open escrow
- Verify buyer’s loan application
- Submission
- Distribute due diligence
- Documentation
- Coordinate and conduct site inspections

PHASE 5: CLOSING PERIOD

- Resolve title issues (if required)
- Remove all contingencies within escrow, including financing
- Finalize pro-rations
- Review settlement statement with escrow officer
- Confirm transfer of funds
- Close escrow

PHASE 1

Pre-Marketing, Consulting, Planning, Pricing

The following is the multi-phased marketing process we intend to use to maximize the awareness of the project to the broadest prospect base possible. This step-by-step process has proven successful in penetrating the marketplace and providing the results our clients mandate.

MARKET AND ASSET STRATEGY

- Evaluate market supply/demand dynamics
- Identify competitive properties
- Define ownership's goals
- Define asset position in market
- Establish pricing and marketing strategy
- Perform ongoing market analysis

PHASE 2

Marketing Schedule & Materials

MARKETING SCHEDULE AND GOALS

- Target canvassing plan
- Broker mailing schedule
- User mailing schedule

DUE DILIGENCE INFORMATION

- The NAI Capital team will work with the Owner and their consultants to assemble and/or develop the following:
- Leases Amendments and Addendums
- Current Rent Roll with SF and Expiration Date
- 36 Month Tracking Profit & Loss with Expense Detail
- Site plans, ALTA surveys, and shell building plans
- Physical, environmental (Phase I and Phase II) and structural reports in possession
- Seismic Reports
- Preliminary Title Report

TAX BILLS

- Inspection Reports
- Entitlements, zoning, and public issues
- Maintenance projects completed
- Submit to internet site

BUYER TARGET LIST

Develop target list from the following groups:

- Private Individuals
- Professional Investment Companies
- Institutional Capital
- 1031 Exchange Buyers

BROKER TARGET LISTS

We have a target broker list comprised of local and regional brokers that will be the key targets of our awareness campaign discussed in Phase Three.

PRODUCE BROCHURE (PRINT AND ELECTRONIC MEDIA)

A color brochure will be professionally designed utilizing property photographs, site plans, aerials and area maps. The brochure will be used in the broker and user mailing campaigns.

INSTALL SIGNAGE

If desired, signs can be placed on the front of the property to create maximum exposure.

3RD PARTY LISTING COMPANIES

All 3rd party listing firms will be notified of the offering. Companies will include Xceligent, 7 websites syndicated through Buildout, LoopNet, Smith Guide, and CoStar.

PHASE 3

User Awareness

MAILING CAMPAIGN TO TARGET USER GROUPS

A direct-mail campaign aimed at all target user groups will be undertaken. We will make use of our personal database on a local and regional basis. In addition, we will create new lists from the target groups referenced in Phase I, utilizing both e-mail and traditional US mail.

PERSONAL CANVASSING BY MARKETING TEAM

In person canvassing and telephone prospecting will be undertaken in the immediate area and throughout the local markets in conjunction with our databases and our on-going relationships with local and regional users in the marketplace. The marketing team will launch a strategic canvassing campaign that will contact users daily.

PHASE 4

Broker Awareness

SOLICIT BROKERAGE COOPERATION

The outside brokerage community is one of the most critical elements in our marketing plan. Through a regular, process-oriented program we will insure that the outside brokerage community becomes educated and knowledgeable of the subject property. All brokers will be encouraged to cooperate and solicit their prospects on our behalf.

IMMEDIATE NAI CAPITAL NETWORK EXPOSURE

An overview flyer of the property will be communicated to all agents within NAI Capital. Our company's opportunity broadcast allows us to communicate with all NAI Capital and NAI Global offices worldwide on an immediate basis.

IMMEDIATE NOTIFICATION TO ALL BROKERS OF THE OFFERING

An immediate e-mail/fax information sheet on the property will be distributed to all active brokers in Southern California region as well as key Tenant Representation brokers. Brokers will receive detailed property information on the opportunity.

BROKER UPDATES

All target brokers will receive periodic updates on the availability of the property.

TARGET MOST ACTIVE SOUTHERN CALIFORNIA BROKERS FOR PERSONAL CONTACT

Certain brokers are more active than others in the markets surrounding the subject property. The marketing team will contact to the most active brokers in those areas to discuss the property, its attributes and benefits.

Transaction Management and Reporting

INFORMATIONAL EXCHANGE/REPORTING

Updates will be provided on an ongoing basis at the Ownership's specific direction.

- The team will provide:
- Direct weekly communication
- Written marketing summaries
- Critical Path Negotiations

Upon identifying viable prospects, a "critical path" will be identified to expose potential obstacles and to develop solutions.

TRANSACTION MANAGEMENT AND CLOSING

Negotiations will be led by us in collaboration with ownership to meet the specific goals of the ownership.

VALUE ADDED SERVICES

NAI Capital's marketing philosophy is to execute assignments in order to maximize the opportunity for success.

WEB INTERFACE AND VIRTUAL DEAL ROOM

Marketing materials will be made available 24/7 to prospective investors through Buildout's customized web portal and virtual deal room.

PERSONAL ATTENDANCE ON PROPERTY TOURS

We will accompany principals and cooperating brokers on all project tours. The property tour provides the opportunity to communicate the benefits and features of the property, overcome objections, and learn more about the motivations of the prospective buyer. All tours will be conducted at appropriate times to minimize disruption to the current tenancy.

PROBLEM SOLVING

Every transaction requires a special combination of problem-solving techniques and business acumen. In addition to the many years of practical experience that we bring to your account, we have built long-term relationships with the following constituencies, who at your direction will help you navigate the process, provide timely solutions, and add value to your asset.

- Architects, attorneys, general contractors, specialty contractors, project managers, civil engineers, environmental engineers, material handling specialists, furniture suppliers, and telecom specialists.
- City officials and County staff.
- Escrow and title companies.
- Direct lenders, mortgage brokers, and other financial institutions.
- Governmental incentive programs including City, County, and State Development and Redevelopment agencies, Free Trade Zones, Enterprise Zones, and Empowerment Zones.



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