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LOCATION, CA | 91555

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Contact

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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

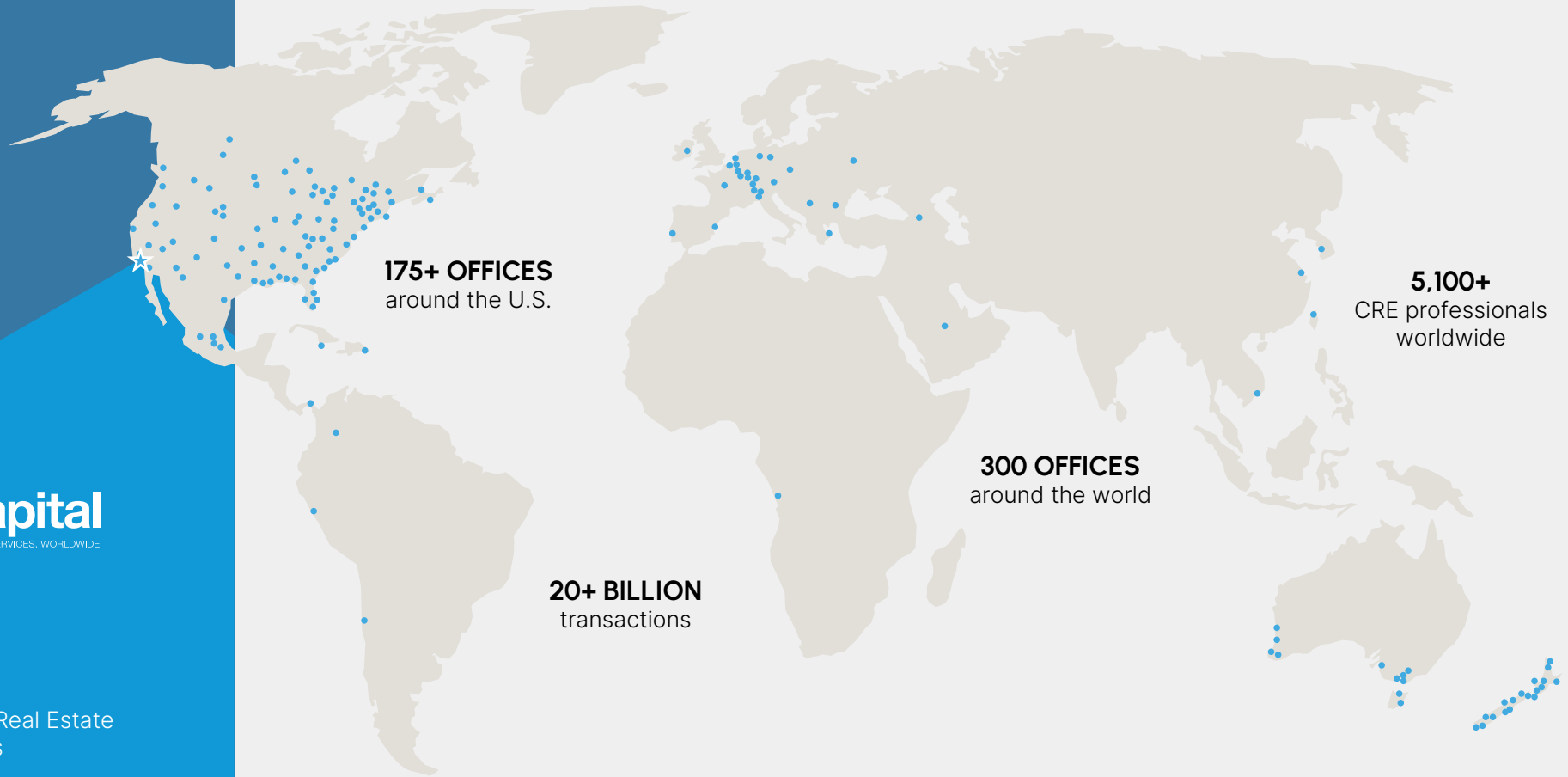




12 OFFICES
in So Cal

234
Commercial Real Estate
Professionals

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



175+ OFFICES
around the U.S.

300 OFFICES
around the world

20+ BILLION
transactions

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
 Ace Clearwater Enterprise
 Advanced Structural Technologies
 AEW Capital Mangement
 Aflac
 Allen, Matkins
 Air France
 American Apparel
 American Commercial Bank
 AOC
 Arch Wireless
 Arden Realty
 Arthur J. Gallagher Insurance
 Asiana Airlines
 Aurora World, Inc.
 B3 Corp.
 Bank of New York
 Barney's Beanery
 Barrister Executive Suites
 Bavarian Specialty Foods
 Beach Cities Health District
 Bedford Property Investors
 Bend Properties
 Ben Leeds
 Bodies in Motion
 BH Properties
 Blackrock
 Blackstone
 Bright Innovation Labs
 Brook Furniture Rentals
 Burger King
 California Lighting Corporation
 California Pizza Kitchen
 California State University at Channel Islands
 Calvary Chapel South Bay
 Capitol Records
 Chevron USA
 Chipotle Mexican Grill
 Citicorp
 Citizens Business Bank
 City National Bank
 Clear Lam Packaging
 Cleopatra Ink
 Coastline Real Estate Advisors
 Cognet Microsystems (Intel)
 Colony Capital
 Coring Company
 County of Los Angeles
 County of Ventura
 Crunch Fitness (Corporate)
 Daicolo Co., Ltd.
 David Barton Gyms
 Decron Properties

Deloitte & Touche
 Discus Dental
 Dolce Group
 Dole Food Company, Inc.
 Drees Wood Products
 DVS TV
 Eaton Corporation
 Ensign Bickford Aerospace & Defense F45
 First Industrial
 First Southwest Co.
 Fiserve, Inc.
 Foothill Cardiology Medical Group
 Forming Specialties Inc.
 Fred Leeds
 Fuerza Gyms
 G-NET
 G. E. Rotoflow
 G4S Wackenhut
 General Electric
 General Services Administration
 Gensler
 Glory Christian Fellowship International
 Goglanian Bakeries
 Goldman Sachs
 Good hair day (ghd Professional)
 GoTribe Gyms
 Gracie Academy
 Gramicci Clothing
 Great Western Bank
 GTE
 GymLife
 HBO
 Hines
 Home Savings of America
 Hydraulics International
 In-Three Inc.
 INVESCO
 Jacobson Russell Saltz Nassim & de la Torre, LLP
 JB Hudco Logistics
 Jersey Mikes
 John Hancock Financial
 John Paul Mitchell Systems
 Kajima USA
 Kenwood Electronics
 Kilroy Realty
 KONICA U.S.A.
 KUMHO U.S.A.
 Kumon U.S.A.
 Las Virgenes Unified School District
 LBA Realty
 Lifehouse Properties
 Little Ceasers Pizza
 Louise's Trattoria

Lucas, Horsfall, Murphy & Pindroh Lucques
 M&K Metals
 MAERSK
 Majestic
 Malaga Bank
 META Housing Corporation
 Miller Barondess LLP
 Monemco
 Montessori Schools (Los Angeles)
 Morgan Stanley Dean Witter & Co.
 Mutual of Omaha
 MyGym
 Netflix
 Northrop Grumman Corporation
 Northwest Airlines
 Nothing Bundt Cakes
 Nubi Frozen Yogurt
 ONO Hawaiian BBQ
 Operating Engineers Pension Trust Funds
 OpNext (Hitachi/Clarity Group)
 Orbach Huff Suarez & Henderson LLP
 Oriental Motor
 Panavision
 Panera Bread
 Parkview Financial
 Paul Ling Investments
 Pizza Hut (Yum! Brands)
 Positive Investments
 Prime Wheel Corporation
 Prudential Property Company
 Public Storage
 Preservation Partners
 Primerica
 Prudential Securities
 Pulte Homes
 Pursue Health
 Quest Diagnostics
 Red Mango
 Related Properties
 Rivera Food Services Inc.
 Ruth Chris Steak House
 Saddle Ranch Chop House
 Safelite Auto Glass
 Salem Communications
 Salvation Army
 Samsung Electronics
 Sandstone Properties
 Sares Regis
 Seabutter Sushi
 Sebastian Professional
 Severn Trent Services
 Shanhong Group of Companies
 Silagi Development

Sizzler (Corporate Offices)
 Sparks
 Starwood
 Steer Group
 Strong Sports MMA
 Sunbelt/Kavli
 TA Realty Associates
 Taylor & Lieberman
 The Cary Company
 The Counter
 Thomas Saffron and Associates
 Tiger/Westbrook Partners
 Time Warner
 Tolkin Group
 Topa Management/John E. Anderson
 Torrance First Presbyterian Church
 Toyota Motor Sales USA
 Trammell Crow
 Transportation Property Company
 Trion Properties
 Turner Construction Company
 Union Bank
 United Nurses of California
 United Title Co.
 University of LaVerne
 Varsity Brands
 Ventura County Business Bank
 Ventura County Community College District
 Ventura Unified School District
 Verizon
 Volkswagen of America
 Volt Information Sciences
 Warner/Electra/Atlantic Records
 Watt Companies
 W.R. Grace & Co.
 Walt Disney Studios
 Wells Fargo Bank
 Wells Fargo Home Mortgage
 Westside Tavern
 Weyhaeuser
 Wet Seal
 Whiting
 William Morris Agency
 WSS
 Xcel Mechanical
 XIV (SBE Entertainment Group)
 Zankou Chicken
 Zen Buffet
 Zoo Culture
 Zypphah (Corporate HQ)

SALE TIMELINE

WEEK 1 WEEK 2 WEEK 3 WEEK 4 WEEK 5 WEEK 6 WEEK 7 WEEK 8 WEEK 9 WEEK 10 WEEK 11 WEEK 12 WEEK 13 WEEK 14 WEEK 15 WEEK 16

PHASE 1

PHASE 2

PHASE 3

PHASE 4

PHASE 5

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 & 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

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

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.

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.

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 & 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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