

SUMMARY OF QUALIFICATIONS



WICHTERMAN INVESTMENT TEAM

There is no team better qualified to representing the private sector you in maximizing your real estate investments than Eric Wichterman, Ann Sondrol and Cory Gernant of Grubb & Ellis | BRE Commercial. Our team has all of the qualifications that will be critical to your success.

**Our mission is to provide
our private investor clients with the
institution-level service, marketing materials
and sophistication for their investments in Phoenix-area
office and medical properties**

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TROPHY PROPERTY EXPERIENCE

v3 Corporate Center
40,026 SF
\$10.5 million



RECENT SUCCESS

V3 Corporate Center is a 40,026 square foot class A office building located along the 202 Loop Freeway on 44th Street. The property is extremely stable, with no roll over for the next 4 years. Regardless of these fine qualities - the market's reaction to the 'Credit Crisis', coupled with mandatory assumption of a reasonable 1st mortgage but a 12.75% interest rate 2nd loan - provided a challenging assignment for our team. Nonetheless, our marketing efforts located a 1031 exchange investor who closed at \$266/SF.

PROACTIVE & AGGRESSIVE APPROACH

Goodyear Financial Center II
44,565 SF
\$10.995 million

RECENT SUCCESS

Goodyear Financial Center is a 2-story 2001 vintage tilt-construction office building located in the City of Goodyear, just south of the Interstate 10 freeway. During escrow several challenges arose. The most severe was that tenant interviews revealed over 40% of the square footage would not be renewing over the next 18 months... In the face of this challenge and the emergence of the sub-prime credit crisis during the final days of escrow, we were able to close the transaction with a 1.4% price adjustment and close at a price of \$249/SF – a 7.2% cap rate.



BEST EQUIPPED TO HANDLE THE MOST COMPLEX CHALLENGES

5050 Building
71,717 SF
\$7.95 million



RECENT SUCCESS

Marketing the 5050 Building posed a significant challenge. The Camelback Corridor property was subject to a ground lease - making financing in the current market impossible. The Team's efforts resulted in negotiating a prepayment of a locked-out loan and the creation of a seller carry loan to close the sale in December for nearly \$8 million.

LEADING MEDICAL INVESTMENT SPECIALISTS

Arrowhead Physicians Plaza
49,728 SF
\$15.15 million



RECENT SUCCESS

Arrowhead Physicians Plaza is a class A medical building attached to the Arrowhead Hospital campus just south of the 101 Loop freeway in the prestigious Arrowhead Ranch area. Though clearly a highly desirable asset, the property posed a few challenges. First, the building was on a ground lease. Second, and even more challenging, was the fact that the Hospital had leased two suites but both had remained in shell condition. Nonetheless our team generated 25 offers. The successful buyer paid \$305/SF for the property (on a ground lease).

BIG RESULTS - 2007 #3 NATIONAL TOP PRODUCER

MARKETING TEAM



ERIC J. WICHTERMAN
Senior Vice President

- **2007 #3 National Top Producer Grubb & Ellis Company**
- 2006 & 2007 #1 National Top Producing Investment Broker - Grubb & Ellis Company
- '02, '03, '04 & '07 Overall Top Producer - Phoenix Grubb & Ellis
- 1998 to 2007 Top Producer - Investments, Phoenix Grubb & Ellis
- 2004 NAIOP Phoenix Investment Broker of the Year
- B.A., Psychology & Business, University of Arizona

Eric has been with Grubb & Ellis for nearly 14 years and specializes in the sale of office and medical properties. Eric's proactive approach to the business and his aggressive style has enabled him to be the 2007 #3 Top Producer Nationally for Grubb & Ellis. Eric has also been the Top Producer of the Phoenix office 4 times and the Top Producer of the Investment Group for the last 10 years. Eric has closed over 9.3 million square feet of office building sales totaling more than \$1.27 billion.



K. ANN SONDROL
Senior Associate

- 5 years commercial real estate experience
- B.S., Finance, with honors, W.P. Carey School of Business, Arizona State University
- Barrett Honors College, Arizona State University

Ann specializes in the marketing and sale of office and medical investment properties. She has been a part of Grubb & Ellis' Investment Division for four years, working with top producer Eric Wichterman. She shares the team's streamlined and aggressive approach to the business. Through her partnership with a nationally-ranked top producer, Ann has gained extensive and unparalleled knowledge of the Greater Phoenix office and medical markets.



CORY J. GERNANT
Analyst / Marketing Specialist

Cory is the team's marketing specialist, graphic designer and analyst. He has been with Grubb & Ellis for 4 years. Cory's degree in graphic design coupled with his financial analysis and marketing skills are unparalleled in the Phoenix brokerage community. His responsibilities include:

- Coordinating database management
- Graphic design and Development of marketing brochure and packages
- Financial analysis
- Coordinating advertisements and brochure launches
- Internet marketing and web sites
- Escrow assistance (inspections, estoppels, etc.)

EXECUTIVE SUMMARY

Market Leading Commercial Real Estate Company Locally and Nationally

OUR MARKETING TEAM HAS UNPARALLELED SUCCESS IN SELLING OFFICE & MEDICAL PRODUCT IN GREATER PHOENIX. THIS KNOWLEDGE AND EXPERIENCE, COUPLED WITH OUR RELATIONSHIPS WITH THE WIDEST RANGE OF INVESTORS, WILL BE CRITICAL TO YOUR SUCCESS.

TEAM MEMBERS

Eric Wichterman, Senior Vice President, Institutional Investment Group

Ann Sondrol, Associate, Investment Group

Cory Gernant, Marketing Specialist / Analyst, Investment Group

OUR MARKETING TEAM PROVIDES YOU WITH THE BEST EXPERIENCE

We have assembled a team of professionals including national and regional investment sales expertise. You will benefit from over a decade of experience in investment sales in the greater Phoenix area that routinely set the market's pricing benchmark. We pride ourselves on marshalling the resources of the entire Grubb & Ellis team to successfully complete our assignments.

THE MARKETING TEAM OFFERS A STRONG TRACK RECORD

This Team has extensive experience selling office properties in the Valley - especially in Scottsdale. Consider the following:

- The Team has sold a total of 232 office properties in over \$1.3 billion of consideration.
- In the past 3 years alone the Team has sold 79 office buildings in excess of \$490 million.
- Extensive sale activity in the National, Regional and Phoenix markets assuring excellent access to and relationships with the widest range of prospective investors;
- The ability to sell the positive aspects of the local leasing market;
- The knowledge and understanding of the strengths and challenges of Phoenix-area office and medical investment properties, enabling the Team to position each property in the best possible light to prospective investors;
- A proven marketing strategy designed to locate the most qualified investors willing to pay the highest possible prices;
- A proven process that forces pricing and expedites due diligence timing, mitigating or eliminating the potential for re-trading.

The Team is part of the Grubb & Ellis Institutional Investment Group (IIG), a select group of investment professionals across the country with a focus on serving institutional clients. IIG brokers have closed \$14.4 Billion in transactions over the last five years.

MEDICAL

The Team's largest dominance is with medical product. Over the last two years the Team has sold 21 medical office buildings. This represents a 28% market share – the overwhelming highest of any team in Phoenix.

INVESTOR REACH

The Team is capable of accessing the investors currently in the Phoenix market, as well as reaching other investors who may be interested in entering the Phoenix market. The Team has the existing relationships and extensive day-to-day contact with investors that enable us to access those investors now active in the market. Our national Grubb & Ellis organization, Internet Marketing Program, broker cooperation and our proven marketing methods equip us to expose the properties to all potential investors.

The members of the listing Team are not content to rely only on local investor relationships. We believe it is important to travel to other cities to meet personally with building owners and investors.

Our frequent business travels have taken us to Los Angeles, San Francisco, Denver, Chicago, New York, Hartford, Boston and Dallas. Personal relationships developed through these face-to-face meetings give us greater credibility when we contact potential investors about properties we have listed for sale.

These personal relationships are enhanced even further through our activity in industry organizations such as the NAIOP and CCIM.

Another important tool we utilize in accessing potential investors is our database for Phoenix area office properties and investors. Part of the system assures that we contact all recent office-building purchasers and maintain periodic telephone and personal contact with owners of Phoenix area office properties.

OUR TRACK RECORD.

228 sales. 9.3 million square feet. \$1.27 billion value.



Phelps Dodge Tower

407,000 SF
\$82,800,000



v3 Corporate Center

40,026 SF
\$10,500,000



5050 Building

71,717 SF
\$7,950,000 (on ground-lease)



Goodyear Financial Center II

44,565 SF
\$11,150,000



Val Vista Gateway

33,666 SF
\$9,050,000



Clearview Commons

55,655 SF
\$9,100,000



Reliance Northsight

135,000 SF
\$39,100,000



Northern Corporate Center

70,174 SF
\$12,250,000



46th Street & Shea

41,248 SF
\$10,500,000

Office Specialists

From large assets to small many of the most sophisticated investors trust us to handle their office investment needs. We pride ourselves in delivering a level of service and results that exceed our client's expectations. Our client's confidence in our abilities is evidenced by the fact that 73% of our transactions involve a repeat client.



Harbor Shores Medical

48,550 SF
\$7,500,000

Advanced Medical

29,466 SF
\$7,995,000

Baptist Medical Center

80,254 SF
\$13,400,000

Heritage Medical Plaza

13,999 SF
\$2,050,000

Arizona Heart Institute

47,286 SF
\$10,300,000

Medical Arts Plaza

22,173 SF
\$3,900,000 (ground leased)

Arrowhead Physicians Plaza

49,728 SF
\$15,175,000

Medical Dominance

The market knows us for our dominance in the medical vein of the office market. We possess more medical sale experience and knowledge of buyers than any other team in the Valley. Over the last two years the Team has sold 21 medical office buildings totaling over 700,000 square feet and \$135 million in consideration.

INSTITUTION-LEVEL MARKETING SERVICE &

TEAM SUPPORT

OUR MARKETING TEAM HAS ALL THE PERSONNEL, TECHNOLOGY, INFORMATION, AND EXPERIENCE NEEDED TO MAXIMIZE THE POTENTIAL FOR OUR CLIENTS.

DIRECT MARKETING & ADMINISTRATIVE SUPPORT

Cory Gernant is the Team's dedicated analyst and marketing assistant, providing comprehensive coordination of the marketing process including: investor database management, preparation and design of marketing materials, Internet marketing, investor/seller reporting and escrow/closing management.

FINANCIAL ANALYSIS

All cash flow projections and special analyses are completed using Argus and proprietary software by all three investment members of the Team personally (Eric, Ann and Cory). Eric has extensive experience in real estate financial modeling. He has a CCIM (Certified Commercial Investment Member) designation and has analyzed over 1,000 properties in our market for over 12 years. We find our capability to run financial analysis internally (versus outsourcing as more typical in today's large brokerage firms) gives us a substantial grasp of the economic workings and sensitivity of the investment opportunity, and thereby, a better ability to address questions and concerns investors and/or their analyst may have regarding the Offering's analytical models.

MARKETING

The Phoenix office has a four-person, full-time staff in our marketing and design department, headed by Michael Coover. Our team leads the market in creating the highest quality marketing materials, including brochures, offering memoranda and internet marketing. Our department also handles all corporate marketing, promotions and media relations programs.

RESEARCH

The Phoenix office has a nine-person, full-time Research Department team headed by Michael Coover. Utilizing the best resources, our research staff provides market analysis projects ranging from overall market studies to complex, specialized reports focusing on a single asset or market segment.

TECHNOLOGY

The Phoenix office is committed to maintaining the latest in technology solutions, including hardware, software, networking and Internet. The Phoenix office has full-time computer support led by Jason Haren, Joey Brimhall and Travis Hahn.

MARKET INFORMATION

We are a subscriber to CoStar, LoopNet and Real Capital Analytics property database, providing the highest quality information on office and industrial properties in Phoenix and other major markets nationwide. In addition, our in-house research department provides comprehensive information on all property types, sales and lease comps, demographics, aerial photos, etc. through the best subscriber services, software, and proprietary databases.

VITAL KNOWLEDGE OF SURROUNDING DEVELOPMENT

With over 90 brokers of all specialties represented in the Phoenix Grubb & Ellis office, the Team is very knowledgeable of important developments and amenities surrounding our listings. We compile and present (typically in an aerial overlay) this information in a positive light in order to create excitement and confidence in the location - a vital tool to convince an investor to pay the highest price. We adjust the scope of our study depending on the commercial activity surrounding the property.

SOPHISTICATION FOR THE PRIVATE SECTOR

INVESTOR DATABASE

Both the Marketing Team and Grubb & Ellis' national Institutional Services Group maintain proprietary databases of pre-qualified investors. These databases are continually updated with current acquisition requirements and new investors through direct contact and systematic monitoring of real estate information sources.

INTERNAL DESIGN AND PRINT SHOP

The Phoenix Grubb & Ellis | BRE Commercial, LLC office is independently owned and operated. By retaining earnings rather than remitting them to a corporate parent, Grubb & Ellis | BRE is able to house a rather substantial design and printing operation. We have the capability to rapidly produce marketing materials as advanced as large aerial posters, presentation boards and magazine-style packages (that often cost \$40,000 to produce out-of-house) for all of our listings (small and large). The benefit to the client is a faster design and production time, coupled with far higher quality materials as typically can be produced in a marketing budget at a competitive firm.

INTERNET MARKETING / ONLINE DUE DILIGENCE

Our Team uses technology developed by Peracon to provide internet marketing. This system is our channel for the electronic distribution of our offering memoranda as well as our entire due diligence war room. Through the use of this secure document center, we are able to create a multi-tiered depository that provides separate access to individuals depending upon their "clearance" to view confidential information. This is especially useful when designing the delivery of information during the "Best & Final" rounds and when requiring short due diligence periods.

VOLUME - THE SNOWBALL EFFECT & qualification

Eric Wichterman has sold 20 to as many as 39 buildings in each year. This volume of listings, closings and valuable time spent with investors lends itself to a valuable 'snowball effect'. By that we mean the more properties (one has on the market, the more investors that team comes in contact with). The more investors we have (compared to our competitors) translates into far higher exposure for your property. Further, the more experience we have in dealing with investors the more we learn about these investors. Some prove to be poor performers, some have a bad habit of renegotiating price, and some prove to be excellent to work with. In many cases investors make several offers on different buildings and place multiple buildings in escrow with the intent of only closing one. With several properties on the market at all times we often have the benefit of seeing an investor make multiple offers on our product and, therefore know the scope of their focus on your asset. All of these factors lend to a far higher *ultimate* price, smoother escrow and lower odds of multiple escrows. Volume like ours cannot be achieved if failed escrows are not kept to a minimum!!!

ABOUT GRUBB & ELLIS|BRE

GRUBB & ELLIS COMPANY OVERVIEW

Grubb & Ellis (“G&E”) is one of the largest publicly traded full-service commercial real estate firms in the United States with offices and affiliates in approximately 100 markets nationwide. Headquartered in Chicago, Grubb & Ellis’ corporate structure is organized into four service areas:

- Corporate and Institutional Services – 100 major clients with a 328 million square foot portfolio responsibility and over \$27 billion in annual project consideration
- Advisory Services – 18,000 projects per year, \$11 billion in annual project consideration
- Facilities and Property Management – 195 million square feet with over 300 clients
- International Operations and Support – 200 offices in 27 countries

BRE Commercial, LLC is a locally owned and operated full service commercial real estate firm serving Metropolitan Phoenix and the rest of Arizona. From our opening in the 1970’s until 2004, we were one of the flagship markets for the corporate office. While we split off from the company in 2004, Grubb & Ellis Company is one of our financial partners and we operate seamlessly under an affiliate program. We offer all of the tools and services that are available through company-owned offices. Throughout this proposal we reference BRE Commercial, LLC as well as Grubb & Ellis. As far as the Phoenix operation is concerned they are one in the same.

- Founded as an independent affiliate of Grubb & Ellis in 2004
- 97 real estate professionals and 30 support staff
- Revenue has tripled since 2004
- Annual sales and lease transactions of \$2 billion
- Full service company: office, industrial, retail, land, investments, and multi-family
- Arizona’s strongest investment sales group with 16 brokers averaging over 15 years experience

G&E provides a full range of real estate advisory and management services to clients and investors worldwide. G&E professionals arrange the sale/joint venture, or lease of commercial, industrial, retail, office, multifamily, hospitality properties and commercial land. Services for these practices include:

- Commercial Brokerage
- Project Management
- Asset Services
- Financial Services
- Property/Facilities Management
- Lease Audit and Real Property Administration

Clients within multiple markets have a single point of contact with advisors in corporate and institutional units for real estate services including site selection, feasibility studies, market forecasts and research. A dynamic company, G&E continues to build its organization to be responsive to clients, adding new expertise and services where appropriate.

CORPORATE HISTORY

G&E was founded in Northern California in 1958 as a residential brokerage firm. Commercial brokerage was added in 1961, and insurance brokerage, property/asset management, and real estate development services shortly thereafter.

In early 1981, G&E and GMR Properties of Jacksonville, Florida, merged to form the new Grubb & Ellis Company, a publicly held corporation traded on the New York Stock Exchange and Pacific Stock Exchange. During the 1980s, G&E grew rapidly through the acquisition of well-established real estate firms in the Pacific Northwest, Northeast, Southeast, Midwest, Texas and California.

Through affiliations with leading local real estate companies, G&E has

extended its operations to most of the United States. The company has also added international capabilities with a strategic partnership with Avison Young in Canada and the formation of the Mexico Services Group.

Grubb & Ellis Management Services (GEMS), formerly Axiom, began operations in 1992 as an independently operated joint venture between Grubb & Ellis and IBM. The company was formed through joining the Facilities Management Organization that had been serving IBM in multiple locations with G&E's National Property Management Division. Since early 1996, G&E has wholly owned GEMS.

Grubb & Ellis is one of the world's leading full-service real estate organizations, providing a complete range of transaction management and consulting services to users and investors in real estate worldwide.

- Founded in northern California in 1958
- Publicly traded on the NYSE: GBE
- 112 offices with 5,200 professionals and staff
- Offices and affiliates in 100 markets nationwide
- Annual transaction value of \$45.2 billion
- Management portfolio of 201.8 million square feet

GRUBB & ELLIS AND AFFILIATES LOCATIONS



THE MARKETING PROCESS

WE CAN EMPHASIZE THE QUALITY AND STABILITY OF THE PROPERTY, MITIGATE PERCEIVED RISKS AND EXPLOIT THE DEMAND TO PLACE CAPITAL IN ORDER TO ACHIEVE MAXIMUM VALUE.

GOALS

Price: The obvious primary goal in marketing income producing properties is to achieve the highest price for the property. Our strategy for marketing property is designed to put the property in its best possible light and to expose it to as many potential investors as possible. A thorough understanding of the property, market and the investors currently active in the market is critical to accomplishing this goal.

Market Coverage: Another primary goal in our marketing strategy is to create a maximum of investor interest in the property. The simple laws of supply and demand dictate that the greater the competition for the property, the higher the price that will be achieved for the property. The strategy that is employed must, therefore, ensure as many qualified investors as possible are made aware of the offering and have an opportunity to participate in bidding on the property. From marketing similar properties, we have experience in identifying and targeting a large group of potential investors and bringing those investors to the table. Marketing the property directly to the brokers active in our market is of equal importance.

Efficiency: This Team places an unprecedented level of importance to efficiency in a real estate transaction. The greatest threat to efficiency is a failed escrow. In order to avoid this, great emphasis must be placed on researching all potential buyer's track records, acquisition behavior, underwriting assumptions and depth, and assessing their overall desire to own the asset(s). Much of the talent in this assessment comes from knowing the players and closing a high volume of transactions so as to have a 'sharp tuning fork'. This team's unprecedented volume and high

level of completed transactions with private investors (which we perceive as the trickiest to understand) is vital to success in efficiency.

MARKETING TO PRIVATE BUYER

Though Institutional investors have been quite active in our market, they typically do not purchase properties below \$20 million. Therefore it is more than likely that the private sector will produce the most interest in the price ranges below this level.

Our team is uniquely positioned to create the highest level of investor interest in properties below the \$20 million price range. Through our activity marketing other similar properties over the past several years, our marketing team has built the largest database of private investors with an interest in investment properties. The private sector of buyers can be the most challenging sector to effectively cover. Most of these private investors do not have the manpower to make themselves widely known (marketing departments and acquisition employees). These factors make it far more difficult to locate private investors. With the most extensive coverage of the private sector, no other investment brokerage team has the level of sales volume, experience, access to and understanding of the private capital sources as this Team.

RECOMMENDED PROCESS: CONTROLLED BID

Our recommended sale process entails a Controlled Bid Process that will include a "best and final" method to deal with multiple, qualified offers. Our experience suggests that, in the event multiple offers are obtained, a "best and final" bid among the top initial bidders is wise. Buyers will be informed that preference will be given to offers submitted by buyers who have completed a significant amount of due diligence in advance of the submission of the offer. Buyers would also be asked to provide financial information and references to demonstrate their ability to close the transaction.

In this process, buyers will be qualified not only by their financial ability to close, but also their understanding of the investment. This should help minimize the chances for the transaction to be lost or re-traded during the due diligence process.

We will especially focus on locating 1031 exchange buyers, who often will pay the highest prices for properties. These investors can be accessed through our proven marketing techniques which include:

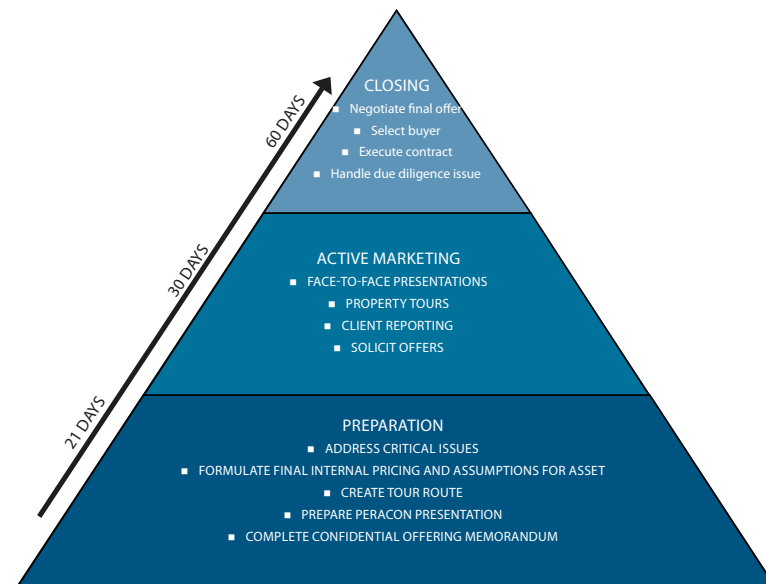
- Utilizing our national Grubb & Ellis network.
- Sharing the listing with other brokers in the local market through mailings, e-mail marketing and personal contact (our extensive track record in selling properties and cooperating with buyer agents has led brokers who are working with 1031 exchange buyers to contact us to find product).
- This Team's high volume of sale activity increases the odds that investors will locate and contact us either through word-of-mouth or in response to our numerous marketing efforts in the past.
- Relationships with escrow agents and bankers.
- Advertising in the Wall Street Journal.
- Internet Marketing.
- Monitoring the recent comparable sales in our market and calling all the sellers and buyers of recently sold buildings.

MARKETING PROCESS

Our years of experience enables us to properly position the property in the market and pro-actively overcome potential hurdles. In order to achieve the pricing and timing objectives, the following procedures will be implemented.

PRE-MARKETING DUE DILIGENCE

Upon being awarded the assignment, the Grubb & Ellis Company team immediately begins a thorough and intensive review of all financial and physical property information. The due diligence information will be the basis of our Offering Memorandum and will streamline the due diligence process. We load all due diligence documentation onto our web-based document center.



SAMPLE DUE DILIGENCE

The following is a sample of the due diligence documents we will gather and assemble during the marketing process:

Building Information

- Building Plans
- Mechanical/Electrical Specs
- Site Plans
- Historical Capital Expenditures

Tenant Information

- Tenant Leases
- Tenant Expense Recovery Detail
- Correspondence to tenants of current year estimate of tenant expense recovery

ACTUAL FINANCIAL STATEMENTS

- Current Rent Roll
- Income and Expense Report-Year-to-Date and Previous 3 years
- 2007 Budget
- Current Property Tax Bill, Tax History
- Accounts Receivable Report

Miscellaneous Documents

- Management Agreements
- Service Contracts
- Maintenance Agreements
- Equipment Leases
- Personal Property List
- Insurance Policies and New Insurance Quotes
- Licenses

Third Party Reports (if available)

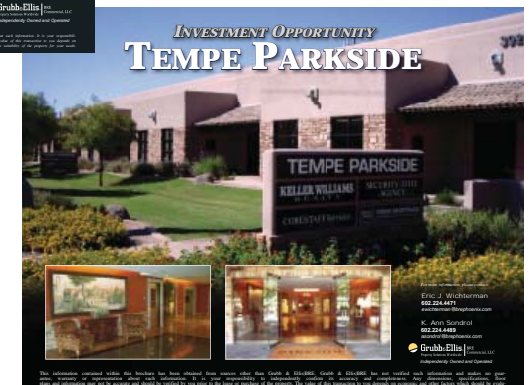
- Engineering and Structural Reports
- Environmental Audit (Phase I)
- Preliminary Title Report
- Survey
- Appraisal

OFFERING MEMORANDUM

Grubb & Ellis has been on the leading edge in creating offering memoranda that deliver quality information suitable for investors to evaluate acquisition opportunities quickly. We produce an institutional “magazine-style” for all of our Offerings. These packages are typically the quality only used in \$20 million and up price ranges.

MARKETING

As soon as the owner has approved the offering memorandum, we begin the formal marketing process. Since we have reached potential purchasers very broadly with the Notice of Offering, the Grubb & Ellis team will personally contact the top tier of pre-qualified buyers immediately upon sending the Notice of Offering.



We personally contact all recipients of the Offering Memorandum to assess their level of interest, schedule property tours and further market the property. This is one of the most vital parts of the marketing process. This creates a potential buyer's first impression and, if done properly, alleviates initial concerns.

PROPERTY TOURS AND INSPECTIONS

Property and market tours are an integral part of the marketing process. We conduct them strategically and realize this is when a deal can be lost. We thoughtfully map out a competitive property tour (if requested by the investor). During the tour, we showcase the positive attributes of the property and translate them into value.

QUALIFYING PROSPECTS

We conduct interviews and obtain written documentation to qualify the prospective buyer's motivations and ability to close. We analyze their previous transactions, research local market experience, discuss their proposed debt and equity arrangements and gain a firm understanding of their internal approval process. With some much closing volume and several properties on the market at all times we often have the benefit of knowing first hand who is a good buyer and who is not. Additionally, with high levels of product listed we often have the benefit of seeing an investor make multiple offers on our properties, thereby know the scope of their focus on your asset. All of these factors lend to a far higher *ultimate* price, smoother escrow and lower odds of multiple escrows

DUE DILIGENCE MANAGEMENT

In order to maintain the momentum of the sales process and facilitate a timely close, we assemble the due diligence materials for the winning bidder prior to and during the marketing process. We ensure these materials are in order, current, accurate and complete.

The team will closely work with the buyer during due diligence. Our preference is to work with the buyer in order to manage the process and to keep the seller informed of any potential areas of concern.

CLIENT REPORTING

Our team utilizes a custom Access database for our investor database and subsequently our client reporting. Our team is diligent and thorough in keeping this current. Everyone in the team is connected to the same database. Our detailed marketing reports will be printed out weekly.

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