



COMPANY OVERVIEW

Voit

REAL ESTATE SERVICES



PRIVATE.
REGIONAL.
BROKER OWNED.

WHO WE ARE

We are a privately held, broker owned Southern California-based commercial real estate firm that has been providing strategic property solutions for our clients since 1971. Throughout our 40+ year history, the firm has navigated multiple market cycles and been able to retain the unique company culture on which we were founded. Above all else, **Voit is a client-centric real estate services firm.** Our team members continuously work to strengthen relationships and every decision starts with our clients' best interest in mind.

With our brokers taking an ownership stake in the firm, it ensures our resources are allocated most efficiently to serve the needs of our clients. There is no better lens into our clients' businesses than our brokerage professionals and at Voit we are nimble enough to be able to react as the markets and our clients' needs evolve.

At Voit, we believe **our people are our greatest asset** and Voit's leadership works to ensure our professionals have all the necessary tools to be successful while delivering uncompromising service to our clients. Providing Voit team members with access to industry-leading market research and a wide range of corporate resources does just this, differentiating us from the rest.

At Voit, we also embrace the social and economic responsibilities that encourage community growth and development. We are a proud supporter of the Boys and Girls Club among other charitable organizations and encourage participation both with time and donations company-wide.

A Commitment to

QUALITY
PROFESSIONALISM
& INTEGRITY

VOIT AT A GLANCE

Our success stems from our clients' success. By working in close collaboration with our customers, our expertise has enabled us to deliver results that exceed our clients' expectations.





Founded

- 1971

Operations

- 5 office locations serving Southern California

Successes

- 64 million square feet developed, managed and acquired
- \$44.8 billion in brokerage transactions
- 43,000+ brokerage transactions
- \$1.4 billion in construction projects managed

SUCCEEDING IN TODAY'S ECONOMY



Brokerage Services

Voit's brokerage division was founded in 1987 and throughout the years, has achieved extraordinary results for our clients. In 2015, Voit Real Estate Services evolved into a broker owned firm, giving our professionals the opportunity to have a voice in their firm and in their careers.

Voit's brokerage professionals are a tightly integrated group of market leaders who work closely with each other and our clients to provide local market knowledge, real time data and exceptional service, helping our clients make carefully informed real estate decisions to maximize value.

Many of our team members are also Society of Industrial & Office Realtors (SIOR) designees and Certified Commercial Investment Members (CCIM). These affiliations along with our alliance with CORFAC International provide our professionals access to a wider geographic reach for clients that require assistance in other parts of the country and internationally.

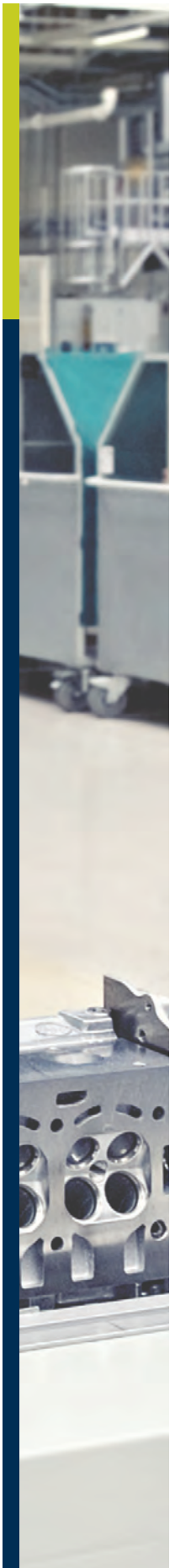
Core Services

Our core brokerage services extend to institutional and private clients for sales and leasing in the following property types:

- Office
- Industrial
- R&D
- Flex
- Retail
- Medical
- Multi-Family
- Land
- REO Distressed Assets
- Note Sales

At Voit, we provide a complete spectrum of commercial real estate brokerage services, including:

- Seller / Landlord Representation
- Buyer / Tenant Representation
- Investment Acquisitions / Dispositions
- Built-to-Suit Services



WHY WE'RE DIFFERENT



Broker Owned

With our brokerage professionals sitting on the Board of Directors and as shareholders in the company, Voit brokers have a voice in their firm. Resources are allocated according to our clients' needs and our professionals are able to make timely decisions to maximize success.

Depth in Resources

Ensuring our team members have all of the key resources for success and providing our clients with the best in class service is a focus for Voit. Our in-house research team equips our brokers with in-depth market data and the firm provides a wide-range of corporate resources including marketing templates, support staff and comprehensive training programs.

Entrepreneurial Environment

Being entrepreneurial means that we have the freedom and creativity to find the best solutions for our clients, without a lot of corporate rules or bureaucracy to navigate. Our brokerage professionals have an unparalleled real estate platform backed by the strength and stability of one of the most enduring names in real estate giving them the opportunity to achieve new heights in their careers.

Collaborative

At Voit, we believe that by working together throughout all our offices produces more opportunities and unique solutions for our clients. Our professionals consistently share relevant market intel creating valuable synergies among our team members.



Privately Held

We report to our clients not to Wall Street or outside investors. At Voit, our decisions are based on the clients' best interest and we're able to capitalize on a proven platform, achieving the greatest success for our customers and their commercial real estate objectives.

Regional

At Voit, we don't believe that bigger is better, we believe better is better. As a regional firm, our brokerage professionals are true experts in their regions and leaders in the Southern California commercial real estate market. Our brokers know their markets, and they know them better than anyone. For clients needing a wider reach, we have aligned with CORFAC, which is a valuable network of privately held, entrepreneurial firms like Voit, providing expertise across all product types throughout the nation. Additionally, many of our brokerage professionals are members of SIOR and CCIM. Whatever the need, Voit clients are guaranteed access to dedicated and focused service professionals throughout the country and across the globe.

40+ Year History

In existence since 1971, we have a long history of successes to assure our clients that they are in the best hands. Throughout our 40+ year history, our firm has successfully navigated multiple market cycles and has been able to retain the unique company culture on which it was founded.



RESOURCES

Real Capital Markets (RCM1)

Voit has a strategic alliance with RCM1 which is recognized as the leader in providing online transaction management services to the institutional real estate community. This partnership provides our brokerage professionals with the following advantages:

- A sophisticated marketing platform and highly secure online Virtual Deal Room to market, sell and/or auction properties in real time.
- Property listings that include online brochures and confidentiality agreements
- Personalized websites with mobile-friendly landing pages for properties
- Real-time tracking and reporting
- Access to RCM's database of more than 40,000 national qualified investors

Marketing Support & Training

Armed with marketing templates and highly qualified support staff, Voit's team members are able to provide high quality materials to effectively market clients' properties while our brokers focus their time and attention searching for unique opportunities and solutions tailored to their clients' real estate goals.

Another main differentiator is our comprehensive training program. Voit boasts a rare culture where our market leaders invest the time, energy and resources to help our next generation of professionals which creates a highly collaborative atmosphere. Additionally, our management team and outside consultants combine to help our young professionals learn the business the right way in this highly dynamic industry.

Market Data & Research

Equipped with the information of the more than 40 national and local third-party data vendors to which Voit subscribes along with the proprietary data collected by our brokers, Voit's market research team is able to provide clients with the sophisticated knowledge required to make well-informed business decisions. Quarterly Market Reports as well as Mid-Quarter Market Reports are generated for all Southern California markets where we operate and can be found on our website at Voitco.com. Custom research reports also available upon request.

Some of the market data tools to which our team members have access include:

- Multiple Listing Services (Loopnet, CoStar, AIR)
- Demographic & tenant data
- County records
- Aerial photography & mapping capabilities
- Property/submarket-specific analyses
- Highest and best-use analyses
- Leasing and sales trends
- Vacancy and availability analyses
- Occupancy and absorption analyses
- Average time on market analyses
- Labor statistics—national and local
- Consumer confidence and retail sales growth analyses



RECENT NOTABLE TRANSACTIONS



Redhill Avenue

Santa Ana, CA | \$19.7M/95,000 SF



Distribution Center

Vernon, CA | \$18.4M/137,436 SF



McGrath Retail Portfolio

San Diego, CA | \$107M/294,428 SF



Newhope Drive

Moreno Valley, CA | \$28M/366,698 SF



Carmenita Road

Santa Fe Springs, CA | \$19.3M/208,432 SF



Danielson Court

Poway, CA | \$16.9M/112,062 SF



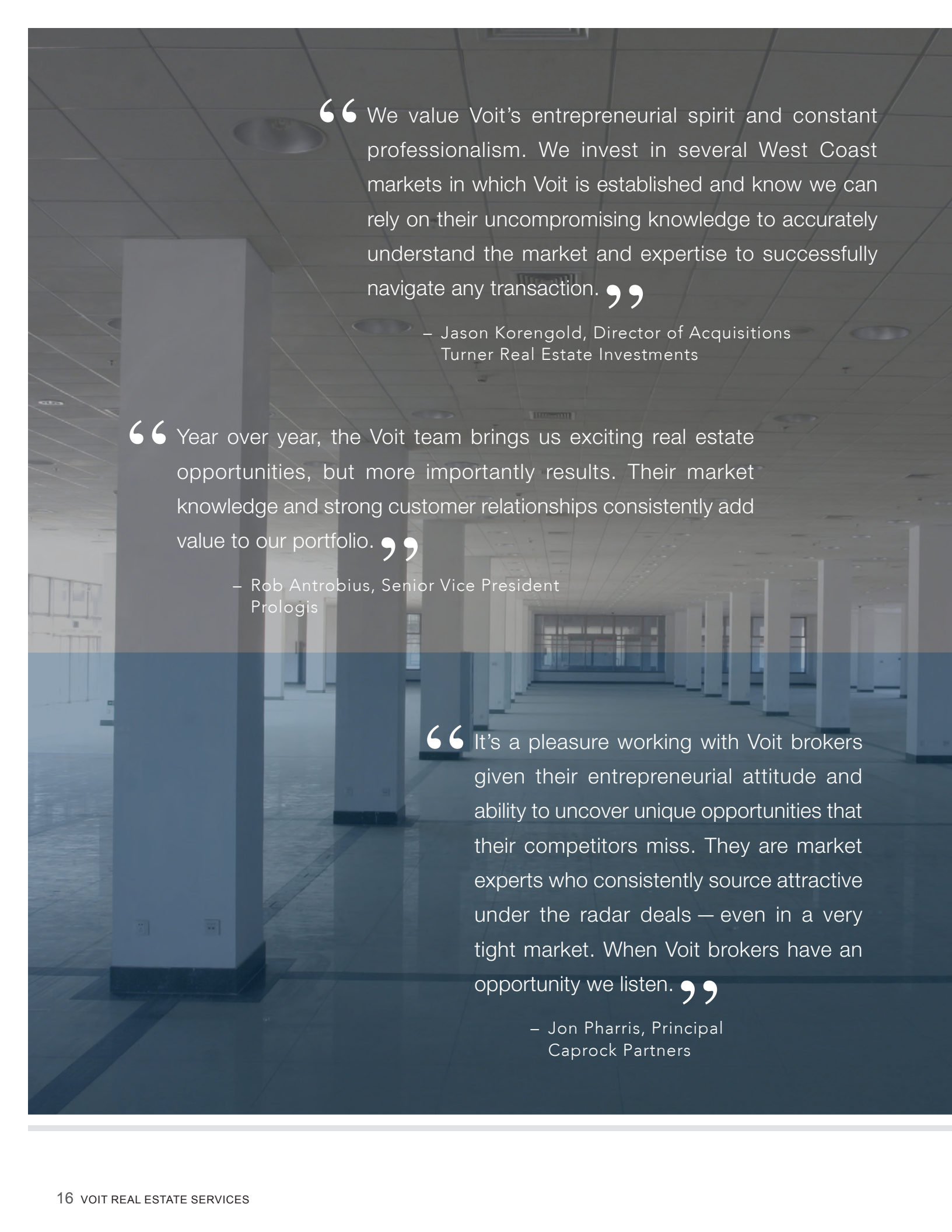
Victoria Business Center

Long Beach, CA | \$15M/119,576 SF



Orbis Development

Ontario, CA | \$12.74M/116,400 SF



““ We value Voit’s entrepreneurial spirit and constant professionalism. We invest in several West Coast markets in which Voit is established and know we can rely on their uncompromising knowledge to accurately understand the market and expertise to successfully navigate any transaction. ””

– Jason Korengold, Director of Acquisitions
Turner Real Estate Investments

““ Year over year, the Voit team brings us exciting real estate opportunities, but more importantly results. Their market knowledge and strong customer relationships consistently add value to our portfolio. ””

– Rob Antrobius, Senior Vice President
Prologis

““ It’s a pleasure working with Voit brokers given their entrepreneurial attitude and ability to uncover unique opportunities that their competitors miss. They are market experts who consistently source attractive under the radar deals — even in a very tight market. When Voit brokers have an opportunity we listen. ””

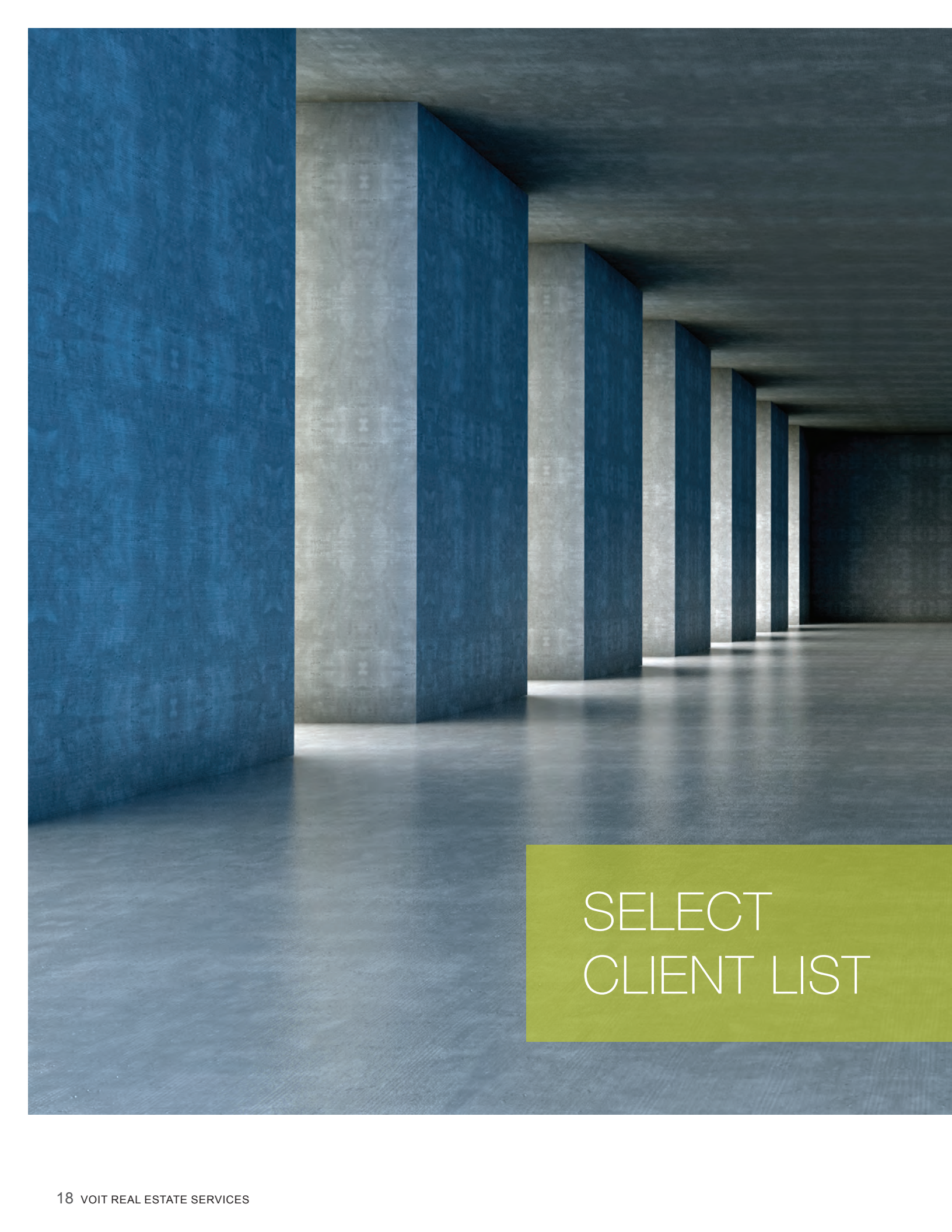
– Jon Pharris, Principal
Caprock Partners



CREATING VALUE FOR OUR CLIENTS

“ Having partnered with Voit Real Estate Services for nearly a quarter century speaks to the tremendous success we have experienced together over the years. ”

– Mike Neal, President & CEO, H.G. Fenton



SELECT CLIENT LIST

Aetna
Alere Property Group
Ballast Point
Beckman Coulter
BOSE Corporation
Burton
CapRock Partners
Charles Schwab & Co.
Cohen Asset Management
Colony Realty Partners
CT Realty
DCT Industrial
Dedeaux Properties
Dunbar
EverWest Real Estate Partners
Goodman Birtcher
Greenlaw Partners
Harsch Investment Properties
Hart Realty Advisors
HG Fenton Company
IMortgage
Irvine Company
LBA Realty
Maersk
McGrath Investments
MOR Furniture
Northwestern Mutual
Overton Moore Properties
Panattoni Development Company
Penske Automotive Group
Prologis
Quiksilver
Rexford Industrial
Satellite Healthcare
ScottTrade, Inc.
San Diego Gas & Electric
Shea Properties
TA Associates
Thrifty Oil
TIAA-CREFF
Turner Investments
Wells Fargo
Westcore Properties
Western Realco





Find out how Voit can help you.
www.VoitCo.com

©2016 Voit Real Estate Services. License Number #01333376.