

Commercial/Residential Property & Asset Management

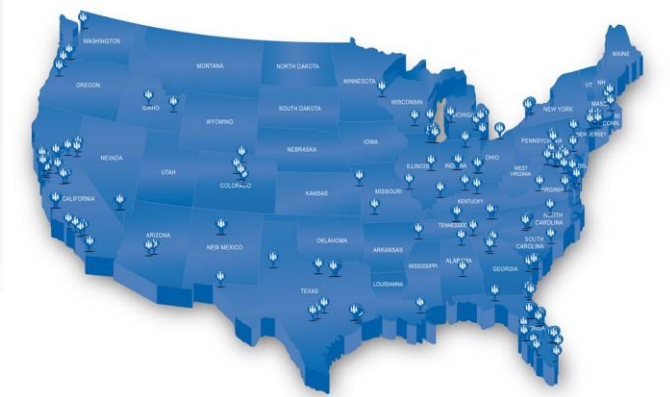


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I. Our Firm and Your Management Team

Nationwide Resources



— Over 165 Affiliate Offices Nationwide —
— \$8 Billion in Annual Sales —

- ❑ Headquartered in Los Angeles, Sperry Van Ness/DealPoint Merrill Properties Corporation works closely with more than 165 national offices to provide superior management and advisory services to its Clients.
- ❑ In business since 1985, the Principals have acquired, developed, owned and managed over \$5 billion in commercial real estate assets.
- ❑ Specialists in Office, Industrial, Retail, Multifamily & Self Storage, serving clients across the nation.

Management Team



Management & Advisory Team

David Frank

Chief Executive Officer

Sterling McGregor

Partner & Co-Founder

Mark Mimms

Managing Director

Jeanette Eberhardt

Director Business Development

Susan Punos

Sr. National Asset Manager

Jonathan Klempa

Sr. Regional Asset Manager

Harry Ramnath

Sr. Project Accountant

Danielle Watson

Director of Communications

EXPERIENCED ■ STRATEGIC
RESPONSIBLE ■ INNOVATIVE



II. Scope of Services

- Property & Asset Management
- Construction Management
- Investment Brokerage & Co-Investment Programs
- Receivership & Special Assets
- Tenant Retention & Leasing
- Building Maintenance & Procurement
- 24/7 Emergency Response
- Online Paperless Reports

As a developer, owner and operator, we manage all client properties as if they were our own, providing service above and beyond expectations. We approach every asset carefully and succinctly in order to maximize value through aggressive marketing, leasing and operations maintaining ethical standards and in alignment with client's investment strategy. Our expertise includes preleasing, lease-ups, renovation and repositioning, all to maximize the property's full potential.

Services

- ❑ Property Report & Analysis Delivered w/in Two Weeks from Day of Commencement
- ❑ Budget & Forecast Completed by Day 30
- ❑ Transition Planning and Execution
- ❑ Staff Training and Online Support
- ❑ Ongoing Monthly/Quarterly Financial and Operating Reports
- ❑ 24/7 Online Access to Reports

Property Management

- ❑ Tenant Relations and Retention
- ❑ Construction Project Management
- ❑ Capex and TI Expense Management
- ❑ Value-add Redevelopment
- ❑ Marketing Campaigns and Public Relations
- ❑ Monthly Physical Property Inspection Reviews
- ❑ Customized Management Plan Is Developed Specifically for Your Asset

Shopping



Living



Working



— We Cover it All —

INVESTMENT ADVISORS

Our investment advisors are here to provide you with superior investment services, including due diligence services, portfolio accounting, investment analyses and recommendations, and sourcing new investments



**Property & Portfolio
Valuation**

**Acquisition Due
Diligence**

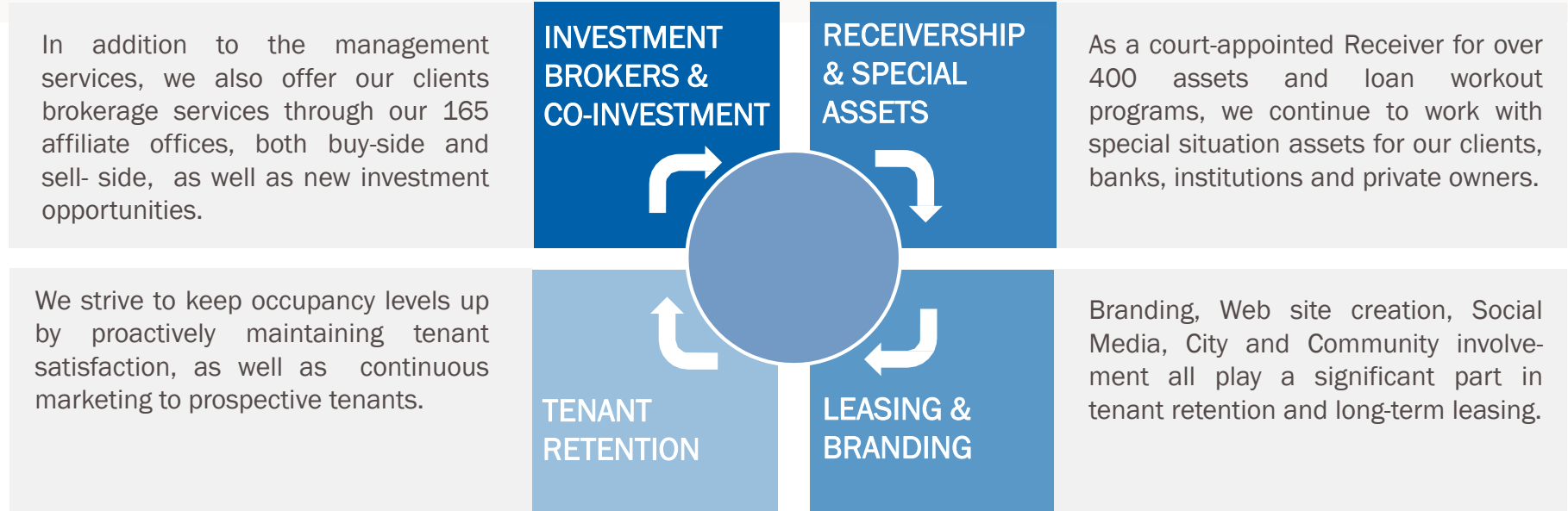
Asset Transitions



- ❑ Tenant Improvements
- ❑ New Construction
- ❑ Property Inspections / Due Diligence
- ❑ Energy and Earthquake Retrofits
- ❑ Fire and Life Safety Systems
- ❑ Environmental Consulting
- ❑ Building Rehabilitation and Structural Upgrades and Inspections
- ❑ Architectural and Design Services
- ❑ Plan and Specification Review
- ❑ Value Engineering
- ❑ Roofing Inspections, Specifications and Contracting
- ❑ Asbestos and Hazardous Waste Abatements
- ❑ Design Review Presentation and Project Approvals
- ❑ Contract Negotiations

Comprehensive Approach to Management

In addition to our scope of services, you benefit from a nationwide network of offices, brokers, and advisors



III. Executive Biographies



DAVID FRANK, Esq. | Chief Executive Officer and Co-Founder

- ❑ Over 28 years in commercial real estate, including development, acquisitions and management
- ❑ Over 400+ court appointed receivership and commercial loan workouts
- ❑ In 1997, co-founded NewMark Merrill Companies - ranked “Top 10 Retail Property and Development Firms” in Los Angeles



Sterling McGregor | Partner and Co-Founder

- ❑ Over 20 years of experience in commercial real estate acquisition and capital markets
- ❑ Acquired and financed over 20 million SF of commercial and multifamily properties in excess of \$2.5 billion
- ❑ Structured over 20 million square feet of real estate securities transactions and tenant-in-common ventures



Mark Mimms | President & Managing Director

- ❑ Brings over 35 years of experience to the Sperry Van Ness/DealPoint Merrill Team
- ❑ Closed over \$1 billion in properties and serves as an expert in the large projects division
- ❑ Began his real estate career in 1977 serving as president/owner of his own commercial real estate brokerage firm until joining Sperry Van Ness in 2000



Jeanette Eberhardt | Director of Business Development

- ❑ Oversees the growth strategies for the property and asset management platform
- ❑ 15 years of real estate experience, managed over \$500 million of real estate assets
- ❑ Over \$1 billion in M&A transactions and \$40 million IPOs

IV. Our Mission

“Exceeding Our Clients’ Expectations for Service and Performance”

“Our mission is to provide service and performance beyond our clients’ expectations, delivered with the highest standards of excellence and integrity. We meet these expectations by creating and implementing client-focused real estate investment strategies, staying centered on what we know and understand, while maintaining ethical standards in our business practices.”

Sperry Van Ness/DealPoint Merrill Properties Corporation

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