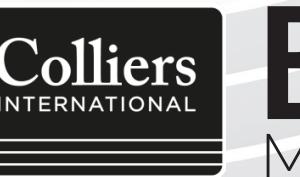


Colliers
INTERNATIONAL

BAY AREA MULTIFAMILY TEAM





BAY AREA MULTIFAMILY TEAM

Our team is committed to bringing the highest standards of brokerage excellence and professionalism to each and every transaction.

With a deep sense of fiduciary responsibility to our clients, we work diligently to provide in-depth and insightful market knowledge, detailed underwriting and analysis, and a comprehensive marketing platform for the disposition of our client's multifamily assets.

Our goal is to serve as valuable and trusted advisors for each client's acquisition and disposition needs.

The Multifamily Partner Team



ERIC KATZ
Vice President of Investments
Lead Client Negotiations
Asset Evaluation
Contract Negotiation



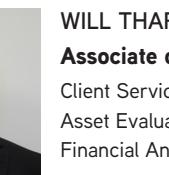
DANIEL KATZ
Head of Business Operations
Business Development
Financial Analysis
Process Improvement



DAVID KATZ
Senior Broker of Investments
Client Services & Management
Asset Evaluation
Financial Analysis



TEDDY ENFANTINO
Associate of Investments
Client Services & Management
Asset Evaluation
Financial Analysis



WILL THARP
Associate of Investments
Client Services & Management
Asset Evaluation
Financial Analysis



ALEX CALDWELL
Escrow Manager
Escrow and Business Operations
Management Operations
Client Relations



HALLIE CALHOUN
Marketing Manager
Marketing Strategies
Marketing Collateral
Graphic Design



CINDY LOPEZ
Research Associate
Market Research & Analysis
Risk Analysis
Demographics



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VICE PRESIDENT OF INVESTMENTS
INVESTMENT SERVICES | MULTIFAMILY
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Eric.Katz@colliers.com

Specialization

Eric Katz founded the Silicon Valley Multifamily Division in Santa Clara County and San Mateo County and has been in the business almost eight years.

He specializes in representing sellers and buyers of apartment buildings in Santa Clara County and the Peninsula, and also

has considerable experience closing deals in office and retail. Eric is a 1031 tax deferred exchange specialist and is an expert salesman and negotiator.

Background

Since joining in 2011, he has closed over 60 transactions representing \$200 million in real estate. He also founded a property management company three years ago and currently owns multiple Bay Area properties.

He also has one year of business experience working in professional sports. Roles with the San Francisco 49ers, Los Angeles Rams, and TB12 Sports.

Prior to HBS, he spent two years working in product strategy and business operations for LinkedIn. He also spent two years doing management consulting at Bain and Company after graduating MIT.

Education

Eric holds a Bachelor of Science Degree in Economics, a Minor in Management, and a Minor in Chemistry from the Massachusetts Institute of Technology (MIT).

He graduated magna cum laude from Babson, the highest ranking undergraduate program for Entrepreneurship.



DANIEL KATZ
HEAD OF BUSINESS OPERATIONS
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Specialization

Daniel Katz specializes in sales strategy, marketing, and operations. Coming from a highly data-driven background, his focus is to optimize, streamline, and scale the business. He has built many quantitative tools to help our team better price and analyze deals.

With his expertise in strategy, finance, and negotiations, he has helped clients maximize their return-on-equity, reposition assets, and quickly grow their real estate portfolios.

Background

Daniel has one year of real estate strategy, brokerage, and property management experience and has done 10+ transactions representing almost \$50 million in real estate.

He also has one year of business experience working in professional sports. Roles with the San Francisco 49ers, Los Angeles Rams, and TB12 Sports.

Prior to HBS, he spent two years working in product strategy and business operations for LinkedIn. He also spent two years doing management consulting at Bain and Company after graduating MIT.

Education

Daniel holds a Bachelor of Science Degree in Economics, a Minor in Management, and a Minor in Chemistry from the Massachusetts Institute of Technology (MIT).

He also holds a Masters in Business Administration (MBA) from Harvard Business School (HBS).



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David.Katz@colliers.com

Specialization

David Katz actively meets face-to-face with owners of 4-50 unit apartment buildings in the Bay Area and has been helping clients grow their portfolios since 2014.

He is an expert in helping clients utilize 1031 exchanges to minimize their tax liability and improve their returns.

In addition to multifamily investments, he is experienced in triple-net deals and office leases.

Background

David has five years of multifamily experience and has done over forty transactions representing over \$150M in real estate value.

He also founded a property management company three years ago and has been critical in scaling the business to over 300 units.

David owns multiple properties in the greater Bay Area and has overseen countless renovations projects.

Education

David holds a Bachelor of Science Degree in Business Administration from the University of Southern California (USC).

He also holds a Minor in Real Estate Development with a focus in Entrepreneurship.

While at USC, he received a Global Fellowship giving him the opportunity to work and learn in China for a summer.

PARTIAL LIST OF TRANSACTIONS SINCE 2016

PROPERTY ADDRESS	CITY	#/UNITS
Dollar General	Angels Camp	N/A
402, 420 S 4th St & 441 S 5th St	San Jose	31
505 Pine St	Redwood City	5
1077, 1081, 1085, 1089 N 5th St	San Jose	25
282 E Younger Ave	San Jose	4
1002-1008 Ravenscourt Ave	Campbell	16
2010-2125 W. Middlefield Rd	Mountain View	19
565 Escuela Ave	Mountain View	20
341 Menker Ave	San Jose	5
505 Black G Trail	Caney	N/A
35679 Newark Blvd	Newark	4
947 Azure St	Sunnyvale	4
529 Hampshire Ave	Redwood City	4
3714 Peacock Ct	Santa Clara	8
1574 Tenaka Place	Sunnyvale	4
6470 Country Club	Rohnert Park	12
2783 Marlborough Ave	Redwood City	2
1-9 Garrison Dr	Campbell	9
10-18 Garrison Dr	Campbell	9
619 Stambaugh St	Redwood City	11
456 N. Winchester Blvd	Santa Clara	7
450 N Winchester Blvd	Santa Clara	7
450 California St	Santa Clara	8
2982 Magliocco Dr	San Jose	16
395 S. 3rd St	San Jose	15
95 Monroe St	Santa Clara	8
165 O'Keefe St #14	East Palo Alto	1
4298 Macedo Place	Santa Clara	1
1806 Higdon Ave	Mountain View	4
1749 Hester Ave	San Jose	13
1440 Gordon St	Redwood City	15
1442 Gordon St	Redwood City	14
914 Mountain View Ave	Mountain View	24
5424 Saint Mark Ave	Newark	16
1211 Jefferson St	Santa Clara	15
3789 Starview Dr	San Jose	4



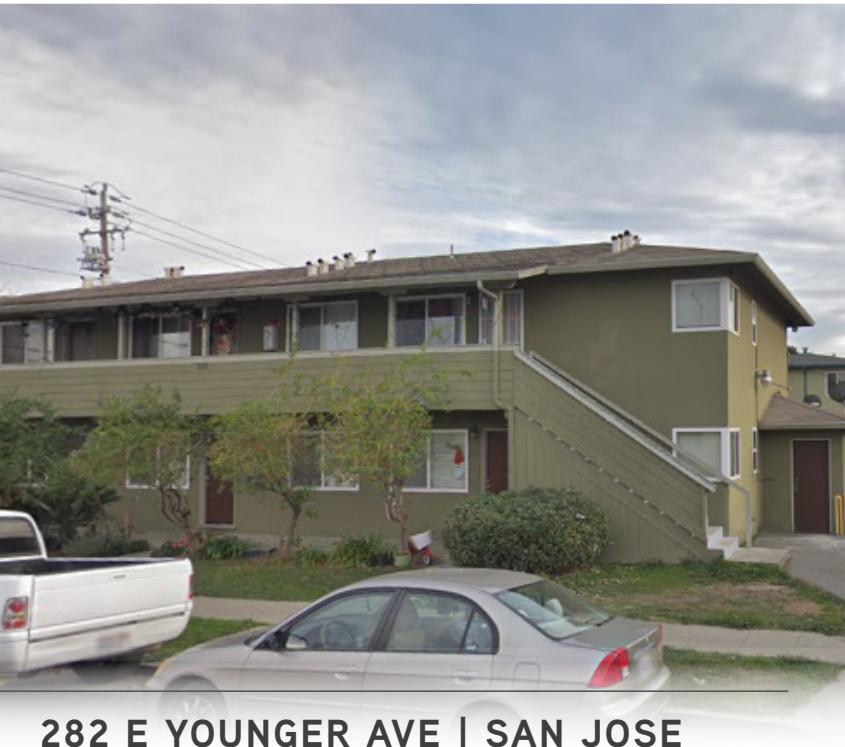
CASE STUDY #1

**SALE OF 16 UNIT BUILDING IN CAMPBELL AT PEAK LIST PRICE,
FOLLOWED BY ACQUISITION OF 29 UNITS IN SAN JOSE**



CONTEXT/OBJECTIVE

Private investor aspiring to strategically grow portfolio through value-add investment opportunities



KEY RESULTS

- » Helped owner turn 4 units into 29 units over 3 year period via multiple 1031 exchanges
- » Client increased equity position by over \$2.25M
- » Decreased average \$/Unit by ~40% in most recent exchange (from \$430K to \$273K \$/Unit)

CASE STUDY #2

1031 EXCHANGE INTO TRIPLE NET DOLLAR GENERAL BUSINESS AFTER SALE OF 5 UNITS IN REDWOOD CITY



CONTEXT/OBJECTIVE

Two longtime partners seeking to increase cash flow and remove management responsibilities



KEY RESULTS

- » Increased return on equity for client by 33%
- » Increased annual cash flow by \$24K
- » Achieved multiple offers and sold at list price to contingent free buyer

CASE STUDY #3

OFF-MARKET SALE OF 31 UNIT PORTFOLIO IN DOWNTOWN SAN JOSE NEAR NEW GOOGLE HEADQUARTERS



402 S 4TH ST, 420 S 4TH ST, 441 S 5TH ST | SAN JOSE | 31 UNITS

CONTEXT/OBJECTIVE

Two siblings entering retirement and looking to reposition their equity



441 S 5TH STREET | SAN JOSE



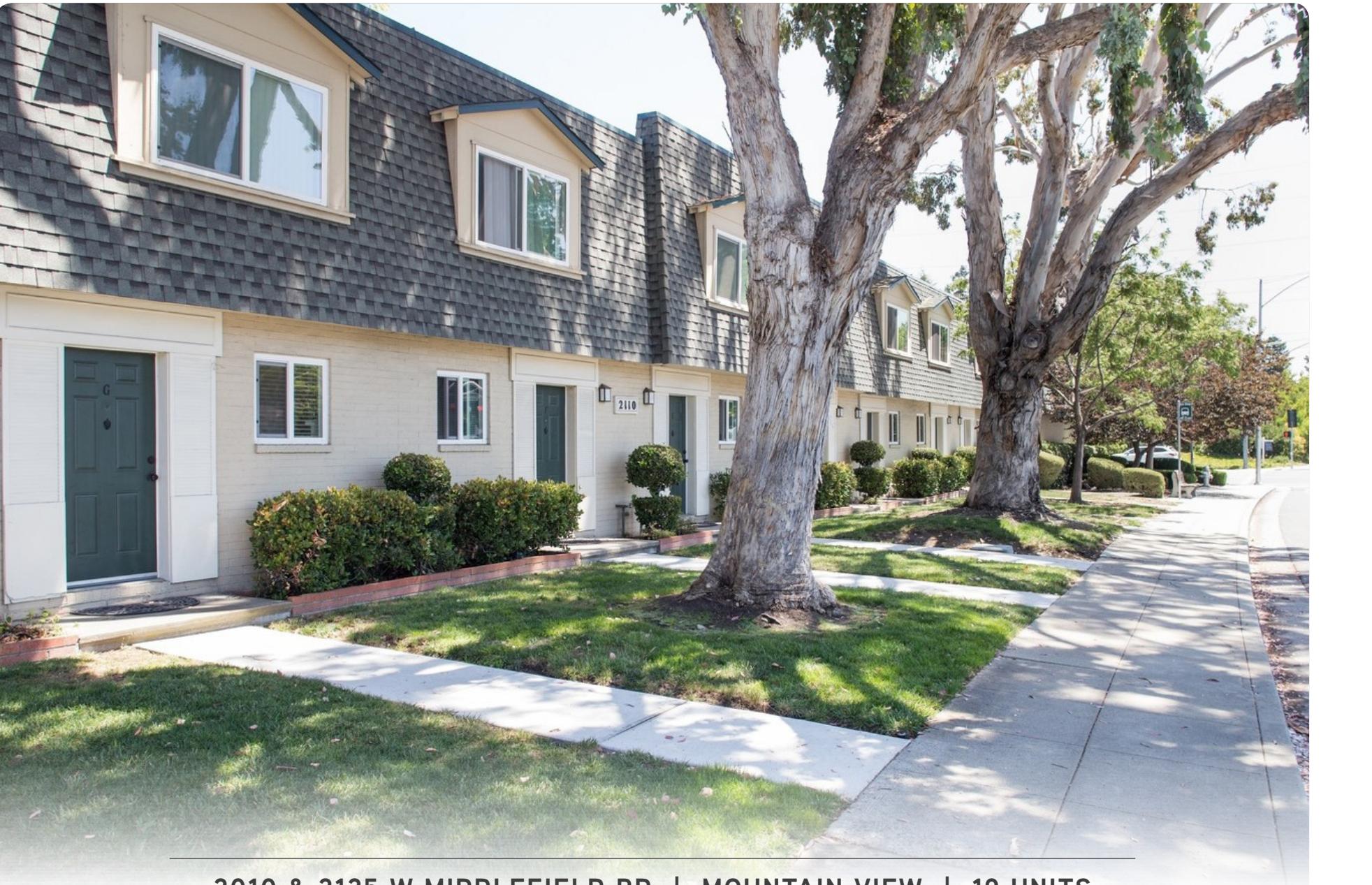
420 S 4TH STREET | SAN JOSE

KEY RESULTS

- » Sold off-market to established local investor for \$8.8M (\$283K per unit)
- » Seller achieved an exit cap rate of 2.3% in rent-controlled market, while saving \$300K+ in necessary upcoming capital improvements

CASE STUDY #4

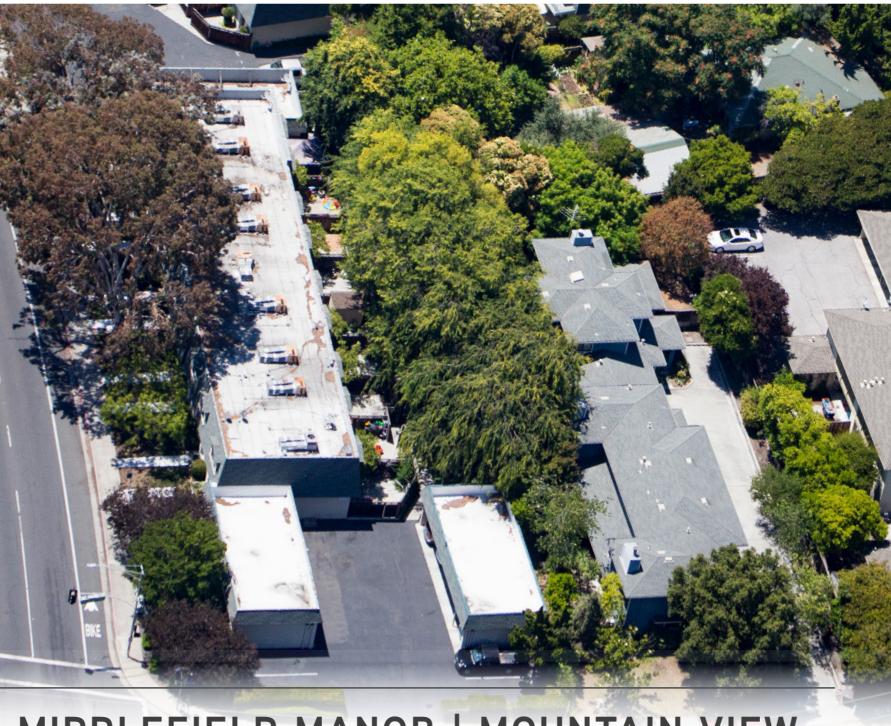
PUBLICLY MARKETED SALE OF 19 UNIT TOWNHOME STYLE COMPLEX IN MOUNTAIN VIEW FOR \$10.5M



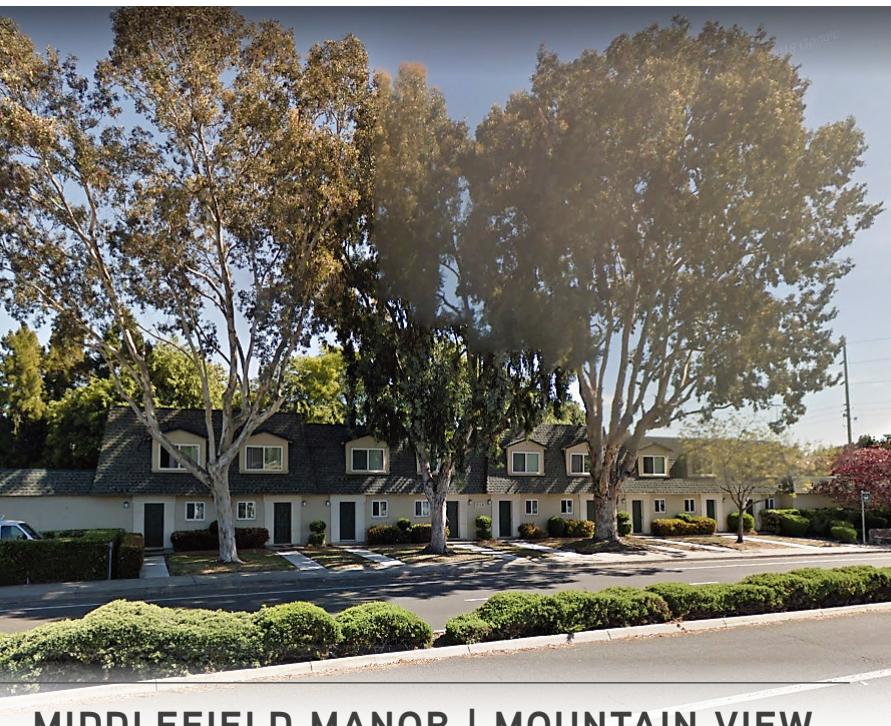
2010 & 2125 W MIDDLEFIELD RD | MOUNTAIN VIEW | 19 UNITS

CONTEXT/OBJECTIVE

Longtime owner with large equity position exploring potential sale of townhome style property with redevelopment potential



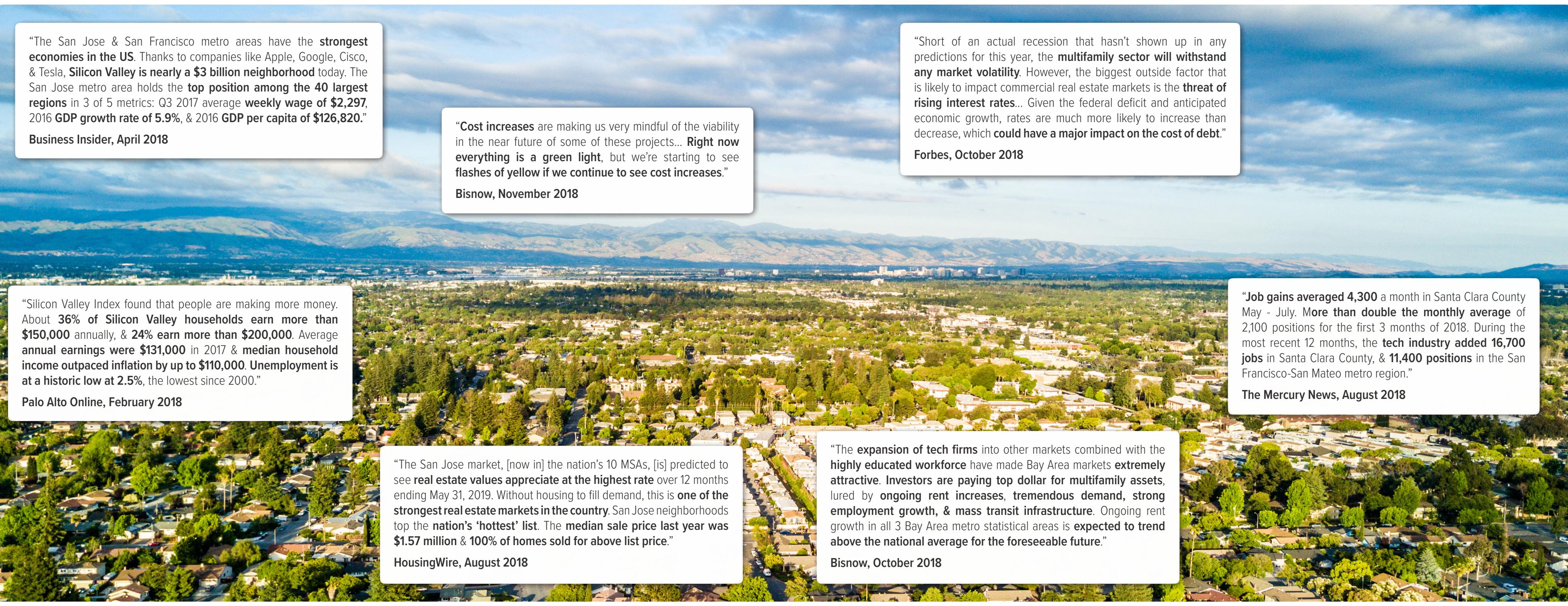
MIDDLEFIELD MANOR | MOUNTAIN VIEW



MIDDLEFIELD MANOR | MOUNTAIN VIEW

KEY RESULTS

- » Sold over \$200K above list price
- » Achieved market-leading price per unit of over \$550K



The San Jose & San Francisco metro areas have the **strongest economies in the US**. Thanks to companies like Apple, Google, Cisco, & Tesla, **Silicon Valley is nearly a \$3 billion neighborhood** today. The San Jose metro area holds the **top position among the 40 largest regions** in 3 of 5 metrics: Q3 2017 average weekly wage of **\$2,297**, 2016 **GDP growth rate of 5.9%**, & 2016 **GDP per capita of \$126,820**.

Business Insider, April 2018

"Silicon Valley Index found that people are making more money. About **36% of Silicon Valley households earn more than \$150,000** annually, & **24% earn more than \$200,000**. Average annual earnings were **\$131,000** in 2017 & median household income outpaced inflation by up to **\$110,000**. Unemployment is at a historic low at **2.5%**, the lowest since 2000."

Palo Alto Online, February 2018

"The San Jose market, [now in] the nation's 10 MSAs, [is] predicted to see **real estate values appreciate at the highest rate** over 12 months ending May 31, 2019. Without housing to fill demand, this is **one of the strongest real estate markets in the country**. San Jose neighborhoods top the **nation's 'hottest' list**. The **median sale price last year was \$1.57 million** & **100% of homes sold for above list price**."

HousingWire, August 2018

"Cost increases are making us very mindful of the viability in the near future of some of these projects... **Right now everything is a green light**, but we're starting to see flashes of yellow if we continue to see cost increases."

Bisnow, November 2018

"Short of an actual recession that hasn't shown up in any predictions for this year, the **multifamily sector will withstand any market volatility**. However, the biggest outside factor that is likely to impact commercial real estate markets is the **threat of rising interest rates**... Given the federal deficit and anticipated economic growth, rates are much more likely to increase than decrease, which **could have a major impact on the cost of debt**."

Forbes, October 2018

"Job gains averaged **4,300** a month in Santa Clara County May - July. **More than double the monthly average** of 2,100 positions for the first 3 months of 2018. During the most recent 12 months, the **tech industry added 16,700 jobs** in Santa Clara County, & **11,400 positions** in the San Francisco-San Mateo metro region."

The Mercury News, August 2018

"The **expansion of tech firms** into other markets combined with the **highly educated workforce** have made Bay Area markets **extremely attractive**. Investors are paying **top dollar for multifamily assets**, lured by **ongoing rent increases, tremendous demand, strong employment growth, & mass transit infrastructure**. Ongoing rent growth in all 3 Bay Area metro statistical areas is **expected to trend above the national average for the foreseeable future**."

Bisnow, October 2018



Our Distinct Marketing Advantage

PROPRIETARY DATABASE OF INVESTORS

Over the last ten years we have developed a database with every apartment building and owner in the Greater San Francisco Bay Area. Totaling 9,050 investors, our proprietary database details the owners' mailing address, home/mobile phone and email. Our team works meticulously to maintain this data as it allows us to actively market properties directly to owners with whom we have relationships. Additionally, through the database, we track every sale over \$1,000,000 of every apartment building in the entire Bay Area. This up-to-date information informs us of who has sold property and may be in a 1031 exchange.

Our email distribution list of 9,000+ investors also reaches:

High Net-Worth Individuals	Attorneys of Various Practices
Directors of Acquisitions	Debt & Equity Providers
Business Owners	Developers
Private Equity Firms	Institutional Investors
Syndicators	Family Offices

OUR "BUYER NEEDS" DATABASE

We speak to 200-300 owners per week and many communicate their interest in buying real estate in the near future. The management of our database allows us to actively maintain visibility to the needs of active buyers in the marketplace. We strategically develop buyer's criteria in our system in order to 'reverse search' for your property and generate a list of all the buyers that may be interested. We then reach out directly with a phone call to gauge their interest.

SALESFORCE

Our Salesforce database provides analytics that show how many times a particular investor has opened our email or accessed an Offering Memorandum. This allows us to source buyer's interest in your property. We then contact them immediately by phone and/or email.

FULL BROKER COOPERATION

We cooperate with all outside brokers at all companies and share our commission to achieve the highest net sale. This provides your property with optimum exposure because every broker in the market can potentially bring a buyer forward. All property information is quickly distributed to the 350 active commercial real estate brokers working in the Bay Area.

ELEVEN LOCAL COLLIER'S OFFICES

Our Bay Area Multifamily Advisory Group has over 32 multifamily professionals in eleven offices. We meet biweekly to discuss listings and current buyer needs. Additionally, our 11 Bay Area offices are comprised of hundreds of brokers who specialize in the office, retail, industrial, hospitality or other product sectors. These relationships often lead to potential investors looking to enter the multifamily space from other product types.

THE COLLIER'S INTERNATIONAL PLATFORM

With the click of a button, we can distribute your property information to all 400 offices in 69 countries around the world. Foreign capital from both Asia and Europe has increased and our platform will ensure that our listings gain full exposure to foreign buyers.

POSTCARDS (8,500+ DELIVERED TO LOCAL OWNERS)

Our delivery rate for property-marketing postcards to local owners exceeds 96%! This means more owners are receiving our information, which leads to increased activity. Our postcard list contains South Bay apartment owners as well as San Francisco and South Bay apartment owners. We found that investors from San Francisco and the South Bay are expanding and are willing to pay high prices, since they are priced out of their own local markets.

LOOPNET, COSTAR, MLS

We maintain premium memberships to all major commercial real estate multiple listing services. Our listings receive priority placement due to our membership status, which offers optimum exposure of your property.



COLLIERS MULTIFAMILY

At a Glance

The Colliers Multifamily advisors are strategically located in key markets throughout North America. With a sole focus on multifamily investments, our expertise, market knowledge and singular focus, make us uniquely successful in delivering on our client's acquisition, disposition or financing objectives.

One of the largest and more experienced teams of multifamily specialists in the industry

Colliers International's elite team of institutional investment advisors sees beyond the bricks and mortar to analyze how property acquisition, ownership and disposition can accelerate the success of your financial portfolio.

We work with national and global institutions and investors to identify, evaluate and select assets that best complement their portfolio, income goals, and risk profile. This often requires complex analysis and innovative thinking to provide a defensible, well-researched strategy for asset acquisition.

When the time is right for disposition, we provide a clear competitive analysis and transaction history of comparable assets to maximize the property's momentum in the market. Through our best-in-class marketing technology and our creative approach, we drive strong investor interest in properties. At the same time, we work with you to preserve confidentiality, minimize disruption to tenants, and prevent surprises in the due diligence process.



MORE THAN
109

National Multifamily
Advisory Professionals



\$3.2B

Gross transaction value in 2017

Through our integrated platform, we offer owners debt placement, valuation and appraisal services, property assessment and management, and project management services to increase the asset's income stream and overall value. Our proven system of investment sales takes into account each investor's unique priorities and weighted concerns for price, closure and risk. The outcome of our specialized approach is strategic development of the property's competitive profile, speed to market and careful negotiation to ensure a smooth closure and investment return.

By The Numbers

2.0 Billion

Square feet managed

\$2.7 Billion

In annual revenue

68,000

Lease & sale transactions

\$116 Billion

Transaction Value

15,400

Professionals

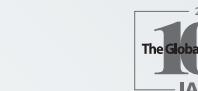
400 Offices

In 69 countries

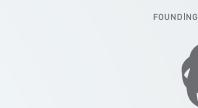
5,100

Advisors

Recognition



Named the **Top 100** service provider more times than any other real estate firm



Ranked **#1 real estate company** (January, 2011)



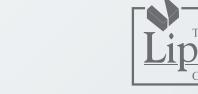
Ranked **#2 in 2010 global transaction volume**



Ranked **#1 real estate company** (January, 2011)



Member of the **World Economic Forum**



The **second-most recognized** commercial real estate brand (2011 Lipsey Survey)

MULTIFAMILY

PENINSULA &
SOUTH BAY



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