

EAST BAY MULTIFAMILY TEAM

of Colliers International



TEAM TRANSACTIONS

PROPERTY	CITY	STATE	# OF UNITS
Bancroft Center	Berkeley	CA	Dev
TownCentre Commons	Brentwood	CA	137
The Terraces	El Sobrante	CA	72
Lincoln Arms Apartments	Concord	CA	58
Cambridge Apartments	Berkeley	CA	43
619 South 33rd Street	Richmond	CA	10
3000 Richmond Blvd	Oakland	CA	40
740 Holmes Street	Livermore	CA	10
The Californian	Concord	CA	35
Sunny Apartments	Antioch	CA	10
4116 Loveridge Road	Pittsburg	CA	30
203-215 Wilbur Avenue	Antioch	CA	27
428 E 19th Street	Oakland	CA	16
1406 Henry Street	Berkeley	CA	24
624 Enos Way	Livermore	CA	12
Casa Bonita Apartments	Antioch	CA	24
Broadway Plaza	Walnut Creek	CA	22
20076 Lake Chabot Road	Castro Valley	CA	10
41 Moss Avenue	Oakland	CA	15
Capri Apartments	Antioch	CA	21
50 Broderick Drive	Brentwood	CA	12
179 Haas Avenue	San Leandro	CA	20
1865-1875 Powell Street	San Pablo	CA	12
1239 E Street	Hayward	CA	20
15992 E 14th Street	San Leandro	CA	10
20670 Forest Avenue	Castro Valley	CA	19
10900 MacArthur Boulevard	Oakland	CA	12
351 Lester Avenue	Oakland	CA	18
3417 Fairview Drive	Antioch	CA	11
La Casa Del Rio	Walnut Creek	CA	18
1005 Ferry Street	Martinez	CA	18
Diablo Pines	Walnut Creek	CA	16
2312 Buena Vista Ave	Walnut Creek	CA	13
2228 Encinal Avenue	Alameda	CA	11
3843 Howe Street	Oakland	CA	10
350 Newton Avenue	Oakland	CA	40
154 Toler Avenue	San Leandro	CA	10

CAMBRIDGE APARTMENTS

2500 Durant Street
Berkeley, CA
43 Units + Retail
\$11,600,000



THE LUXOR

1406 Henry Street
Berkeley, CA
24 Units
\$5,650,000

**“ Colliers takes #1
on largest East Bay commercial
brokerages list.**

San Francisco Business Times,
January 3, 2014



THE CALIFORNIAN

1621 Detroit Avenue

Concord, CA

35 Units

\$4,925,000



350 NEWTON AVENUE

Oakland, CA

42 Units

\$7,650,000

6000 SUN HILL CIRCLE

El Sobrante, CA

72 Units

\$15,750,000

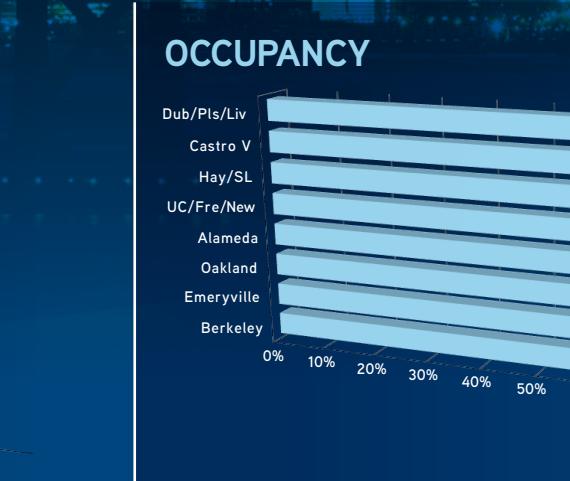
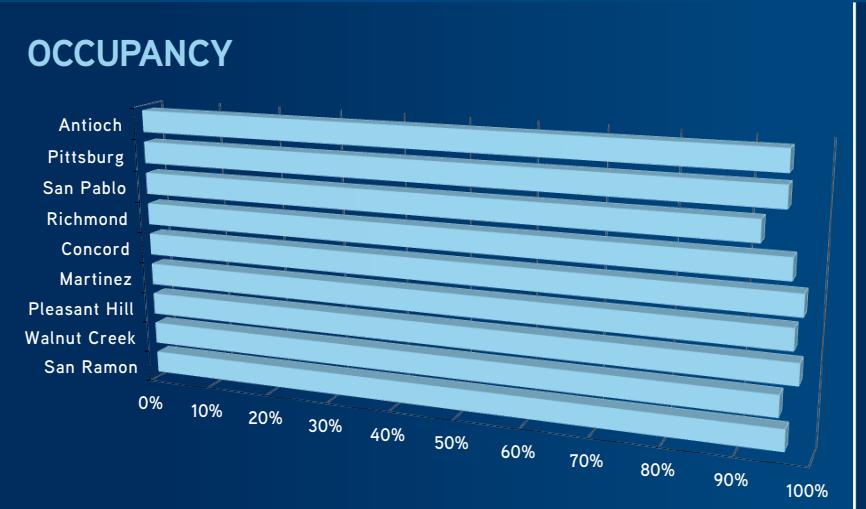


“ For the first time in many years, Bay Area renters are moving into thousands of new apartment units, and with about 21,000 more units under construction, many more renters will get the chance to live in new developments as well.”

San Francisco Business Times, January 3, 2014

RENTAL MARKET SNAPSHOT

4th Quarter 2014



CONTRA COSTA COUNTY



*Source: RealFacts Online www.realfactsonline.com. Colliers International is pleased to provide the above information and in doing so believes its validity. However, we cannot guarantee its accuracy or take responsibility for its use.

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AT A GLANCE

502 offices in 67 countries

- US \$2.3 billion in annual revenue
- 16,300 professionals and staff
- 1.7 billion* square feet under management
- \$97 billion USD in total transaction value

* Square footage includes office, industrial and retail property under management. Residential property is excluded from this total. All statistics are for 2014.



WORLD GREEN BUILDING COUNCIL

Founding member
of the World Green
Building Council



WORLD
ECONOMIC
FORUM

Member of World
Economic Forum



The Global Outsourcing
TOP 100

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



6 STEPS TO A SUCCESSFUL SALE

- 1 Understand the asset fully and unveil the "hidden" value
- 2 Understand the capital structure, investment strategy and business objectives of the prospective buyer pool segments
- 3 Narrow the segmented investor pool into a list of high probability buyers who will be attracted to the assets based on the location, quality and exit opportunity
- 4 Develop an effective strategy and process to communicate the value of the assets to qualified prospective buyers
- 5 Have all material aspects of due diligence identified and addressed at the time a buyer is selected to ensure a timely close and mitigate all false starts and re-trades during escrow
- 6 Have a hands-on approach throughout the entire process from listing to closing

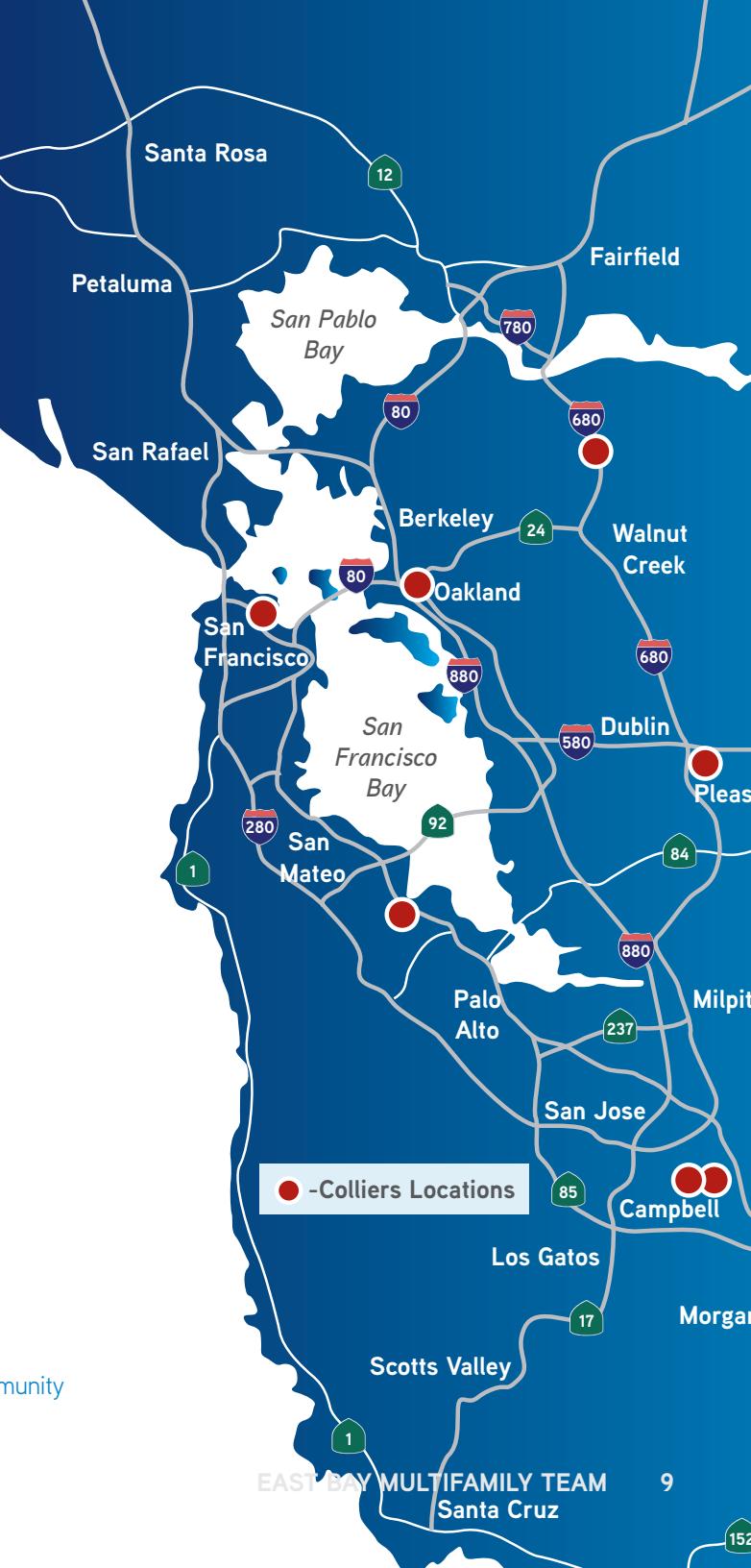
PARTNERING FOR SUCCESS

Because the successful and timely closing of the sale is our ultimate objective, Colliers prefers to remain actively involved through the escrow and closing. Realizing that representatives of both buyer and seller will be actively involved, we will be familiar with the objectives of both parties to help facilitate correct communications, negotiations and the closing process.

TARGETED MARKETING



1. Institutional Investors
2. Private Investors
3. REITs / Pension Funds
4. Foreign Investors
5. Local, National & Global Brokerage Community
6. Colliers International Platform





Colliers Is the Answer

As an investor in multifamily properties, you need a firm that provides experience, broad reach and the ability to market (or locate) an asset no matter how challenging the economic environment.

Colliers International has one of the largest and most experienced teams of multifamily advisors in the industry, strategically located in key markets throughout North America. Our combination of market dominance, expertise, and singular focus, make us uniquely successful in helping our clients achieve their acquisition and/or disposition objectives.

Whether you are selling a single asset or a national portfolio, use our combined resources to obtain the best market information and achieve the highest price. If expanding your portfolio is the objective, our local market relationships can help you identify and acquire properties which meet or exceed your investment goals.

How are we able to bring together the skills and tools necessary to complete challenging assignments? Colliers Multifamily advisors are connected by purpose and focus. Our team is dedicated to sharing information on market opportunities, capital sources and buyers/sellers to achieve the best results for our clients.



Accelerating success.



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