

A top-down view of a person's hands typing on a silver laptop keyboard. The person is wearing a dark suit jacket and a watch on their left wrist. The laptop screen displays a document with text and a table. The entire image is overlaid with a semi-transparent blue filter. Two yellow rectangular boxes are positioned on the left side, containing the text 'MANAGED' and 'BID PROCESS' in bold, blue, sans-serif capital letters.

MANAGED

BID PROCESS



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kiddermathews.com

km Kidder
Mathews

Management Reports

RCM enables complicated real estate transactions to take place online; our sellers can choose between a discreet online sealed bid process or an eBay-style auction

Qualified Investor Database

The most complete and up-to-date international investor database, which complements the KM database and ensures both domestic as well as international exposure to all qualified investors

Call For Offers

Dedicated offer matrix to track and manage shortlisted bids

Email Marketing Campaign

Build your content, preview it live, and feel confident that your emails avoid spam filters

Virtual Deal Room

Provides a centralized area where all the investment underwriting materials, such as the offering memorandum, operating expenses, title, and surveys are accessible to investors who have executed their confidentiality agreement (that the KM team has approved)

Property Website

The property website is sent to predefined and pre qualified investors and tracked in detail

Offering Package

Kidder Mathews is known for having one of the largest in-house marketing groups in the commercial real estate industry on the West Coast. This level of support allows the marketing team to create effective, custom, offering memorandums tailored to the needs of the property.

Confidentiality Agreement

Included in our email marketing campaign, the initial email blast includes a link that will direct the buyer to execute a confidentiality agreement. This step will grant the prospective buyer access to confidential documents pertaining to the offering in the Virtual Deal Room.



CREATE

Design property websites, emails, & teasers

LAUNCH

Publish landing pages, broadcast emails, & post listings to social media sites

MANAGE

Grant access to underwriting & due diligence materials, review real-time bids, & qualify top offers

TARGET

Pinpoint the most relevant investors with RCM's Qualified Buyer Database

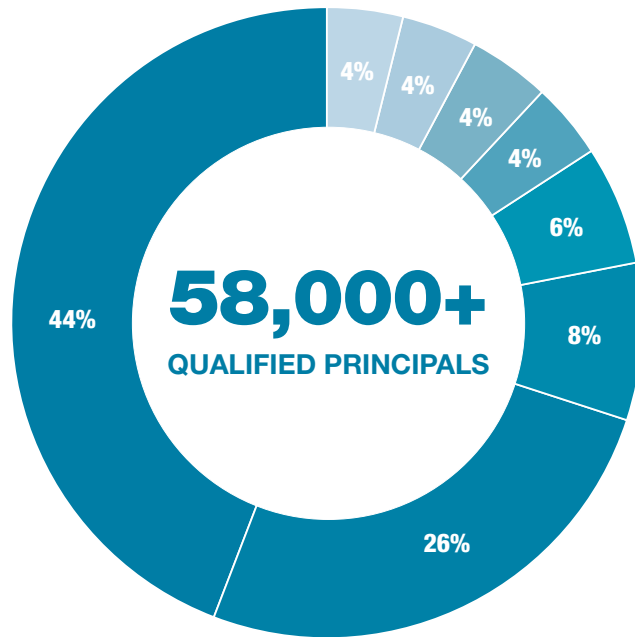
TRACK

Monitor marketing efforts & identify engaged buyers with easy-to-read reports

CLOSE

Dispose of assets quickly & securely in a competitive online environment



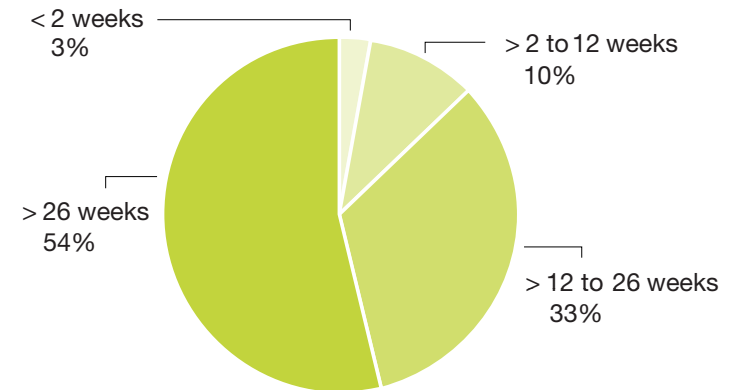


RCM maintains the most complete and up-to-date international investor database for the commercial real estate industry based on 20 plus years of research and relationship building.

PRINCIPALS BY CAPITAL GROUP

- Private Investors 44%
- Developers 26%
- Opportunity Funds 8%
- Pension Funds/Advisors 6%
- REITs 4%
- Foreign 4%
- Insurance Companies 4%
- Owner-Users 4%

INVESTOR INITIATED CRITERIA UPDATE FREQUENCY



With Kidder Mathews' proprietary email marketing platform, we can create institutional quality investment offering eflyers in minutes with prebuilt branded templates that will match the look and feel of the offering memorandum.



±14,996 SF Industrial Offering
2811 E. Philadelphia Street, Ontario, CA

Investment Highlights

- ±14,996 SF with ±4,700 two-story office
- 24' clear height, with two (2) DH doors and three (3) GL doors
- Metal halide warehouse lighting
- .60 GPM/3000 SF sprinkler system
- 800 amps, 480/277 volts 3 phase power
- Access to the I-10, I-15, and I-210 freeways
- Retail amenities nearby

[View Website](#)
[Execute Agreement](#)
[Download Flyer](#)
[Enter Virtual Deal Room](#)
(If agreement has been executed)

Bob Woods
Senior Vice President
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✉ e-mail Bob

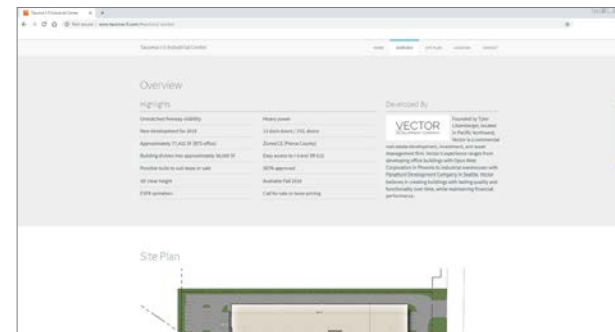
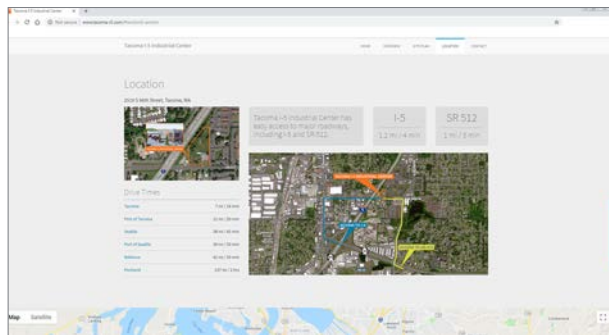
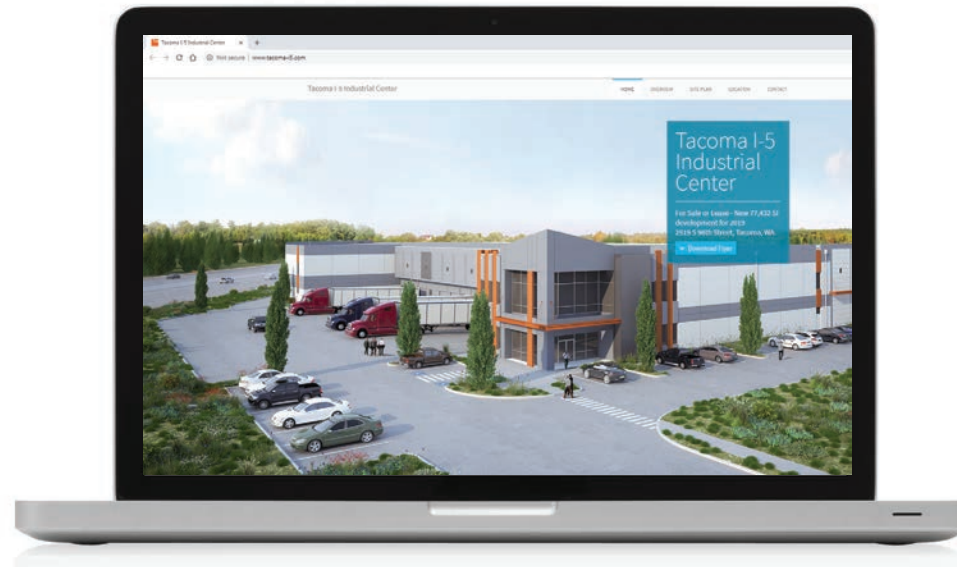
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Sample Eflyer

We can provide a stunning online presence in a few easy steps



Sample Property Website

The screenshot shows a web browser window with a URL from RealCapitalMarkets.com. The page title is 'FLOFORM Building Information'. On the left, there is a form with the following fields: FIRST NAME (Test), LAST NAME (User), COMPANY (Real Capital Markets), EMAIL, ADDRESS (2051 Palomar Airport Road, Suite 120), CITY (Carlsbad), COUNTRY (United States), STATE (CA), ZIP/POSTAL (92011), PHONE ((760) 602-5080), and IP ADDRESS (66.113.104.226). Below these fields are two checkboxes for agreement to terms and privacy policy, and a 'I Agree' button. The main content area displays the 'KIDDER MATHEWS' logo and a 'CONFIDENTIALITY AGREEMENT' section. The agreement text states that KIDDER MATHEWS is providing confidential information for the sale of 22445 76th Avenue South, Kent, Washington. It outlines the conditions for the use of Confidential Evaluation Materials, including that they are for the buyer's own account and not for resale, and that the buyer acknowledges no commission or fee should be paid to the broker. The agreement ends with three numbered terms.

As part of our email marketing campaign, the initial email blast includes a link that will direct the buyer to execute a confidentiality agreement electronically. This step will grant the prospective buyer access to confidential documents pertaining to the offering in the Virtual Deal Room, where we can track their activity.

Electronic Confidentiality Agreement

Kidder Mathews is known for having one of the largest in-house marketing groups in the commercial real estate industry on the West Coast.



Sample Offering Package

Investment Summary

The Offering

Kidder Mathews is pleased to present an iconic Woodinville, Washington property for sale, located in the heart of Woodinville's renowned wine district. The sprawling 22.8-acre site features two state-of-the-art buildings totaling 129,203 square feet, currently improved as a fully operational craft brewery including production, distribution, cold storage, and bottling capabilities, as well as a full service brew pub restaurant, and related administrative office. Total annual brewing capacity is 220,000 barrels including a 450 per minute bottling line and 30 barrel per hour keg line. The property is adjacent to the historic Chateau Ste. Michelle Winery, Columbia Winery, Willows Lodge, and within minutes of over 160 boutique wineries, craft breweries, and distilleries.

Marketing Process

The ownership will consider offers as presented, but reserves the right to set a bid deadline for a definitive date.

22.8 AC
TOTAL LAND AREA

129,203 SF
TOTAL BUILDING SF

220,000
BARRELS BREWED ANNUALLY

PROPERTY OVERVIEW

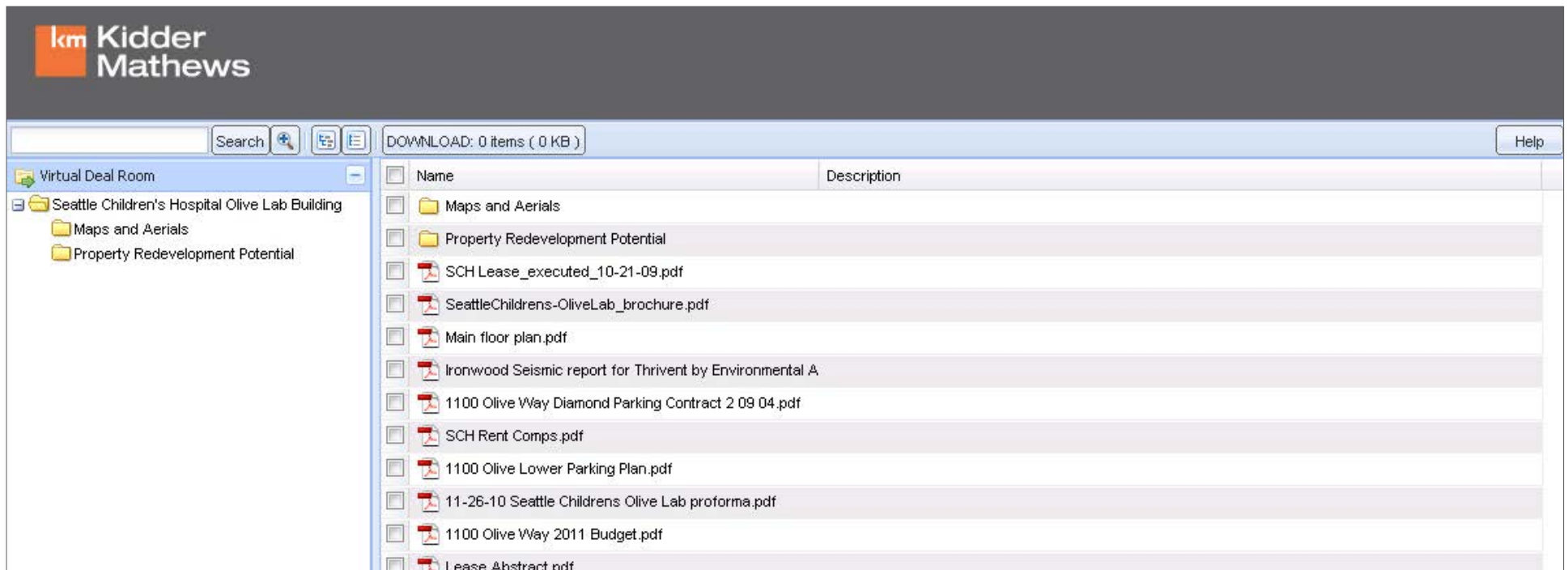
Address	14300 NE 145th Street, Woodinville, WA 98072
Total Building SF	129,203 SF
Total Land Area	22.80 acres / 992,894 SF
Year Built / Renovated	1994 / 1997
Parcel A	APN: 152605-9042 Building SF: 87,753 SF Land Area: 18.78 acres / 818,057 SF
Parcel B	APN: 152605-9122 Building SF: 41,450 SF Land Area: 2.34 acres / 102,061 SF
Parcel C	APN: 152605-9021 Land Area: 1.67 acres / 72,876SF
Zoning	Industrial (I), with a tourist district overlay
Equipment	Brewery and packaging infrastructure in place for use or sale
Parking	270 stalls



Iconic Woodinville Property Offering Memorandum | Kidder Mathews 7

VIRTUAL DEAL ROOM

- ▶ Provides a centralized area where all the investment underwriting materials, such as the offering memorandum, operating expenses, title, and surveys are accessible to investors who have executed their confidentiality agreement (that the Kidder Mathews team has approved)
- ▶ Automatically notifies investors of new documents/updates as they become available
- ▶ Controlled access to confidential material and tracking of what offering materials are viewed by a given investor
- ▶ Provides an organized and efficient due diligence process closely tracked by the Kidder Mathews team



Virtual Deal Room

During the marketing campaign, we include a specified date when prospective buyers must submit their offers. In doing so, we create a competitive setting for the property, where the most ambitious offers will be considered. By using management reports to track the level of interest of prospective buyers, we are able to select the most qualified party to increase the sale price to the highest level possible.



Call for Offers

2811 E. Philadelphia Street, Ontario, CA

Call for Offers Due: September 16,
2016, 5:00 PM PST

±14,996 SF with ±4,700 two-story office

24' clear height, with two (2) DH doors and three
(3) GL doors

Metal halide warehouse lighting

.60 GPM/3000 SF sprinkler system

800 amps, 480/277 volts 3 phase power

Access to the I-10, I-15, and I-210 freeways

Retail amenities nearby

- [View Website](#)
- [Execute Agreement](#)
- [Download Flyer](#)
- [Enter Virtual Deal Room](#)
(If agreement has been executed)

Bob Woods
Senior Vice President
D 909.764.6503
C 909.910.3056
LIC #01003043
✉ e-mail Bob

kiddermathews.com

WASHINGTON | OREGON | CALIFORNIA | NEVADA | ARIZONA



Sample Call for Offers Email Blast

SAMPLE OFFER MATRIX

NO.	BUYER	CONTACT	BROKER	CITY	OFFER	PRICE / SF	EARNEST MONEY	DUE DILIGENCE	FINANCING CONTINGENCY	CLOSING	COMMENTS
1A	Buyer Name	Name Surname	None	Seattle	\$9,000,000	-	\$250,000 cash	60 Days	None	6 Months following mutual execution	-
1B	Buyer Name	Name Surname	Broker Name	Seattle	\$9,500,000	-	\$250,000 plus additional \$200,000 after month 12	60 Days	None	18 months following mutual execution	-
2	Buyer Name	Name Surname	None	Seattle	\$6,500,000	-	\$350,000 promissory note	45 Days	None	45 Days following Waiver of Feasibility	-
3	Buyer Name	Name Surname	Broker Name	Seattle	\$10,000,000	-	\$150,000 plus additional \$300,000 following approval of Due Diligence	60 Days	None	30 Days following waiver of Feasibility, prior to December 15, 2018	-
4	Buyer Name	Name Surname	None	Seattle	\$7,000,000	-	\$350,000 cash	180 Days	None	30 Days following waiver of Feasibility	-
5	Buyer Name	Name Surname	None	Los Angeles	\$6,000,000	-	\$300,000 cash; first deposit of \$150,000 comes at Mutual Execution; second deposit comes at waiver but is not refundable until buyer confirms ability to develop 99 units on site	120 Days	None	60 Days following obtaining a Master Use Permit	-

FLOFORM Building


Overview Executive Summary Confidentiality Agreement Email Virtual Deal Room Broadcast Offers Reports

Dashboard Activity Agreements Offers User Broadcast Bounces

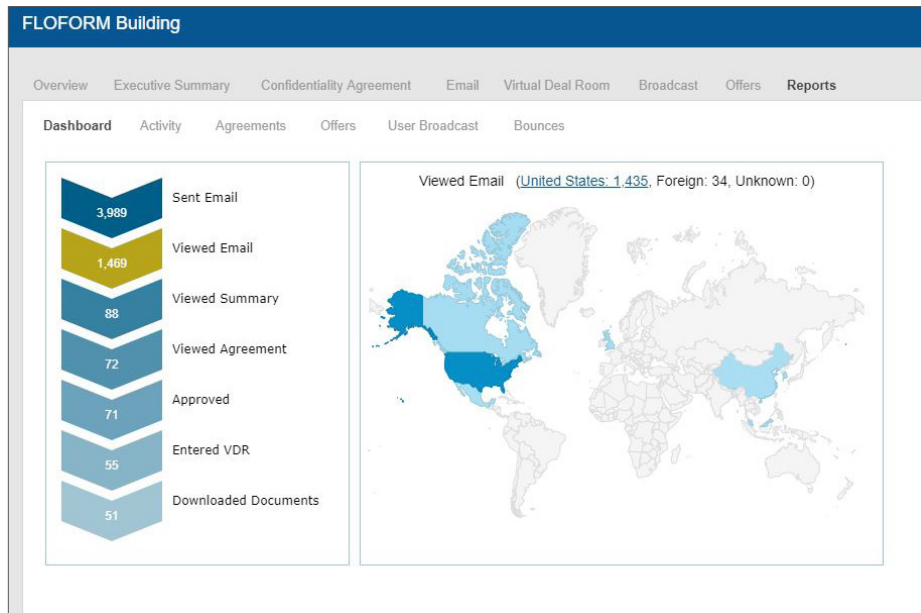
Broadcast Date: 11/22/2018 1:16 PM Sent Email: 3,989 Viewed Email: 1,469 Viewed Agreement: 72 Executed Agreement: 47 Approved Users: 71 Entered Virtual Deal Room: 56

Name	Email	Company	Action	Score	Date Viewed	Notes
Platonowicz, John	RCM User	Hill Investment Company	Viewed Executive Summary	Email	12/14/2018 11:28PM	
Benschauer, Patrick	RCM User	Benschauer Group	Viewed Executive Summary	Email	11/20/2018 04:30PM	
Boehm, Gregg	RCM User	Black Creek Group	Viewed Executive Summary	Email	11/28/2018 09:19AM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Entered Virtual Deal Room	Email	11/19/2018 12:10PM	
Vissat, Giancarlo	RCM User	TH Real Estate	Entered Virtual Deal Room	Email	11/15/2018 02:10PM	
Love, Lesley	RCM User	Robertson Properties Group	Viewed Executive Summary	Email	11/15/2018 02:20PM	
Berenuit, Richard	RCM User	RUB Company	Entered Virtual Deal Room	Email	11/13/2018 02:36PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Entered Virtual Deal Room	Email	11/12/2018 12:07PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Approved	Email	11/12/2018 12:05:14 PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Executed Agreement	Email	11/12/2018 12:05:14 PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Viewed Agreement	Email	11/12/2018 12:05:04 PM	
Rubelwitz, John	RCM User	AcPointe Real Estate Investment Group	Viewed Executive Summary	Email	11/09/2018 10:09:56 AM	
Kolpa, Richard	RCM User	Prologis	Viewed Executive Summary	Email	11/09/2018 3:53:59 PM	
Baldwin, Geoffrey	RCM User	Aris Real Estate Partners	Viewed Executive Summary	Email	11/09/2018 11:36:13 AM	
Deal, Morgan	RCM User	Principal Global Investors	Viewed Executive Summary	Email	11/09/2018 11:18:16 AM	
Benschauer, Patrick	RCM User	Benschauer Group	Viewed Executive Summary	Email	11/05/2018 4:10:05 PM	
Matta, Peter	RCM User	Weststone Properties	Viewed Executive Summary	Email	11/05/2018 4:03:57 PM	
Matta, Peter	RCM User	Weststone Properties	Viewed Executive Summary	Email	11/02/2018 4:00:21 PM	
Dahmoun, Emily	RCM User	JP Morgan	Viewed Executive Summary	Email	11/02/2018 3:07:47 PM	
Dahmoun, Emily	RCM User	JP Morgan	Viewed Agreement	Email	11/02/2018 3:07:27 PM	

Real-Time Analytics & Custom Reports



A valuable tool utilized to determine and select the best buyer and highest value for our sellers.



Sample Activity Reports

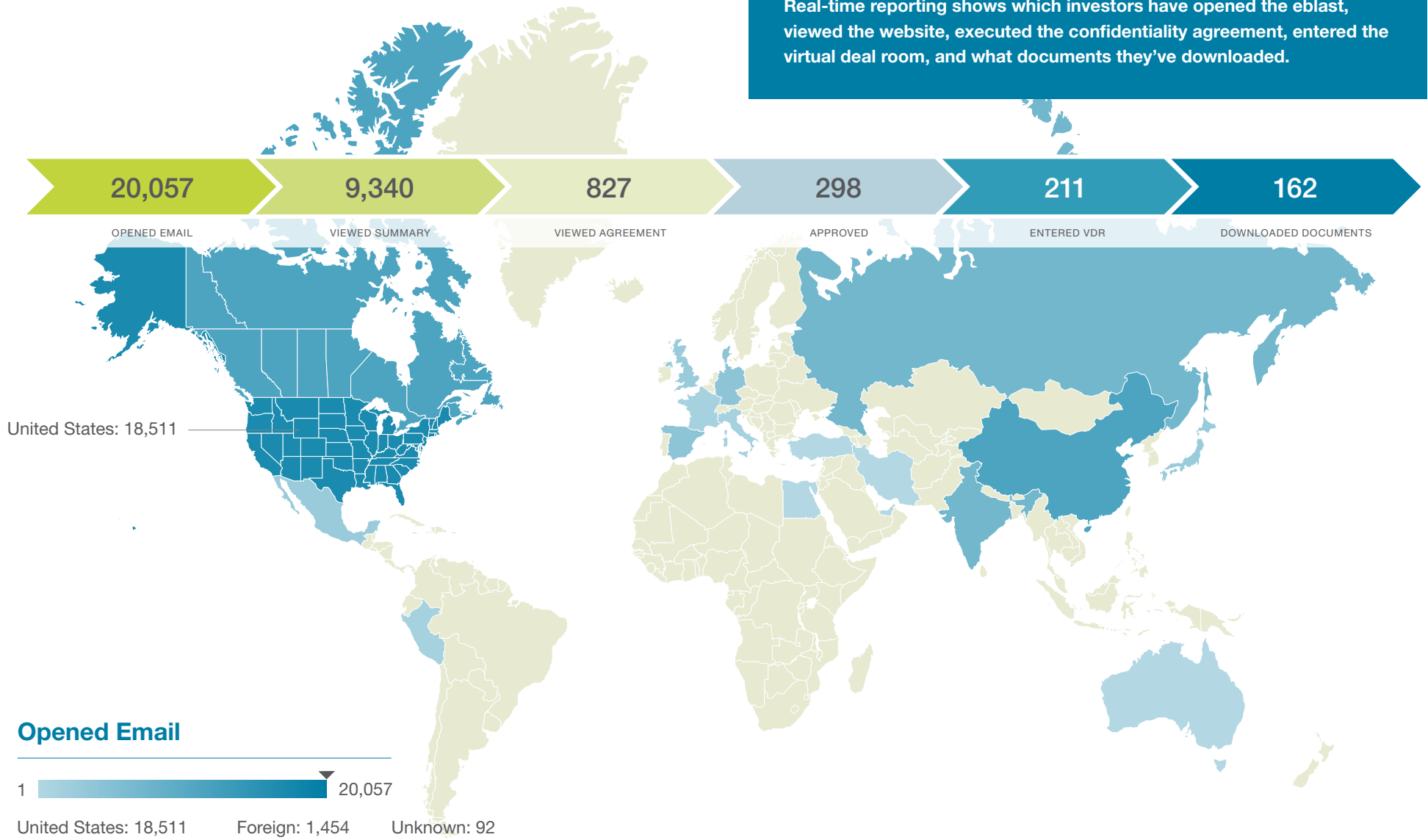
Activity Report For FLOFORM Building

12/14/2018 01:38 PM

Name	Email	Company	Action	Date Viewed	Notes
Platonowicz, John	RCM User	Hill Investment Company	Viewed Executive Summary	12/14/2018 1:29:34 PM	
Benschauer, Patrick	RCM User	Benschauer Group	Viewed Executive Summary	11/20/2018 6:36:46 PM	
Boehm, Gregg	RCM User	Black Creek Group	Viewed Executive Summary	11/28/2018 9:19:20 AM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Entered Virtual Deal Room	11/19/2018 12:05:01 PM	
Vissat, Giancarlo	RCM User	TH Real Estate	Entered Virtual Deal Room	11/15/2018 4:01:45 PM	
Love, Lesley	RCM User	Robertson Properties Group	Viewed Executive Summary	11/15/2018 2:22:11 PM	
Berenuit, Richard	RCM User	RUB Company	Entered Virtual Deal Room	11/13/2018 3:36:59 PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Entered Virtual Deal Room	11/12/2018 12:07:11 PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Approved	11/12/2018 12:05:14 PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Executed Agreement	11/12/2018 12:05:14 PM	
Fitzgerald, Ryan	RCM User	U.S. Realty Advisors	Viewed Agreement	11/12/2018 12:05:04 PM	
Rubelwitz, John	RCM User	AcPointe Real Estate Investment Group	Viewed Executive Summary	11/09/2018 10:09:56 AM	
Kolpa, Richard	RCM User	Prologis	Viewed Executive Summary	11/09/2018 3:53:59 PM	
Baldwin, Geoffrey	RCM User	Aris Real Estate Partners	Viewed Executive Summary	11/09/2018 11:36:13 AM	
Deal, Morgan	RCM User	Principal Global Investors	Viewed Executive Summary	11/09/2018 11:18:16 AM	
Benschauer, Patrick	RCM User	Benschauer Group	Viewed Executive Summary	11/05/2018 4:10:05 PM	
Matta, Peter	RCM User	Weststone Properties	Viewed Executive Summary	11/05/2018 4:03:57 PM	
Matta, Peter	RCM User	Weststone Properties	Viewed Executive Summary	11/02/2018 4:00:21 PM	
Dahmoun, Emily	RCM User	JP Morgan	Viewed Executive Summary	11/02/2018 3:07:47 PM	
Dahmoun, Emily	RCM User	JP Morgan	Viewed Agreement	11/02/2018 3:07:27 PM	

Sample Reporting

Real-time reporting shows which investors have opened the eblast, viewed the website, executed the confidentiality agreement, entered the virtual deal room, and what documents they've downloaded.



Opened Email



United States: 18,511 Foreign: 1,454 Unknown: 92