



COMMERCIAL REAL ESTATE
CHALLENGES DEMAND LOCAL
EXPERTS. **WE'RE YOURS.**

50 YEARS. **THE EDGE** IN YOUR MARKET.

WE ARE THE EDGE IN YOUR MARKET.

We know the West Coast. In fact, we're its largest independent commercial real estate firm. Our team boasts 800 local market specialists and top-producing professionals—serving out of 22 offices across five states. The expertise of each local office is reinforced by the relationships, intelligence and experience of our entire firm.

YOU HAVE OUR UNDIVIDED ATTENTION

We're structured to focus our professionals' energy on delivering the best outcome for your business. That individual attention, buoyed by deep expertise, is what sets us apart, ensuring we deliver results. This is a major reason many of our client relationships are in their third decade.

WE DON'T JUST KNOW THE MARKET, WE DRIVE IT

It's no secret that having a team deeply embedded in your market gives you the edge. Our professionals deliver insights that go beyond data and identify unexpected avenues for growth. This ensures our clients are armed to capitalize on market trends in the most competitive real estate markets in the West.

PERSONALLY INVESTED

We think like owners. In fact, many of us are! We're all empowered to suggest innovative solutions, preempt the market and act decisively. This structure enables us to make a meaningful impact on our clients' business, often in nimble, unexpected ways.

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All of the services of a national, publicly-traded firm but much more nimble.
”

- CLIENT TESTIMONIAL

\$308M Sale

THE LANDING AT OYSTER POINT
SOUTH SAN FRANCISCO, CA



802,113 SF Lease

NORTH VALLEYS COMMERCE CENTER
RENO, NV



140,605 SF Lease

INSTITUTE FOR SYSTEMS BIOLOGY
SEATTLE, WA



COMMERCIAL BROKERAGE

As the largest independent brokerage on the West Coast, we are deeply embedded in each market, giving our clients the edge.

\$9B ANNUAL TRANSACTION VOLUME

400+ NO. OF BROKERS

PROPERTY MANAGEMENT

With a portfolio of over 53M s.f. of property, we're one of the largest independent property management groups on the West Coast.

53M+SF MANAGEMENT PORTFOLIO

VALUATION ADVISORY

We have more MAI-designated professionals than any other independent firm on the coast, offering a full range of valuation and consulting services.

1,600+ ASSIGNMENTS ANNUALLY

36/23 TOTAL NO. APPRAISERS/MAI'S

SERVICES

Commercial Brokerage

Property Management

Valuation Advisory

Consulting

Project & Construction Management

Debt & Equity Finance

WE MEASURE OUR SUCCESS BY THE LONG-TERM RELATIONSHIPS WE KEEP

“

...embodies the very best in brokerage today. Their attention to detail, professionalism and work ethic are second to none.

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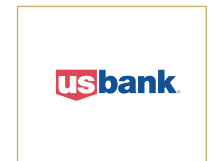
- CLIENT TESTIMONIAL

LARGEST INDEPENDENT BROKERAGE ON THE WEST COAST

We're big enough to see what the market is doing and share that quickly, so our professionals deliver superior market knowledge. Our scale also ensures you have access to the people and services you require, no matter the location or need.

PERSONALIZED PROPERTY MANAGEMENT

With a portfolio of over 53 million square feet of industrial, office, retail and medical/research properties, we're one of the largest independent property management groups on the West Coast. We tackle every assignment by first understanding our client's objectives, then we customize our scope of services to ensure we meet or exceed these goals.



DEEPEST BENCH IN VALUATION ADVISORY

We have more MAI-designated professionals than any other independent firm on the West Coast and offer a full-range of valuation and consulting services. The group specializes in investment-grade real estate, bringing our diverse expertise to appraisal, market analysis, and consulting for the development, acquisition, sale, leasing, and financing of major urban real estate across the West Coast.

FLEXIBLE SOLUTIONS TO DEBT & EQUITY FINANCE

We specialize in placing commercial mortgage debt tailored to your specific needs. Whether you're an institutional or a local investor, we can provide competitive solutions that are more flexible than traditional bank options. Our focus is on recourse, non-recourse, multifamily, hospitality, industrial, retail, office, and owner/user loans.

AWARD-WINNING SERVICES

5x INC. 5000 FASTEST GROWING PRIVATE COMPANIES	12x PSBJ WASHINGTON'S BEST WORKPLACES	11x OREGON BUSINESS 100 BEST COMPANIES	7x BAY AREA NEWS GROUP TOP WORKPLACES	2x SAN DIEGO BUSINESS JOURNAL BEST WORKPLACES
3x SFBT/SVBJ BAY AREA BEST PLACES TO WORK	19x PSBJ LARGEST CRE FIRMS	2x PHOENIX BUSINESS JOURNAL LARGEST CRE FIRMS	16x PORTLAND BUSINESS JOURNAL TOP CRE FIRMS	4x SAN DIEGO BUSINESS JOURNAL LARGEST CRE FIRMS
12x SILICON VALLEY BUSINESS JOURNAL LARGEST CRE FIRMS	2x LABJ TOP PROPERTY MANAGEMENT FIRMS	4x SACRAMENTO BUSINESS JOURNAL LARGEST CRE FIRMS	14x SFBT LARGEST CRE FIRMS	11x COMMERCIAL PROPERTY EXECUTIVE TOP BROKERAGE FIRMS

OUR LOCATIONS

PACIFIC NORTHWEST

Seattle
Bellevue
South Seattle
Tacoma
Olympia
Portland

N. CALIFORNIA/NEVADA

San Francisco
Pleasanton
Redwood Shores
Silicon Valley
Sacramento
Roseville
Reno

S. CALIFORNIA/ARIZONA

Los Angeles
West LA
Pasadena/Tri-Cities
Inland Empire
El Segundo
Orange County
Carlsbad
San Diego
Phoenix

