# CAPITAL MARKETS



Voit
REAL ESTATE SERVICES

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# WHY VOIT?

Voit Real Estate Services is a debt-free, broker-owned Southern California-based commercial real estate firm that has been providing strategic property solutions for our clients since 1971. Throughout our 50-year history, the firm has completed more than $62.3 billion in brokerage transactions encompassing more than 56,500 deals. Our extensive market data, depth in resources and unique platform allow us to evolve to meet the changing needs of today's clientele. We give our professionals the resources to provide unparalleled service backed by the stability of one of the most enduring names in real estate.




WE THINK OUTSIDE THE BOX
TEAM ORIENTED
all of us is better than one of us
with a genuine sense of excitement & purpose
TURE TRUMPS EVERYTHING
the Voit DIFFERENC
COLLABORATIVE
UNWAVERING INTEGRITY
We put our client's interests above our own
DEDICATED to EXCELLENCE
to provide clients best in class service
by being Flexible, Nimble, & Creative

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CAPITAL MARKETS

# INVESTMENT ADVISORY

Utilizing Voit's fully integrated service platform, we are able to provide private and institutional real estate investors a proven, customized marketing and leasing strategy that delivers exceptional results aligned with our clients' investment objectives. Our experienced professionals are experts in developing tailored, comprehensive strategies to derive value in all commercial real estate asset classes including office, industrial, retail and multi-family properties.



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Some of our custom tailored services include:

- Identifying the most compatible and accretive capital alternatives for any real estate acquisition or recapitalization
- Aligning investor objectives and investment horizons with an integrated leasing program
- Developing differentiated, customized strategies to derive maximum value for our client's assets
- Providing optimal short and long-term solutions based on local market expertise with real time data
- Utilizing capital improvement consulting, oversight and management to develop asset reposition strategies

CAPITAL MARKETS

# CORPORATE ADVISORY

Voit's capital market professionals provide a wide variety of monetization solutions for corporate real estate owners and users. Voit advisors are adept at working with our clients to unlock value in your real estate portfolios while meeting current and long-term financial, tax and operational goals. Voit professionals leverage our extensive resources to give our corporate real estate clients an unmatched menu of options and unparalleled access to equity markets.

Our team is able to provide clients with in-depth lease and structural advisory, sale-leaseback advisory, portfolio sales and access to financing solutions. We work with each corporate client to explore your real estate capitalization plan and determine the appropriate transaction structure.



**Partial Institutional Client List:**

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**Voit's professionals advise both private and institutional real estate investors, providing expertise in the following:**

- Portfolio Dispositions
- Core / Core-plus Asset Acquisitions / Dispositions
- Value-add Acquisitions / Dispositions
- Sale-Leaseback Transactions
- Single Tenant Net Lease Transactions
- Debt and Equity Financing
- Forward Development Sales
- Joint Venture / Recapitalization Transactions
- Surplus Asset Repositioning / Dispositions
- 1031 Exchange Purchases



# RECENT NOTABLE TRANSACTIONS









## PORTFOLIO ACQUISITION

5 BUILDINGS: BAY BOULEVARD & FRIARS ROAD

$47M — 231,878 SF — SAN DIEGO, CA




## CORE DISPOSITION

VALENTIA APARTMENTS: 951 S. BEACH BOULEVARD

$182.5M — 335 UNITS — LA HABRA, CA



## CORE-PLUS ACQUISITION

2716 N. TENAYA WAY

$67M — 204,123 SF — LAS VEGAS, NV



## VALUE-ADD ACQUISITION

WARNER BUSINESS CENTER

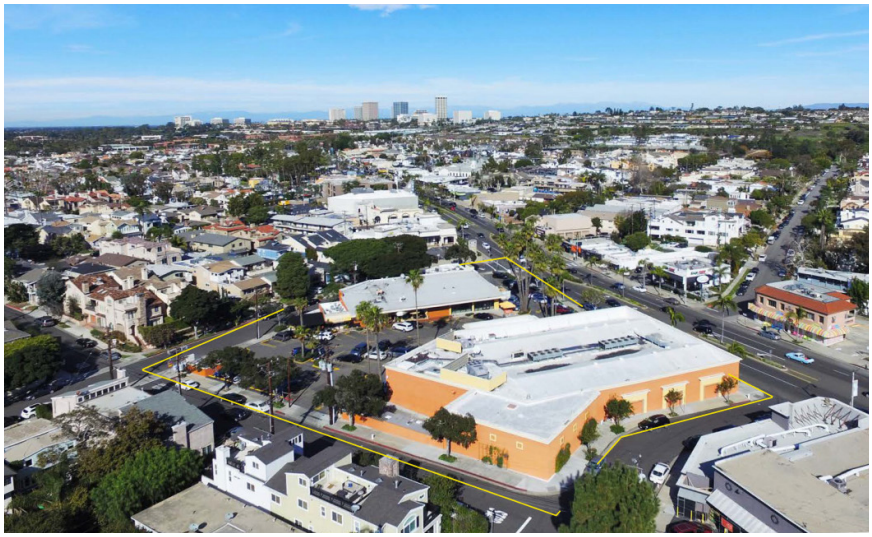
$42.225M — 292,864 SF
TEMPE, AZ



## VALUE-ADD ACQUISITION

MONARCH STREET

$26.1M — 277,000 SF
GARDEN GROVE, CA



## VALUE-ADD ACQUISITION

COAST HIGHWAY RETAIL CENTER

$23M — 33,404 SF
NEWPORT BEACH, CA

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## CORE ACQUISITION

PROMONTORY
11440 W. BERNARDO COURT
$33M — 98,249 SF
SAN DIEGO, CA






## CORE-PLUS ACQUISITION

LONG BEACH AVENUE
$57.8M — 266,960 SF
LOS ANGELES, CA

## CORE ACQUISITION

2111 MORENA BOULEVARD
$31M — 27,500 SF
SAN DIEGO, CA





## PORTFOLIO DISPOSITION

MCGRATH RETAIL PORTFOLIO

$107M — 294,428 SF
SAN DIEGO, CA



## NET LEASE SALE

15001 MERIDIAN PARKWAY

$$38.1M — 489,256 SF
RIVERSIDE, CA



## NET LEASE SALE

IMPERIAL HIGHWAY

$47.3M — 194,312 SF
BREA, CA




## CORE ACQUISITION

BECKMAN BUSINESS CENTER, BLDGS 1, 2 & 6

$126.6M — 663,257 SF — FULLERTON, CA

## CORE ACQUISITION

LAKESIDE TOWER
4 HUTTON CENTRE

$54.7M — 117,612 SF
SANTA ANA, CA



Voit
REAL ESTATE SERVICES

# FIND OUT WHAT VOIT CAN DO FOR YOU.

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