Voit
REAL ESTATE SERVICES



COMPANY OVERVIEW

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WHO WE ARE

We are a privately held, 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 navigated multiple market cycles and been able to retain the unique company culture on which we were founded. Above all else, Voit is a client-centric real estate services firm. Our team members continuously work to strengthen relationships and every decision starts with our clients' best interest in mind.

With our brokers taking an ownership stake in the firm, it ensures our resources are allocated most efficiently to serve the needs of our clients. There is no better lens into our clients' businesses than our brokerage professionals and we are nimble enough to be able to react as the markets and our clients' needs evolve.

At Voit, we believe our people are our greatest asset and Voit's leadership works to ensure our professionals have all the necessary tools to be successful while delivering uncompromising service to our clients. Providing Voit team members with access to industry-leading market research and a wide range of corporate resources does just this, differentiating us from the rest.

We also embrace the social and economic responsibilities that encourage community growth and development. We are a proud supporter of the Boys and Girls Club, among other charitable organizations, and encourage participation both with time and donations company-wide.



VOIT AT A GLANCE

Our success stems from our clients' success. By utilizing our in-depth market data coupled with a wide-range of corporate resources, our team has been able to deliver results that exceed our clients' expectations.

Founded

1971

Operations

6 office locations serving Southern California

Successes

- $62.3 billion in brokerage transactions (56,500+ total transactions)
- $42.4 billion in sales transactions (13,500+ sales transactions)
- $19.9 billion in lease transactions (43,000+ lease transactions)



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Brokerage Services

Voit's brokerage division was founded in 1987 and throughout the years, has achieved extraordinary results for our clients. In 2015, Voit evolved into a broker owned firm, giving our professionals the opportunity to have a voice in their firm and in their careers.

We are a tightly integrated group of market leaders who work closely with each other to provide local market knowledge, real time data and exceptional service, helping our clients make informed real estate decisions to maximize value.

Many of our team members are also Society of Industrial & Office Realtors (SIOR) designees and Certified Commercial Investment Members (CCIM). These affiliations provide our professionals access to a wider geographic reach for clients that require assistance in other parts of the country and internationally.



Core Services

Our core brokerage services extend to institutional and private clients for sales and leasing in the following property types:

- Office
- Industrial
- R&D
- Flex
- Retail
- Medical
- Multi-Family
- Land
- REO Distressed Assets
- Note Sales
- Self-Storage

At Voit, we provide a complete spectrum of commercial real estate brokerage services, including:

- Seller / Landlord Representation
- Buyer / Tenant Representation
- Investment Acquisitions / Dispositions
- Built-to-Suit Services



THE VOIT DIFFERENCE

Broker Owned

With our brokerage professionals sitting on the Board of Directors and as shareholders in the company, Voit brokers have a voice in their firm. Resources are allocated according to our clients' needs and our professionals are able make timely decisions to maximize success.

Depth In Resources

Ensuring our team members have all of the key resources for success and providing our clients with best in class service is a focus for Voit. Our in-house research team equips our brokers with in-depth market data and the firm provides a wide-range of corporate resources including marketing templates, support staff and comprehensive training programs.

Collaborative

At Voit, we believe that by working together throughout all our offices produces more opportunities and unique solutions for our clients. Our professionals consistently share relevant market intel creating valuable synergies among our team members.

Entrepreneurial Environment

Being entrepreneurial means that we have the freedom and creativity to find the best solutions for our clients without a lot of corporate layers to navigate. Our professionals have an unparalleled platform backed by the strength and stability of one of the most enduring names in real estate. This gives our brokers the opportunity to achieve new heights in their careers.

Privately Held

We report to our clients not to Wall Street or outside investors. At Voit, our decisions are based on the clients' best interest and we're able to capitalize on a proven platform, achieving the greatest success for our customers and their commercial real estate objectives.

Long History

In existence since 1971, we have a long history of successes to assure our clients that they are in the best hands. Throughout our 50-year history, our firm has successfully navigated multiple market cycles and has been able to retain the unique company culture on which it was founded.

Regional

At Voit, we don't believe that bigger is better, we believe better is better. As a regional firm, our brokerage professionals are true experts in their regions and leaders in the Southern California commercial real estate market. Our brokers know their markets, and they know them better than anyone. Additionally, many of our brokerage professionals are members of SIOR and CCIM which provides our clients with an extended reach to experts and resources across all product types. Whatever the need, Voit clients are guaranteed access to dedicated and focused service professionals throughout the country and across the globe.





RESOURCES

Real Capital Markets (RCM/Lightbox)

Voit has a strategic alliance with Real Capital Markets which is recognized as the leader in providing online transaction management services to the institutional real estate community. This partnership provides our brokerage professionals with the following advantages:

- A sophisticated marketing platform and highly secure online Virtual Deal Room to market, sell and / or auction properties in real time
- Property listings that include online brochures and confidentiality agreements
- Personalized websites with mobile-friendly landing pages for properties
- Real-time tracking and reporting
- Access to RCM/Lightbox's database of more than 80,000 national qualified investors

Marketing Support & Training

Armed with marketing templates and highly qualified support staff, Voit's team members are able to provide high quality materials to effectively market clients' properties. This allows our brokers to focus their time and attention searching for unique opportunities and solutions tailored to their clients' real estate goals.

Another main differentiator is our comprehensive training program. Voit boasts a rare culture where our market leaders invest the time, energy and resources to help our next generation of professionals. Additionally, our management team and outside consultants combine to help our young professionals learn the business the right way in this highly dynamic industry.

Market Data & Research

Equipped with the information from more than 40 national and local third-party data vendors along with the proprietary data collected by our brokers, Voit's market research team is able to provide clients with the sophisticated knowledge required to make well-informed business decisions. Quarterly Market Reports are generated for all Southern California markets where we operate and can be found on our website. Custom research reports also available upon request.

Some of the market data tools to which our team members have access include:

- Multiple Listing Services (Loopnet, CoStar, AIR)
- Demographic & tenant data
- County records
- Aerial photography & mapping capabilities
- Property / submarket-specific statistics
- Highest and best-use data
- Leasing and sales trends
- Vacancy and availability reports
- Occupancy and absorption analyses
- Average time on market studies
- Labor statistics—national and local
- Consumer confidence and retail sales growth charts

RECENT NOTABLE TRANSACTIONS



Long Beach Avenue | Los Angeles, CA
$57.8M / 266,960 SF



Airway Avenue | Costa Mesa, CA
$33.7M / 157,204 SF



Beckman Business Center | Fullerton, CA
$123.6M / 663,257 SF



E. Philadelphia Street | Ontario, CA
$96.4M / 741,458 SF



Innovation Way | Carlsbad, CA
$24.2M / 114,572 SF



Imperial Highway | Brea, CA
$47.3M / 194,312 SF

RECENT NOTABLE TRANSACTIONS



Boswell Road | Chula Vista, CA
$17.5M / 130,324 SF



Ontario Mills | Ontario, CA
$19.5M / 145,596 SF



McGrath Retail Portfolio | San Diego, CA
$107M / 294,428 SF



Valentia Apartment Homes | La Habra, CA
$182.5M / 335 Units

CREATING VALUE FOR OUR CLIENTS

"I am so appreciative of the diligence and uncompromising efforts of the Voit team, which ultimately allowed us to reach the finish line of a very long but prosperous deal that was mutually beneficial for all involved."

- Chris Correnti
  General Counsel
  AGC Flat Glass North America

"Our success working alongside the Voit brokers has been a testament to the power of collaborative effort in the acquisition, design and marketing of a large-scale project. The Voit team provided instrumental input throughout the process and the record sale price we achieved further proved the value of their expertise and guidance."

- Gary Edwards
  Western Realco

"Having partnered with Voit Real Estate Services for nearly a quarter century speaks to the tremendous success we have experienced together over the years."

- Mike Neal
  President & CEO
  H.G. Fenton

"Year after year, the Voit team brings us exciting real estate opportunities, but more importantly results. Their market knowledge and strong customer relationships consistently add value to our portfolio."

- Rob Antrobius
  Senior Vice President
  Prologis

Aetna
AIG
Alere Property Group
Ballast Point
Barings
Beckman Coulter
bkm Capital Partners
Black Creek Group
BOSE Corporation
Burke Real Estate Group
Burton
CapRock Partners
Charles Schwab & Co.
Cohen Asset Management
Colony Northstar
Compass Danbe Partners
CT Realty
DCT Industrial
Dedeaux Properties
Deutsche Asset & Wealth Management
Diversified Properties
EverWest Real Estate Partners
First Industrial Realty Trust
Goodman Birtcher
Greenlaw Partners
Hankey Investment Company
Hart Realty Advisors
HG Fenton Company
IMortgage
Irvine Company
Kilroy Realty Corporation
Knobbe, Martens, Olson & Bear
LaSalle Investment Management
LBA Realty
Loan Depot
Maersk
MainFreight Inc.
McGrath Investments
Northwestern Mutual
Nuveen Real Estate
Orange County Water District
Overton Moore Properties
Pacific Industrial
Panattoni Development Company
Penske Automotive Group
Penwood Real Estate Investment Management
Prologis
Protea Properties
Quiksilver
RAF Pacifica Group
Rexford Industrial
San Diego Gas & Electric
Satellite Healthcare
Shaw Properties
Shea Properties
Sprint
Stockbridge
Stos Company
TA Associates
Thrifty Oil
Turner Investments
Wells Fargo
Westcore Properties
Western Realco
Windell Investments



Voit
REAL ESTATE SERVICES

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