



Commercial Real Estate Solutions

Sophisticated Solutions Since 1969, Kidder Mathews has been delivering results that meet, and often exceed, client expectations. Today, Kidder Mathews is the largest independent full service commercial real estate firm on the West Coast, with more than 700 real estate professionals and employees in 21 offices in Washington, Oregon, California, Nevada, and Arizona, and continues to be known for professionalism, integrity, and client centered responsiveness. The firm's unmatched combination of regional expertise, full range of services, and international reach gives the company the ability to respond to virtually any commercial real estate challenge anywhere.

Services

- Commercial Brokerage
- Property Management
- Valuation Advisory
- Consulting
- Project & Construction Management
- Development Management
- Debt & Equity Finance

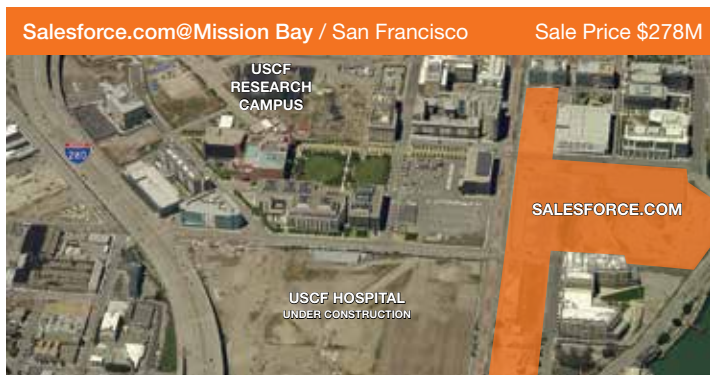
Commercial Brokerage

Brokers **360+**

Annual transaction total **\$7B**

Most SIORs and CCIMs in the Pacific NW

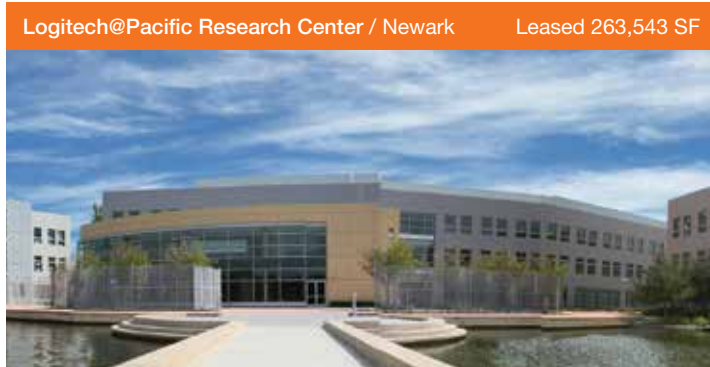
Kidder Mathews has the largest independent brokerage group on the West Coast, with more than 350 brokers performing \$7 billion in transactions annually. Since they see more transactions, their clients benefit from superior market knowledge. The firm also has more brokers with the prestigious SIOR and CCIM designations than any other firm in the Northwest. The brokerage group focuses their expertise in the following specialty groups: industrial, office, retail, investment, multifamily, technology, life sciences, R&D, and corporate services.



Property Management

Portfolio **50M+ sf**

Kidder Mathews has one of the largest independent property management groups on the West Coast, with a portfolio of over 50 million square feet of industrial, office, retail, and medical/research properties. The group includes a high number of professionals with advanced designations including the RPA®, CPM®, CCIMs, CPA, CSM, and FMA designations. Kidder Mathews is an Accredited Management Organization (AMO®), which represents that the firm meets the Institute of Real Estate Management's strict criteria in education, ethics, business stability, and financial standards.

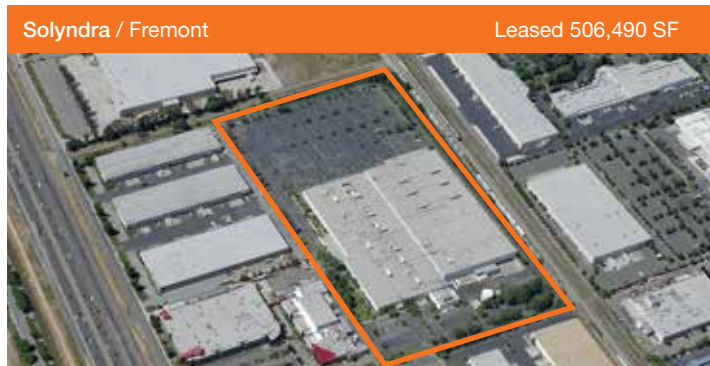


Valuation Advisory

Most MAI Appraisers in Washington

Appraisals annually **1,500+**

Kidder Mathews has one of the largest independent valuation advisory groups on the West Coast, with the highest number of appraisers who have earned the MAI designation. The firm offers a full range of appraisal, valuation, and consulting services of investment-grade real estate throughout the western United States. The valuation advisory group consists of 36 appraisers, including 21 MAIs, and performs over 1,500 appraisals and consulting assignments each year.



Northern California Kidder Mathews has 13 offices in California including downtown San Francisco, Redwood Shores, the Silicon Valley, Sacramento, and Roseville. With over 170 brokers in California, Kidder Mathews has become the fastest growing independent brokerage firm on the West Coast. Kidder Mathews' success is attributed to its unique platform of tools, resources, and culture that attracts top professionals. The firm's collaborative approach fosters creative solutions for its clients. Kidder Mathews' agents are seasoned professionals with an average of 18 years in the industry, and offering expertise in all property types.

Office	R&D	Technology	Retail	Corporate Services
Industrial	Life Sciences	Clean/Green Tech	Investments	Multifamily

Synaptics Inc. / Scott Blvd. Building / Santa Clara Sale 76,522 SF



Recent Significant Transactions

Annual Sales

SF **16.5M**
\$3.28B

409 Illinois St, San Francisco	450,000 SF
2222 S Sinclair Ave, Stockton	262,000 SF
Dixon Landing Research Pk, Fremont	195,641 SF
Teradyne Campus, San Jose	125,000 SF
1125 Waldron Rd, Durant	112,000 SF
1170 Morse Ave, Sunnyvale	98,010 SF
18920 Forge Dr, Cupertino	91,195 SF
880 Fox, San Jose	85,891 SF

500 Terry Francois / San Francisco Sale 279,000 SF



Annual Leases

SF **34.6M**
\$3.37B

Amgen, Inc. (4 transactions), Fremont	431,585 SF
Nanosolar, San Jose	203,807 SF
Informatica, Redwood City	159,360 SF
Daystar@Pacific Research Ctr, Newark	143,741 SF
Five Prime Therapeutics (2 transactions) S San Francisco	139,727 SF
Kizan International, S San Francisco	124,100 SF
Accuray, Sunnyvale	113,616 SF
Nektar Therapeutics, San Francisco	102,283 SF
MV Transportation, San Francisco	101,000 SF
Pfizer@Mission Bay, San Francisco	100,570 SF
Revance@Pacific Research Ctr, Newark	90,378 SF

Genpharm International, Inc. / Redwood City Leased 133,123 SF

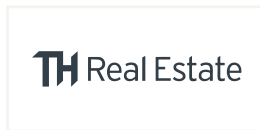
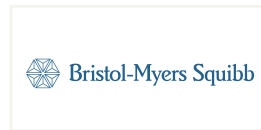


Assignments

Prudential	Appraisal
7901 Stoneridge	176,481 SF Managed

Select Client List - Northern California Region

Accuray	San Francisco	Litton Industries	ScanlanKemper Bard
Asilomar Partners	DHL	Lowe Enterprises	Sirna Therapeutics
3Com Corporation	Eddie Bauer	McMorgan & Company	Snap-On, Inc.
Ace Hardware	GE Healthcare	Merck	Solar Junction
Advanced Technology	GMAC Mortgage Corp	Michaels Stores	Solyndra
Consultants	GTE California, Inc.	Nektar Therapeutics	TA Associates
Alexandria Real Estate	Hansen Medical	Novartis	TIAA-CREF
Equities	Harvard Bioscience	Odom Corporation	Unisource
Amgen Inc.	Hearst Corporation	Opus Northwest	Univar USA
Applied Materials	Hewlett-Packard	PACCAR Inc.	US Bancorp
Bank of America	Informatica	Panattoni	Walmart Stores
Bank of California	ING Clarion	Pfizer	Walton Street Capital
Barnes & Noble	International Airport Centers	ProLogis	Wareham Development
Bayer Healthcare	Kaiser Permanente	Prudential	
BioMed Realty Trust, Inc.	LaSalle Investment	R.E.I.	
Bristol-Myers Squibb	Management	RREEF	
City Attorney's Office of	Legacy Partners	Safeway	



Global Strategic Alliance

Kidder Mathews has a global strategic alliance with Binswanger (in-depth knowledge of 103 markets in 34 countries) to provide leasing, sales, asset management, consulting, and corporate advisory services for industrial, office, retail, investment, life science, and technology properties worldwide. Binswanger serves a vast number of Global 1,000 companies and completed over \$11 billion in transactions last year. For more information, visit www.binswanger.com.

Offices

Seattle 206.296.9600	Tacoma 253.722.1400	San Francisco 415.229.8888	Sacramento 916.970.9700	Los Angeles 213.880.5250	Inland Empire 949.557.5000	Carlsbad 760.430.1000
Bellevue 425.454.7040	Olympia 360.705.2800	Redwood Shores 650.769.3600	Roseville 916.751.3600	El Segundo 310.807.0880	Long Beach 562.472.0071	San Diego 858.509.1200
South Seattle 206.248.7300	Portland 503.221.9900	Silicon Valley 408.970.9400	Reno 775.301.1300	Commerce 323.727.1144	Orange County 949.557.5000	Phoenix 602.513.5200

Contact

Brian Hatcher
Executive VP, Brokerage
415.229.8888 | bhatcher@kiddermathews.com

Designated Broker | Mark Read | LIC #00572743



This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. Consult your attorney, accountant, or other professional advisor.