

## ADVISORY AND CONSULTING SERVICES

Market studies, valuations, feasibility studies, financial and investment analysis, acquisition and disposition analysis, development and redevelopment planning, entitlements, due diligence, construction budgeting, strategic planning and litigation support.

### *Experience:*

Most property types including retail, office, industrial, multi-family, condominium, hospitality, marina and harbor facilities, educational facilities, oil and gas fields, mini-storage, gas stations, auto care, single family tract, golf course, theatre, and other specialty properties.

### *Representative Clients:*

GE Capital	Aetna/Allegis	Raytheon
AT&T Wireless	Bank of America	San Jose CRA
Graham & James	Los Angeles CRA	Reliance Group
City of Richmond	Great Western Bank	City of Huntington Beach
County of Los Angeles	Foothill Thrift & Loan	U.S. Veterans Administration

### *Typical Assignments:*

#### Participating Loan Portfolio – Southern California (GE Capital)

- ❖ Valuation, entitlement and feasibility analysis for various performing loans secured by 1.5 million square feet of retail, office, industrial, parking, theatres, and vacant land.

#### Acquisition & Feasibility Analysis – Southern California (Kilroy Realty)

- ❖ Acquisition, development & redevelopment feasibility, and due diligence on 3.8 million square feet of existing office properties and proposed new office development.

#### Master Home Manufacturing – California & Mississippi (Pasternak, Pasternak & Patton)

- ❖ Equity recapture analysis for 820,000 square feet of furniture manufacturing facilities.

#### Hughes Electronics – Fullerton (Raytheon)

- ❖ Adaptive reuse and disposition analysis of surplus 400,000 square foot engineering facility.

#### Rand Corporate Headquarters - Santa Monica (Reliance Group)

- ❖ Development planning for acquisition and redevelopment of Rand Campus into new 1 million square foot office, retail and multi-family development.

#### Non-Performing Loan Portfolio – Western United States (Great Western)

- ❖ Market studies and valuation of \$120 million of non-performing loans secured by over 1 million square feet of office, industrial, retail, mixed-use, multi-family, mobile home, motel and senior care properties.