Marketing Services

COLDWELL BANKER COMMERCIAL BLAIR

3435 SAN ANSELINE AVENUE

LONG BEACH, CALIFORNIA 90808

Submitted by: Sheva Hosseinzadeh, Vice President
Coldwell Banker Commercial BLAIR

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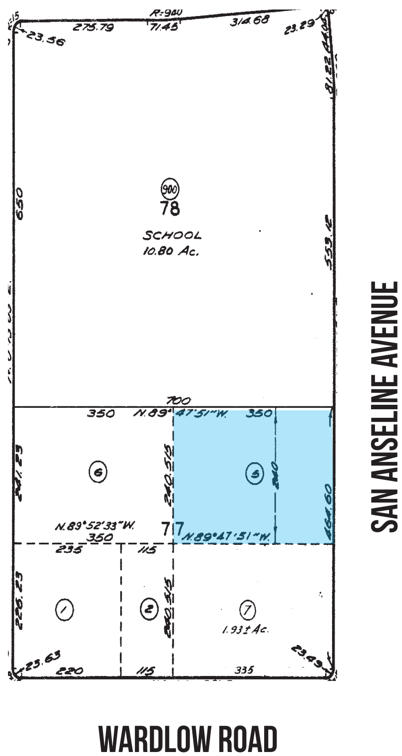
COLDWELL BANKER COMMERCIAL BLAIR


3435



3435 San Anseline Avenue
Long Beach, CA 90808

Location Information

Legal Description:	TRACT # 13202 LOT COM at NE COR OF LOT 77 TH N 89 47’51” W 350 FT TH S 0 13’03” W 240.515 FT TH S 89 47’51” E TO E LINE OF SD LOT TH N THEREON TO BEG PART LOT 77
County:	LOS ANGELES, CA
APN:	7187-028-005
Zoning:	LBI
Year Built / Eff:	1954
Gross Area:	43,384 SF
Building Area:	43,384 SF
Lot Area:	84,440 SF
Total Value:	$1,781,293
Land Value:	$388,118
Improvement Value:	$1,393,175
Improved %:	78%
Property Tax:	$4,084.72
Tax Area:	5517
Year:	2021

EXECUTIVE SUMMARY

Coldwell Banker Commercial BLAIR is pleased to present this For Sale proposal package for the property located at 3435 San Anseline Avenue. The subject property consists of approximately 43,384 SF of improvements on approximately 84,440 SF of land. This property has historically and is currently being operating as a church. The property has been well-maintained with recent improvements/upgrades of approximately $1,300,000 invested in the premises. The main sanctuary can seat approximately 1,200 people and can park close to 130 vehicles. There is a smaller church building that was the original church that can seat close to 150 – 200 people and is currently being rented on a month-to-month basis. The remainder of the premises are suitable for classroom space and multi-purpose uses for the Church. There is also a large kitchen and outdoor play area which can be accessed from original church building.

ZONING: This property is zoned LBI – which stands for Long Beach Institutional District. The Institutional (I) district is established to create, preserve, and enhance areas for public and institutional land uses and to provide restrictions to minimize the effect of such uses on surrounding uses.

Current market conditions are continuing to improve and new developments in Long Beach have begun attracting new businesses, creative users, and visitors. Below and enclosed we have provided you with comparable properties that are for sale and that have recently sold as well as our opinion of value to sell this property.

Based on our research and analysis of current market conditions and comparable properties, condition and upgrades that have been recently made to the premises, and our expertise in the Long Beach market, we project that 3435 San Anseline Avenue, Long Beach will sell in the range of approximately:

Suggested value in the range of $13,015,200 - $14,099,800 ($300/ PSF- $325/ PSF) with a suggested marketing range of $14,500,000 - $14,750,000 ($335/ PSF - $340/ PSF).

Coldwell Banker Commercial has created this opinion of value by analyzing historical sale comparable for similar properties located in proximity to the subject property along with similar properties currently being offered for sale. Our opinion of value is subject to the condition of all permits, mechanical, electrical, and plumbing devices, roof, etc. located on site.

LOCATION

3435 San Anseline Ave, Long Beach, CA 90808

BUILDING SIZE

43,384 Square Feet

LAND SIZE

84,440 Square Feet

OPINION OF VALUE - SALE

Under the Comparables (COMPS) Approach to Valuation, we get an approximate value in the range of $300 - $325/ PSF.

Based on our experience in the sub-market that the property is located, we project that 3435 San Anseline Avenue, Long Beach, California would command an end of the day sales price of approximately $13,015,200 - $14,099,800.

We are confident that our team could effectuate a sale for the subject property in the range of the projected market value.

PROJECTED MARKET VALUE

$13,015,200 - $14,099,800

ASKING PRICE RECOMMENDATION

We recommend the ownership offer the property for sale at a price which significantly exceeds ultimate expectations in order to "test the market." We will broadly market and expose the property to the marketplace with the objective of getting multiple offers.

We recommend an asking price of $14,500,000 - $14,750,000 for 3435 San Anseline Avenue. This is an aggressive asking price based on price per square foot, but we hope to attract buyers that are willing to pay a premium for this location and property. We believe an asking price of $335 - $340 per square foot is not out of line for this 43,384 square foot building.

For the reasons stated, we recommend the following asking price:

3435 San Anseline Avenue, Long Beach, CA 90808

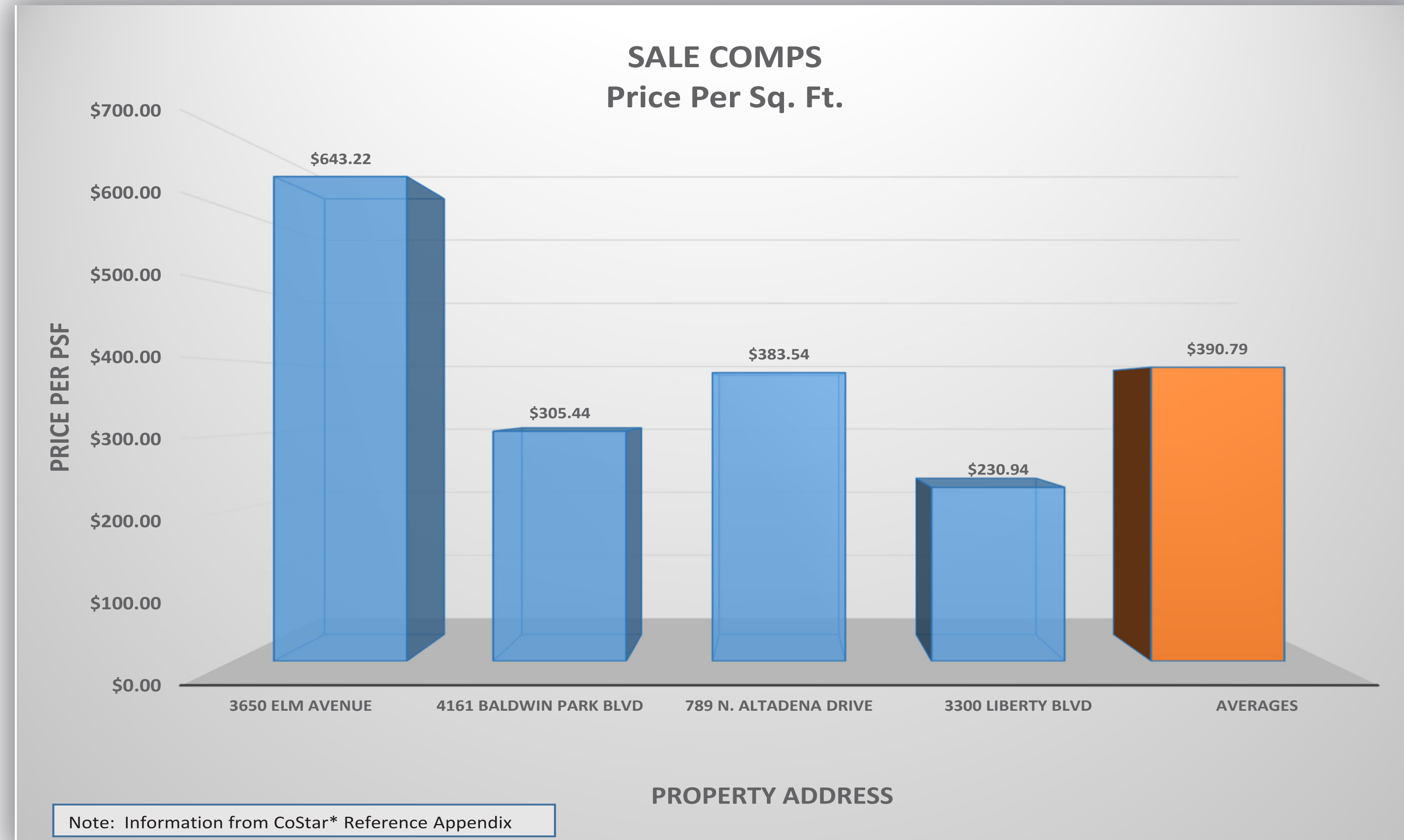
ASKING PRICE

$14,500,000 - $14,750,000

COMPARABLES (COMPS) APPROACH “FOR SALE” PROPERTIES

COMPS approach, or Comparables approach, is a common method of valuation for commercial properties, which is performed by assigning price per square foot values to the improvements on a property or the land. The COMPS approach is generally more applicable when a commercial property is being sold to an “owner-user,” meaning that the buyer of the property will be utilizing the property either for business or personal use and the income generating potential of the property will not be the primary evaluation factor.

For purposes determining value utilizing the COMPS approach, we performed a survey of transactions for commercial properties exhibiting similar characteristics as 3435 San Anseline Avenue, Long Beach, CA. Properties currently for sale have been included in the survey for comparison purposes along with the closed transaction comparables. These comparables have been attached to the back of this presentation for your review.



FOR SALE PROPERTIES

Address	City	Building SF	Sale Price	Price/SF
3650 Elm Avenue	Long Beach	2,332	$1,500,000	$643.22
4161 Baldwin Park Blvd	Baldwin Park	9,822	$3,000,000	$305.44
789 N. Altadena Drive	Pasdena	26,073	$10,000,000	$383.54
3300 Liberty Blvd	South Gate	29,228	$6,750,000	$230.94
AVERAGES		**16,864**	**$5,312,500**	**$390.79**

SUBJECT PROPERTY

3435 San Anseline Avenue	**Long Beach**	**43,384**	**$300**	**$13,015,200.00**
SUGGESTED PRICE RANGE (LOW)		**43,384**	**$275**	**$11,930,600.00**
SUGGESTED PRICE RANGE (HIGH)		**43,384**	**$325**	**$14,099,800.00**

Information from CoStar. This information was completed by looking at area sales. Although the information is deemed reliable it is not guaranteed.

COMPARABLES (COMPS) APPROACH "SOLD" PROPERTIES

COMPS approach, or Comparables approach, is a common method of valuation for commercial properties, which is performed by assigning price per square foot values to the improvements on a property or the land. The COMPS approach is generally more applicable when a commercial property is being sold to an "owner-user," meaning that the buyer of the property will be utilizing the property either for business or personal use and the income generating potential of the property will not be the primary evaluation factor.

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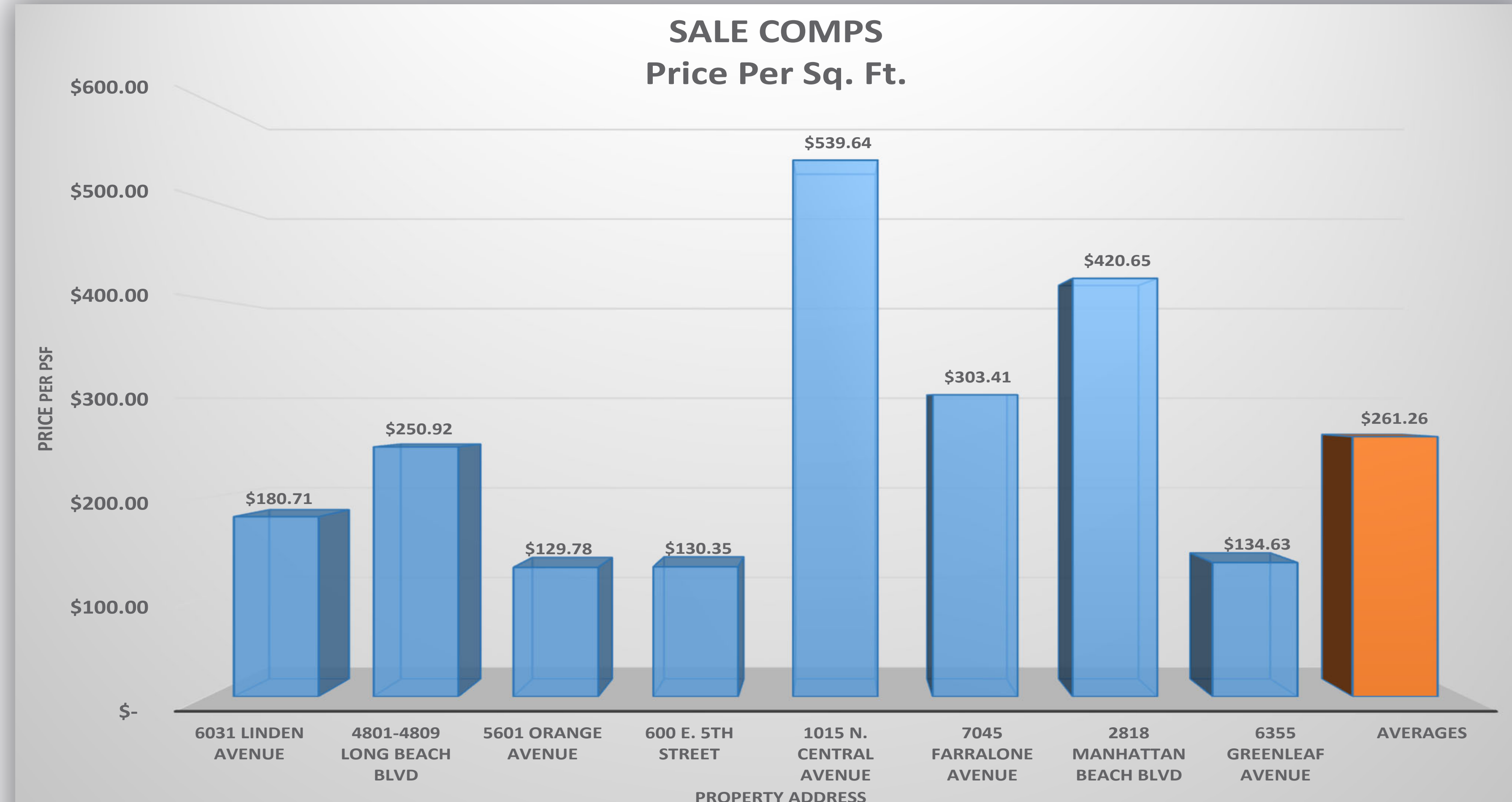

Note: Information from CoStar* Reference Appendix

SOLD PROPERTIES

Address	City	Building SF	Sale Price	Price/SF	Date Closed
6031 Linden Avenue	Long Beach	6,336	$1,145,000	$ 180.71	9/6/2022
4801-4809 Long Beach Blvd	Long Beach	7,572	$1,900,000	$ 250.92	7/20/2022
5601 Orange Avenue	Long Beach	11,245	$1,459,405	$ 129.78	10/13/2021
600 E. 5th Street	Long Beach	12,275	$1,600,000	$ 130.35	9/9/2021
1015 N. Central Avenue	Glendale	22,237	$12,000,000	$ 539.64	8/17/2022
7045 Farralone Avenue	Canoga Park	26,367	$8,000,000	$ 303.41	7/28/2022
2818 Manhattan Beach Blvd	Gardena	40,414	$17,000,000	$ 420.65	3/23/2022
6355 Greenleaf Avenue	Whittier	38,996	$5,250,000	$ 134.63	8/18/2021
AVERAGES		**20,680**	**$6,044,301**	**$261.26**	

SUBJECT PROPERTY

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BUYER PROFILE

Most assets have characteristics that intrigue either an owner-user or a private investor. In the case of 3435 San Anseline Avenue, several factors indicate an owner-user will be the eventual buyer.

Owner-User	Foreign Buyers
This property may appeal to an owner-user.	The property may appeal to foreign investors.
Developer	**Private Investor**
This property may appeal to a developer.	N/A

The target markets geographically would initially be focused in Long Beach and then Greater Los Angeles County, followed by other Southern California and national/international investors & users.

To effectively communicate the uniqueness of this property to the investor is of critical importance. *What makes this property unique?*

Consider the following:

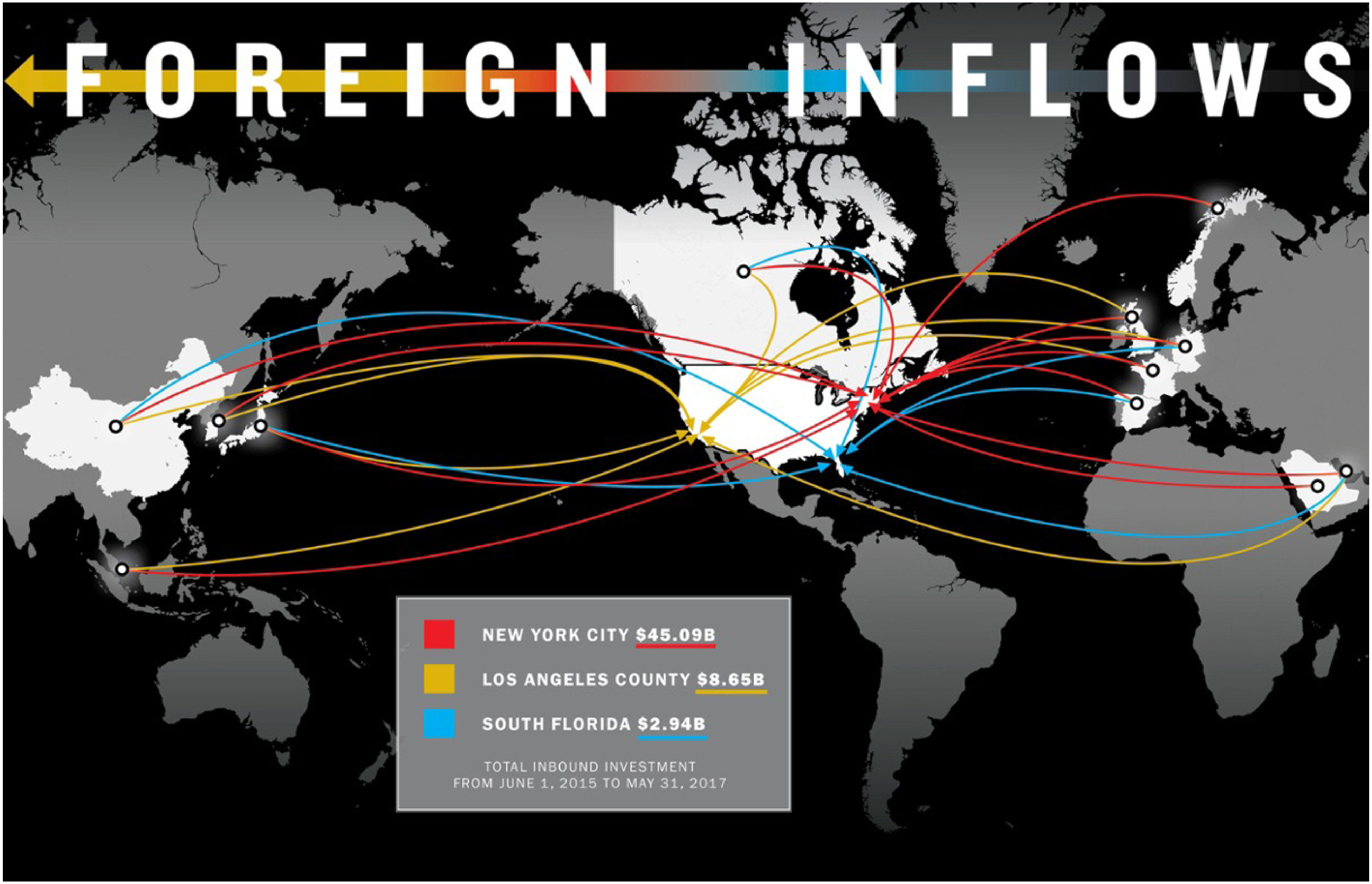
- Potential to satisfy 1031 Exchange;
- Abundance of local investors/developers hoarding cash (with few realistic alternative investment opportunities);
- Highly favorable capital market/lending conditions.

1031

In the event Seller elects to effectuate a 1031 exchange then please advise Broker of its intentions early on the process.

REAL CAPITAL MARKETS

Coldwell Banker Commercial BLAIR uses Real Capital Markets to effectively market properties and expose the properties to RCM's vast database of qualified investors. RCM's investor database has been developed over 15 years and is maintained daily by their in-house research team. Their researchers use a strict screening process that ensures accuracy and guarantees that only qualified investors are included.



Source: www.thinglink.com

MARKETING TIMELINE

The Team is prepared to immediately commence and expedite the marketing process in order to culminate a transaction as soon as possible while striving to maximize the sale price. We will team up with Real Capital Markets (RCM) to offer the following list of steps necessary to achieve a completed transaction.

PHASE I:

1 to 2 WEEKS

SET STRATEGY

- Define Objectives
- Create Strategic Marketing Plan
- Review Property
- Determine Pricing

PREPARE MATERIALS

- Prepare All Marketing Materials
- Seller Approval of Materials
- Establish Due Diligence documents
- Prioritize Specific Prospect Lists

LIST PROPERTY

- Install Building Signs
- Send Listing to Office
- Notify All Websites
- Release Press and Digital & Print Advertisements

PHASE 2:

2 WEEKS TO 2 MONTHS

TARGET MARKETING

- Initial Calls to All Prospects
- Eblast to Client List & Broker List
- Offering Memorandum Distribution
- In Person Property Presentation
- Sales Meetings
- 1031 Exchange Lists
- Direct Mail Campaign
- Email Distribution Campaign
- Weekly Status Reports
- Phone Status Meetings w/Sellers

FOLLOW UP

- Follow-up Calls
- Property and Market Inspection
- Solicit Third Party Financing Terms
- Call for Offers Deadline (if applicable)

REVIEW OFFERS

- Recommend Responses to Buyers /Users Based on Competitive Pricing
- Review and Analyze Offer Terms
- Oversee the "Best & Final" Bidding (if applicable)

NEGOTIATIONS

- Counter Offer
- Negotiate Between Competing Bidders (if applicable)
- Select Investor & Execute Contract
- Assist Through Due Diligence Process

CLOSING

- Close on the Property
- Color Postcard Distribution
- Release Press Releases
- Send Email Distribution Campaign

PHASE 3:

1 to 2 MONTHS

MARKETING STRATEGY

Our objective is to maximize value by finding the highest paying qualified buyer in the shortest period of time. We accomplish this through our management and integrated marketing process comprised of:

- Underwriting of both the quantitative as well as the qualitative aspects of the property
- Preparation of a complete professional Offering Memorandum – offered for sale at the client's direction
- Dissemination of the Offering Memorandum to qualified investors through our internal buyer list, the brokerage community, our company website, LoopNet, CoStar, CCIM, AIR, and the Coldwell Banker Commercial Worldwide website
- Use of our extensive knowledge of the Greater Los Angeles market to help buyers understand the upside potential of the investment or user benefits of a tenant
- Understanding the asset challenges and overcoming any buyer objections with creative solutions

MARKETING PLAN

Our marketing plan emphasizes maximum exposure of your property to the full range of qualified buyers through mailing and follow-up, phone campaigns, internet exposure, soliciting the assistance of cooperating brokers, circulation of marketing materials, and publication on LoopNet, CoStar, Crexi, multi-listing services (MLS), among others. Our initial emphasis will be to personally contact our extensive list of qualified buyers and brokers. Our ability to market the property through a number of websites gives buyers the ability to instantly access critical features and details about the property 24 hours a day, 7 days a week from any location in the world.

MARKETING MATERIALS

OFFERING MEMORANDUM

High quality marketing materials are critical to create the most positive perception of each investment opportunity. Our investment team is known for producing marketing materials that are professional, accurate and effective. We constantly strive to be on the cutting edge of technology and to improve our marketing presentation. Our marketing team will prepare an introductory brochure/postcard (sample below) and a complete Offering Memorandum designed to provide investors with all the information they need to evaluate and make an offer on the asset. Marketing materials will be available to prospective buyers in both print and electronic form.

OFFERING MEMORANDUMS INCLUDE

- Executive Summary Outlining the Properties Strengths & Opportunities
- Current Rent Roll
- Current and Proforma Income/Expense Analysis
- Property Description
- Lease and Sale Comparables
- Survey
- Site Plan
- Aerial Photograph
- Property Photographs
- Traffic Counts
- Aerial Noting Major Retailers/Amenities within the Immediate Trade Area
- Property Location Map
- Market Demographic Analysis
- Major Tenant/Anchor Summary Overview

POSTCARDS & PRINT ADS

Not every private investor is internet savvy and therefore we find great success in old fashioned print advertising. At Broker's cost, we place print ads within various periodicals including local periodicals and/or the Wall Street Journal. In some cases, we use Real Estate Alert (larger assets) and Commercial Property News (CPN) if practical. At your request we can also include the Financial Times.

Additionally, we send a full color postcard / marketing brochure to over 1,000 area commercial owners via direct mail campaign. This targeted list is sorted and sent out based upon geographical location, property type, and anticipated price range of investment.

E*BLAST

Part of our emphasis on maximum exposure is through internet exposure. We have an extensive list of qualified buyers, prospect clients and viable local and national investors who we immediately notify via email campaign when a property is listed and when a property has closed. Our E*Blasts are a critical tool in providing our client's assets maximum exposure.

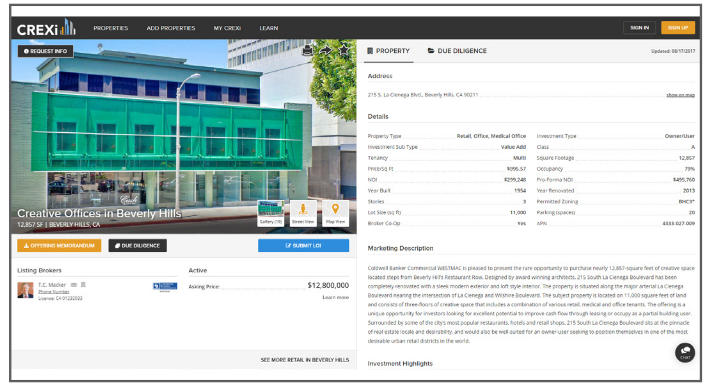
The policy of Coldwell Banker Commercial BLAIR and its Marketing Team is to encourage cooperation from other qualified brokers. We maintain a large database of over 4,000 area real estate brokers who deal in investment properties (as well as Brokers who represent Users). Because we list a large volume of properties, brokers contact us when they have a client in the market, and each of these broker are added to our database. The targeted investors will be contacted directly by the Marketing Team. Property information will be broadcast to brokers in the database via E*Blast.

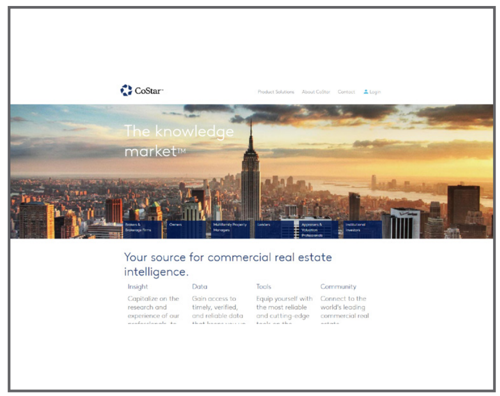
MARKETING COMPONENTS

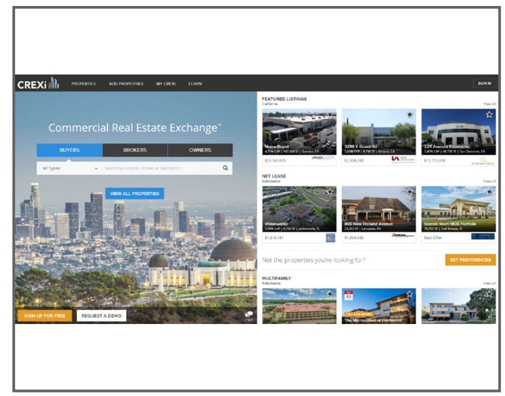
INTERNET EXPOSURE

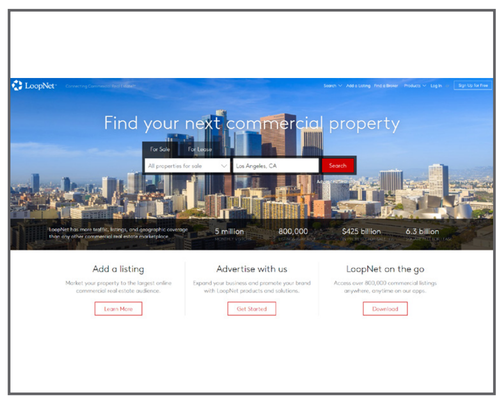
We cannot emphasize enough the marketing power of the internet in today's world. We ensure that the property is presented professionally so that salient features, pictures and building information can be readily available anywhere in the world, any day and at any time. We disseminate information through the following websites:

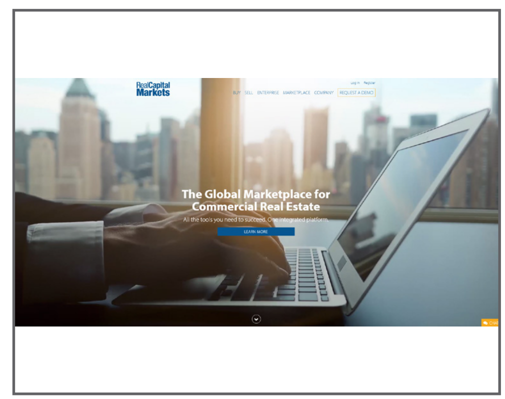
- LoopNet (Premium Members)
- Real Capital Markets (RCM1 or institutional investors)
- CoStar (Subscription Based for Brokers)
- Crexi
- Multiple-Listing Services (MLS)
- A.I.R. (Members)
- CCIM (Members)
- Coldwell Banker Commercial Worldwide website
- Proprietary website (www.propertyaddress.com)
- Social Media
- Various sites of lesser traffic











LISTING LAB / RCM1

Depending on the assignment, we employ a listing platform for all property and portfolio sales. This all-in-one tool-set streamlines the entire disposition process, with full-coverage tracking, a secure virtual deal room and reporting that provides a clear view of how perspective buyers interact with each listing. By collecting investor's acquisition criteria and exposing listing to Coldwell Banker Commercial's internal broker network, our platform provides us the opportunity to deploy a more targeted strategy and get our deals in front of the right people, at the right time. Benefits of our listing platform include:

- Access to inventory
- Real-time market insight
- Matching deals to capital
- Customized investor

RELATIONSHIP MARKETING / COLLABORATIVE MARKETING / SOCIAL MEDIA

- Formal presentation of the properties to Coldwell Banker Commercial's entire brokerage division
- Personal contact with active Buyers in the marketplace
- Personal contact with active Investment Brokers
- Property distribution on Linkedin, Facebook, Twitter and our social media outlets

DIRECT MARKETING

Our exclusive Coldwell Banker Commercial BLAIR Database is a product that has been developed and maintained through years of extensive research and advertising. This Database includes a national base of over 10,000 financially viable Investors, Developers, and Investment Brokers who work throughout the Nation to identify investment opportunities for themselves and for their clients. Our database will be used to support the following Direct Marketing tactics.

- Email blasts to investment real estate forums
- Direct phone contact to the following CBC database groups: Active Buyers and Sellers
    - *Owners of similar properties*
    - *Exchange buyers*
    - *National investment property brokers*

DUE DILIGENCE / PROPERTY TOURS

With the assistance of the seller, the Marketing Team will complete a complete package of all information likely to be requested by a buyer in conducting its Due Diligence. This will be provided to the buyer prior to entering into the contract, if advisable, in order to shorten the time frame of the closing process.

Seller shall provide Broker with Due Diligence items (to the extent available) including: rent rolls, leases, P&Ls, stacking plans, environmental reports, structural reports, vendor agreements, current appraisals, Certificate of Occupancy, floor plans (CAD if available), any existing notices received from any governmental authorities, structural drawings, building inspection reports, preliminary title report and mandatory disclosure statements, This information can be scanned and digitally captured for easy dissemination to prospective buyers via CD, email or dedicated website.

The Marketing Team will assist the buyer through the Due Diligence and inspection process. This allows us to anticipate and solve problems before they become an issue. A member of the team will be present for all property inspections and will coordinate the inspections, with on-site personnel if necessary, by monitoring the buyer's progress on a day-to-day basis, the seller is able to track the process with minimal effort.

Team shall conduct all property tours with prospects and brokers. Client shall advise broker as to the security/sensitivity issues in order to show the property in a manner consistent with the business needs of the Seller. Further, client shall advise broker of the primary and secondary liaison for all inquiries, confirmations and tour arrangements.

QUALIFYING THE BUYER

Significant time and effort will be invested by the Marketing Team to help qualify buyers (this goes well beyond whether the prospect possesses the ability to complete the transaction). We want to know if they are experienced in this type of transaction. Will they keep the previously agreed upon timetable? Will they look for excuses to renegotiate? Our job is to recommend the buyer who we feel has the highest likelihood of performing on a timely basis without renegotiating the terms at the eleventh hour.

The Marketing Team has years of experience in this market. We know the buyers who are active in the market by reputation, and we have dealt with many of them directly. When a buyer is unknown to the Team, we determine where they have purchased properties and review their references with our colleagues in those markets. With seasoned leasing and investment professionals at Coldwell Banker Commercial BLAIR in markets nationwide, few qualified investors are unknown to our Team.

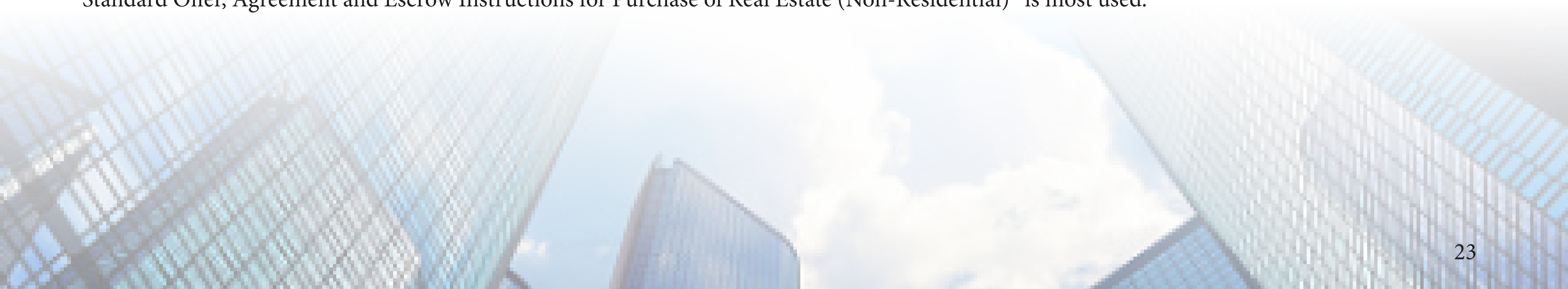
Each investor or user that makes an offer is interviewed at length by the Marketing Team. We review their underwriting in detail to determine whether their parameters are realistic and if they will hold up under the scrutiny of a due diligence investigation undertaken by property's ownership.

By conducting a thorough investigation of references, combined with personal knowledge of investors' past transactions, and examination of their underwriting, the Marketing team strives to eliminate those purchasers that appear less likely to close a purchase in a timely fashion.

CONTRACT NEGOTIATIONS

All contract negotiations concerning 3435 San Anseline Avenue, Long Beach, CA, will be conducted through the Marketing Team. Whether the purchaser is a client of the Marketing Team or a client of a cooperating broker, all contracts will be sent to the Marketing Team for delivery to the Seller. We have that this procedure helps to achieve the best possible price, while ensuring that any serious potential purchaser is given every chance to negotiate the purchase price of your property. A middleman or arbitrator placed between the Purchaser and Seller can effectively increase the probability of closing and hopefully identify issues before they become major problems.

Unless directed otherwise, we will use the standard purchase offer agreements that will meet the Seller and Seller's counsel's approval (The A.I.R. "Standard Offer, Agreement and Escrow Instructions for Purchase of Real Estate (Non-Residential)" is most used.



BACKUP OFFERS

In spite of our extensive efforts to qualify the Purchaser and prevent renegotiation, the chosen buyer occasionally fails to complete the transactions exactly in accordance with the terms of the contract. The Marketing Team is experienced in the negotiations that are necessary to secure a contract in a backup position, if desired. This serves two important purposes for the seller. Firstly and secondly, it can save valuable time if the First Bidder fails to perform and this keeps pressure on the Original Buyer to perform. With a backup contract in place, the probability of closing without renegotiation is greatly increased.

SELLER REPORTING

We understand that the sale of 3435 San Anseline Avenue is a major and momentous undertaking for long-term owners/sellers. We know that it is important for you to be in constant contact with us regarding marketing programs, potential clients, and new developments concerning your property.

MARKETING REPORTS

We are committed to keeping you apprised of the marketing process on a continuous basis. Status reports will be delivered verbally on a day-to-day basis as necessary. Additionally, we recommend a weekly written update of active prospects and marketing initiatives which can be submitted every Monday via email. A set weekly follow-up conference call enhances communications by keeping the Seller and Marketing Team on the same page, if desired by the property's ownership.

We will keep the Seller apprised of tour activity, Buyer response, competing offerings and new sales comparables. This will enable Seller and Broker to be in sync with the latest market developments/changes to ensure the highest sales price to Seller. The method of reporting the status of the property's marketing plan has proven to be very valuable in developing a client/broker relationship built on clear and concise communication.

COMPETING OFFER ANALYSIS

In order to assist the Seller in the selection process, the Marketing Team will analyze all offers received and present them in a form that allows the Seller to easily compare and contrast competing sale offers (i.e. a Seller Matrix). If requested, offers will be summarized on a spreadsheet detailing terms, including price, financing, inspection period, financing contingencies and earnest money deposits, and commenting on any unusual aspects of the offers. The Analysis will be updated each time an offer is received and will be transmitted to the Seller with each offer.

COMMISSION SCHEDULE & RETENTION TERMS

TRANSACTION SERVICES

Coldwell Banker Commercial BLAIR will market the property as outlined in this proposal on an "Exclusive Right to Sell" basis for a period of six (6) months from the date marketing is authorized.

COMPENSATION

- **Sales:** The Team proposes compensation equal to four percent (4%) of the gross sales price paid through escrow at closing.

Listing broker shall cooperate with with Buyers'/Tenants' brokers.

Our Investment Sales team at Coldwell Banker Commercial BLAIR is dedicated to assisting clients in the acquisition and disposition of income producing and owner-user investment properties in the greater Los Angeles area. Our service platform is relationship based with a primary goal of assisting clients in making the most informed investment decisions.

We specialize in commercially zoned properties as well as development opportunities. Geographically, our market consists of the Greater Los Angeles, Long Beach and surrounding areas.

ABOUT COLDWELL BANKER COMMERCIAL

AND ITS AFFILIATES

A subsidiary of Anywhere Real Estate, the world's leading real estate franchiser, Coldwell Banker Commercial® Affiliates is a worldwide leader in the commercial real estate industry. The Coldwell Banker Commercial organization is part of the oldest and most respected national real estate brand in the country, which was founded after the San Francisco earthquake of 1906 by Colbert Coldwell, who was later joined by Benjamin Banker.

LOCATIONS:

The Coldwell Banker Commercial organization has a presence in 26 countries and territories around the world: Australia, Canada, China, Ireland, Italy, Japan, Mexico, South Korea, UAE, Indonesia and many more.

WORLD HEADQUARTERS

1 Campus Drive
Parsippany, New Jersey 07054
(800) 222-2162
www.cbcworldwide.com

KEY MANAGEMENT

Charlie Young, President and CEO,
Coldwell Banker Real Estate LLC

Liz Gehringer, COO
Coldwell Banker Real Estate LLC

www.coldwellbanker.com

PARENT COMPANY

Anywhere Real Estate
Michael J. Williams, Chairman
Ryan M. Schneider, CEO & President

www.anywhere.re

COLDWELL BANKER COMMERCIAL

Coldwell Banker Commercial BLAIR is a franchisee of Coldwell Banker Commercial headquartered in New Jersey operating globally with over 250 offices

200 U.S. Affiliated Companies
2,800 Professionals
5,423 Sales Completed last year
$3.2 Billion total Sale Volume

- CBC was ranked in the top 6 of the Lipsey Company's **"Top 25 Nationwide Commercial Real Estate Brands."**
- Real Estate Forum ranked CBC in its **"Forum 100"** list of top global commercial real estate companies.
- CBC ranked in the **"Top Two Most Familiar Brands"** according to a survey of Wall Street Journal Subscribers.
- The CBC organization has more CCIM, SIOR and NAR Commercial members than any other commercial real estate organization.

CORE COMPETENCIES

CBC professionals offer a comprehensive portfolio of services, including:

- Service Lines
- Property Types
- Brokerage & Transaction Management
- REO and Distressed Asset Management Services
- Corporate Real Estate Services
- Property & Facilities Management
- Valuation
- Property Tax Administration and Appeal
- Lease Administration
- Strategic Planning Services
- Lease Portfolio Services
- Capital Services
- Construction Management
- Market Research & Analysis
- Hospitality
- Industrial
- Land
- Office
- Mixed Use
- Multi-Family
- Retail

TOTAL CBC LISTINGS (AT ANY GIVEN TIME)	Approximately 16,000
RESIDENTIAL COMPANY ONLINE	www.coldwellbanker.com / www.coldwellbankerpreviews.com
SALES ASSOCIATES & BROKERS	Nearly 90,000 sales associates and brokers affiliated with the Coldwell Banker® organization.
RESIDENTIAL OFFICES WORLDWIDE	More than 3,300

INTRODUCTION

Since its founding in 1993, Coldwell Banker Commercial BLAIR has provided expert representation to a broad array of property owners, tenants and investors active in the greater western Los Angeles County commercial real estate market.

Specializing in four distinct market niches -- office, industrial, retail and investment properties -- the firm's commercial property specialists conduct comprehensive marketing programs for their corporate and individual clients.

Among the primary services the firm provides are exclusive marketing of both for-sale and for-lease properties, representation of tenants seeking to lease commercial space, and consultation to real estate investors, developers and owners on the disposition or acquisition of commercial property.

CREDO

Coldwell Banker Commercial BLAIR is founded on principles of the highest standards of professionalism and service to the client. Our goal is to become an extension to our client's real estate department. Our business is tailor-made service to the client.

MARKET TRENDS & RESEARCH

It is a practice within our company to meet for a sales meeting three times per month with all the agents within our office. The goal of the sales meeting is to discuss recent comps, trends, best practices and active listings. With the collaboration from all our agents, we all strive to increase our knowledge so we can better serve our clients.

Our company pays a premium for all its agents to subscribe to Costar (ww.costar.com), which includes Costar Go, CoStar Property, CoStar Comps, CoStar Tenant and CoStar Market Reports. CoStar is the leading provider of real estate information and data. In addition, our company subscribes to quarterly reports for Office, Retail and Industrial for both Los Angeles and National.

In addition to CoStar, our firm subscribes to the REIS (www.reis.com) reports, which are market specific reports and analytics for commercial real estate properties, transactions, and performance.

Our firm is a subscriber to compstak (www.compstak.com), which is a leading comp sharing services. This enables our agents to have access to the latest up-to the-minute comps in both Los Angeles and larger markets Nationwide.

GEOGRAPHICAL COVERAGE

The firm is particularly active throughout Long Beach and the commercial areas within Los Angeles County. In addition to its major market dominance and established presence in Los Angeles County, Coldwell Banker Commercial BLAIR has successfully penetrated the entire Southern California region as well as concluded many transactions throughout the country and internationally.

EXCLUSIVE LISTING REPRESENTATION

Coldwell Banker Commercial BLAIR has long marketed office properties on an exclusive basis with some of the largest and best-known property owners in Los Angeles County. It has represented landlords of all ownership descriptions: individuals, pension funds, trusts, public companies, partnerships, families and lending institutions.

Backed by the latest market research and their own finely honed market intuition, Coldwell Banker Commercial BLAIR brokers create response-oriented direct marketing programs for each of their clients. The efforts Coldwell Banker Commercial BLAIR brokers often employ include a variety of marketing tools, including:

- High-visibility signage.
- Direct marketing materials to targeted audiences.
- Personal contact with prospective buyers.
- Special marketing events and incentives.
- Economic benefits statement of sale.
- Constant dissemination of updated marketing information to the greater commercial brokerage industry.
- Sophisticated technical analysis for programs specifically tailored to the client's needs.
- Regular interval reporting to clients.
- Constant input provided to Coldwell Banker Commercial BLAIR clients regarding changes in the marketplace, emerging trends, and market driven practices in the documentation of lease and sale transactions.
- Access to four (4) real estate websites.
- Advertising in Wall Street Journal, Los Angeles Times and selective trade journals.

SALES BROKERAGE

Coldwell Banker Commercial BLAIR is uniquely experienced and equipped to advise clients with regard to disposing of real estate. Our firm sells more commercial properties in between $1 and $20 million than any other brokerage firm.

Not only are the most timely computer programs enlisted for conventional quantitative analysis, Coldwell Banker Commercial BLAIR offers advice and counsel on the other qualitative and intangible aspects involved with any major commercial real estate decision.

Further, we have other agents within our office that specialize in leasing, different product types and other aspects of commercial brokerage Depending on the situation, we are able to offer a superior marketing team that can assist and meet our client's needs in today's demanding marketplace.

RELATED SERVICES

In addition to its traditional brokerage services, Coldwell Banker Commercial BLAIR property specialists are occasionally asked to serve in the role of counselors to property owners, tenants, investors, financial institutions, accounting firms and others. They also have been called upon to provide expert witness testimony in legal proceedings related to the disposition of certain commercial properties. Some of the other related services include:

- Counsel and analysis regarding ground leases.
- Lease buy-out analysis and counsel.
- Assistance in identifying sources of short term and long term financing.
- Property assemblage.
- Comparable analysis by sub-market or client defined geographic constraints.
- Absorption and leasing velocity studies.
- Preparation of opinions of value.
- Specific counseling to tenants in the process of renewal of an existing lease.
- Counsel to clients on repositioning a property or making a quantum change in use.

CAPITAL MARKETS / FINANCING

Coldwell Banker Commercial BLAIR has a strategic relationship with Citation Capital, a capital markets and financing specialist that shares office space in our office building. Through this relationship, we can assist with both equity and debt needs for our clients. For more information, please go to www.citationcp.com.

INVESTMENT PROPERTIES

Coldwell Banker Commercial BLAIR offers customized investment sales, acquisition and recapitalization services, together with industry leading market intelligence, to provide unmatched exposure to buyers across the country. By utilizing market research, a seamless execution process and in-depth relationships, our professionals can anticipate trends and command capital globally. These unique benefits validate Coldwell Banker Commercial BLAIR as the safest and best choice for results in the global investment property capital market. Investment Properties services include:

SELLER SERVICES

- Exclusive Sell-Side Advisory
- Developer Pre-Sale & JV Equity
- Tenant Blend & Extend
- Sale-Leaseback Finance
- Due Diligence Hosting & Organization (Digital Deal Room)
- Transaction Management
- Coordination with Capital Markets & Asset Management to Strategically Prepare Offering
- Detailed Market Valuation & Analysis
- Broker Opinion of Value (BOV)
- Strategic Value-Add Portfolio Review
- Out-Parcel Dispositions
- Integration of Capital Markets
- In-Person Site Visits
- Professional, Property-specific Custom Marketing Offering Memorandum
- Drone Aerial Photography
- Off-Market, Non-Public Confidential Offerings
- Debt Consulting
- Market Research
- Portfolio Planning

BUYER SERVICES

- Exclusive 1031 Exchange Advisory
- Targeted Property Sourcing
- Cash Flow Projections & Underwriting
- Due Diligence Review
- CAM Reconciliation & Review Analysis
- 3rd Party Report Coordination
- Comprehensive Market Analysis
- Tenant Performance Analysis
- In-depth Tenant Interviews
- In-Person Site Visits
- Assemblage
- Integration of Capital Markets
- Transaction Management

Comprised of more than 400 dedicated sales professionals located in over 50 markets across the United States, Coldwell Banker Commercial is the world leader in the acquisition and disposition of income-producing properties for third-party owners and corporate occupiers, with clients that include:

- Domestic and foreign-based real estate investors
- Opportunity funds
- Owner/developers
- REITs
- Entities with tax-sensitive exit strategies
- Family offices / High net worth investors

The extensive market knowledge and transaction expertise applied by Investment Properties, both to the middle and private capital markets, maximizes value for our clients and strengthens our role as the world leader in real estate investments.

COMPETITIVE ADVANTAGES

The Coldwell Banker Commercial BLAIR Team is prepared to handle the assignment of marketing 3435 San Anseline Avenue The Team brings the following competitive advantages to the process:

WHAT SEPARATES US FROM OUR COMPETITORS?

OUR GOAL - Our goal is to maximize asset value for the client. Your interest is the guiding force behind all decisions.

NATIONAL & INTERNATIONAL REACH - Coldwell Banker Commercial has over 189 commercial offices in the United States and an additional 26 offices abroad covering every major market in the world including key new buyer markets China and India. Further, we have access to the Coldwell Banker residential brand and its affiliates encompassing 90,000 sales associates worldwide in over 3,300 offices. We have access through our network and affiliates to very large pool of foreign investors.

COOPERATION WITH OTHER BROKERS - We are known as "Deal Makers", and bring with us the reputation and experience of cooperating with any and all brokers. When a cooperating broker does business with us, they know they are going to get paid a commission and that their time will be well spent.

IMMEDIATE RESPONSE TO INQUIRIES - Brokers and clients know that we will return calls and send information immediately. We pride ourselves on being available to answer questions and schedule impromptu tours. We want to make sure when brokers arrange their tours we are included on that list. A quick timely response will assure no deal will be missed.

HISTORY OF REPRESENTING COMMERCIAL PROPERTIES - Coldwell Banker Commercial BLAIR WESTMAC is known in the community as primarily handling office, industrial and retail properties. Through our extensive experience with sellers, buyers and tenants, we understand the intricacies of representing an investment building. We know the time and attention to detail needed to do the job properly.

NOT "JUST ANOTHER" LARGER BROKERAGE COMPANY - Coldwell Banker Commercial BLAIR WESTMAC was formed to provide a higher level of service to its clients. In the fast changing local markets you need a broker who can adapt quickly and understands the client's needs and objectives. We don't have strict guidelines or corporate red tape. Each marketing decision is reached based upon the factors at hand.

CLIENT EXPERIENCE

Coldwell Banker Commercial BLAIR CLIENT EXPERIENCE*

Listed below is a sample of the clients this team has recently represented.

FULL SERVICE

POWERFUL VISIBILITY

BROAD COVERAGE

PROVEN RESULTS

*Partial list

ABOUT SHEVA HOSSEINZDEH

SHEVA HOSSEINZADEH
Vice President
C. 562.400.5949
Sheva@cbcblair.com
BRE# 01922147

Sheva Hosseinzadeh is a Vice President with Coldwell Banker Commercial BLAIR. She is a California State Long Beach graduate with a degree in Finance and a concentration in investments. Shortly after graduating college, Sheva entered the corporate world as a Business Consultant for Subway Corporate. She spent several years assisting franchisee's in opening new locations, expanding their business, building on sales, marketing, training, and etc. Sheva's Subway corporate knowledge and experience allows her to understand the needs of small business owners and as well as working with National Brands.

Sheva has been with our firm for almost 10 years, she is filled with motivation, energy, and a drive to be successful. Being born and raised in Long Beach has allowed her to be extremely familiar and knowledgeable of the Long Beach Area. Her love for the city has also greatly influenced her desire to become an expert in this territory.

Sheva is a retail and office leasing/sales specialist in Long Beach and surrounding areas. She also has a concentration in free-standing buildings and single purpose sales. Sheva works directly with Becky Blair, creating the ideal team between years of experience and a new energy that is brought to each transaction.

Educational Background

- California BRE License #01922147
- California State University, Long Beach – B.S. Business Finance

Past and Present Professional Affiliations

- International Council of Shopping Centers (ICSC)
- AIR Commercial Real Estate Association
- Board Member of Long Beach Commercial Real Estate Council
- Board Member of the Downtown Long Beach Alliance (DLBA)

SHEVA HOSSEINZADEH
Vice President
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