

COLLIERS INTERNATIONAL

Colliers International is a global commercial real-estate company with nearly a quarter-century of experience serving the Bay Area. Its San Francisco office stands out as one of its top revenue-generating offices. It has an impressive track record in investment sales for "value-added" properties. With its high-profile work in San Francisco, it is no surprise that Colliers is one of the best-rated commercial real-estate companies in the world. CoStar Group consistently ranks Colliers as one of the Bay Area's top real-estate companies. Its client base includes well-established organizations such as Bank of America, Charles Schwab, Chevron, Levi Strauss & Co., Oracle, Wells Fargo and the University of California, San Francisco (UCSF).

"The firm delivers solid commercial real-estate advice," explains Managing Director Scott Harper. "We do it by relying on our transaction experience, combined with state-of-the-art tools that our research division employs." Each year, the Colliers research team publishes a market-forecast analysis. By placing indispensable market information at the beck and call of each Colliers real-estate professional, clients may make intelligent decisions regarding industrial, retail, office development and multi-family residential business sectors.

"We are committed to advising our clients so they can formulate and execute the best-informed, strategic decisions concerning their real-estate options," Harper says. "By leveraging our extensive experience and in-depth research capabilities, we ensure that every client gets the most cost-effective, optimal transaction available."

The San Francisco office represents one of Colliers' largest markets. The local staff comprise more than 65 employees, including 38 real-estate specialists that boast an average 16 years

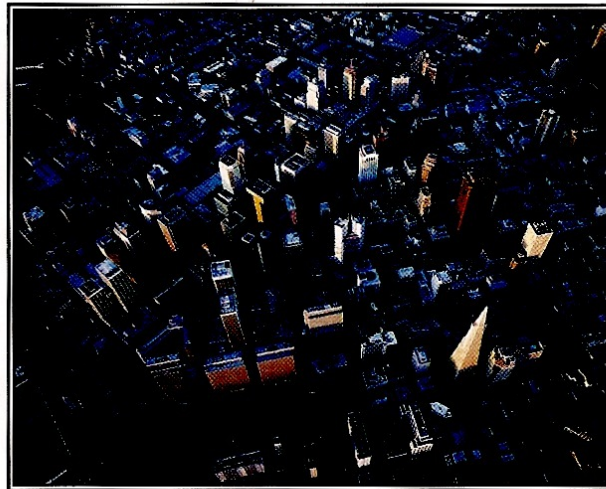
of industry experience. Globally, Colliers' 8,684 employees span six continents, 51 nations and 251 offices. Annual revenue for Colliers' national division is \$1.2 billion.

Colliers' services are available to tenants, landlords, investors and developers. Collier representatives offer market expertise for each project that they manage. Simply put, Colliers International offers global breadth with local depth, making it truly stand out in the industry.

Tenants turn to Colliers for expert advice in site selection, business-term and lease negotiations, financial analysis, strategic facilities planning, and project and relocation management. Landlords rely on Colliers for prospect identification, product positioning, tenant marketing, lease negotiation and management.

"Our goal is to maximize the value of every property we represent, and we treat each property as if we actually own it," Harper insists. "Achieving our level of success requires more than just knowing the physical and financial details of our clients' property. It also requires the uniquely personal and focused relationship we develop with each of our clients. Some of our relationships go back decades."

Colliers draws upon the expertise of Bob Spicker, president of the San Francisco Building Owners and Managers Association (BOMA). Spicker offers a range of services, including asset management, property management, facilities management, construction management and lease administration. The current portfolio consists of about 2 million square feet in San Francisco, Marin and San Mateo counties.



Colliers Hotel Realty Group's Executive Managing Director, Robert Eaton, has been the leading hotel-investment advisor in the Bay Area during the past 15 years. The hotel group is committed to providing quality client service and delivering the highest level of professionalism in the presentation and marketing of hotel assets.

What is Collier's secret to its success? According to Harper, "Our strength is anchored in a century-old tradition of pursuing the highest professional standards. We exploit the latest technology, without losing the human touch. We have instant access to local, regional and international information, and we stay current with industry advances." ■

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