



PROVIDING INFORMED REAL ESTATE SOLUTIONS.

PROPERTY MANAGEMENT

Our comprehensive management program includes tenant services (relations & formal retention programs), building operations and maintenance, service contract management, lease administration, property accounting, and financial reporting. Additionally, our services include preparation of annual operating and capital budgets, variance analysis, preventive maintenance, energy conservation programs, fire-life safety system development and maintenance, and LEED/Sustainability consulting or assessment.

CONSTRUCTION MANAGEMENT / ENGINEERING & TECHNICAL

Our construction management and engineering & technical services assist in the planning, coordination and management of construction for capital improvement, maintenance, and tenant build-out projects of all sizes and complexity. Our management experience coupled with our technical services provides the overall background to value engineer, manage and coordinate construction activities ensuring the highest level of quality at competitive costs. Working with planning, engineering & architectural firms and other specialists to evaluate construction schedules and activities, we provide financial and administrative tracking throughout all project phases.

ACCOUNTING

Our accounting professionals are committed to providing outstanding accounting and financial reporting services to each client we serve. We remain focused on this aspect of our business as we realize that often critical decisions are made based on the information we provide. We offer flexibility in accounting software tailored to meet individual client's needs, including but not limited to MRI and Yardi. Accounting procedures and standard packages are customized for each client and remain flexible throughout the relationship ensuring we are able to manage client requirements as they may change. We understand the importance of strong financial management and believe there should be no "surprises" when it comes to a property's financial position. Close monitoring and clear communication are keys to effective financial management and we perform both enabling our clients to make the correct decisions for their assets.

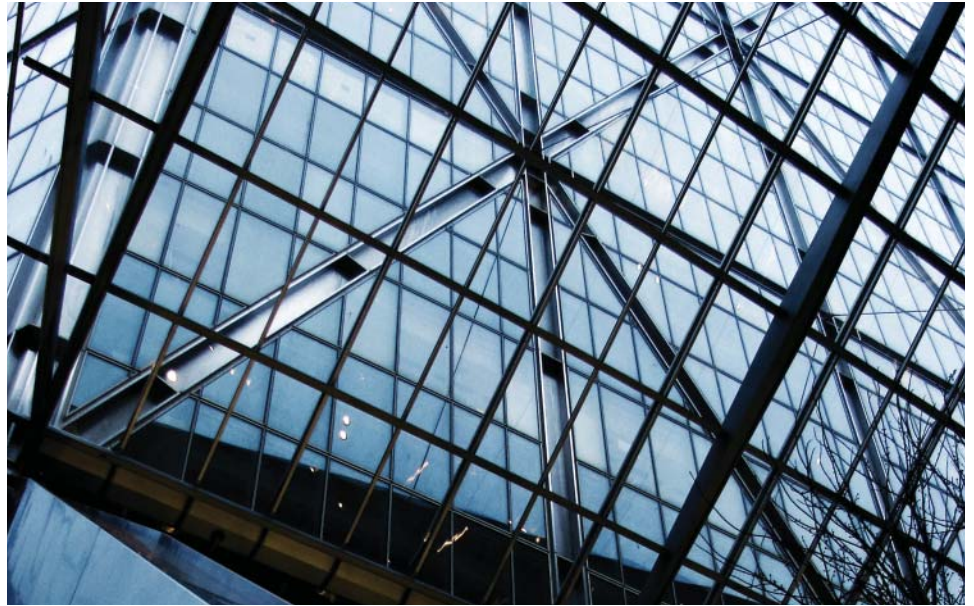
C&C RiverRock Newmark professionals offer specialized services to our clients which can be bundled or implemented separately.



C&C RiverRock Newmark Real Estate Group is an Accredited Management Organization (AMO®)

RECEIVERSHIP

Our receivership services for real estate is handled by an experienced, bonded, court appointed Receiver with the expertise to provide receivership services including coordination of BOV and valuations, market analysis, marketing, and due diligence. Serving as a neutral officer of the court — the Receiver is able to provide interim management solutions and protect the asset to maintain its value. As applicable and subject to Court Order, C&C RiverRock Newmark's full asset services are available to the Receiver in carrying out its duties.



PROPERTY DIAGNOSTICS

Our property diagnostic services review all aspects of a property, including its physical and financial operations, existing debt, management, leasing strategy, market position, ownership goals, and exit strategy. Based on our findings, we will make recommendations to stabilize/maximize cash flow, minimize losses, strategically and aggressively market property to procure and retain tenants, optimize operations/management, reposition asset, achieve ownership goals, and increase exit strategy value.

BROKER OPINION OF VALUE

Our Opinion of value can provide the value range for an asset to assist clients in their decision making process. We will underwrite the property including the review of the market, recent and relevant sale comparables, and a discounted cash flow analysis using Argus Valuation software modeling. The turnaround time can be less than 24 hours. If an appraisal is required, we will coordinate the appraisal process utilizing the most qualified appraiser for the property.

LEASING

Our leasing services cover procurement of new tenants using aggressive marketing strategies, renewal and expansions of existing tenants, financial analysis of lease deals, broker awareness programs, stacking plans, and asset repositioning programs. With our professionals coming from a brokerage background, we know the importance of making sure a marketing team is held accountable, has no conflicts of interest by representing competitive projects, and we follow a proactive approach to leasing rather than putting up a sign and waiting for activity.



CHANGING THE COURSE
OF COMMERCIAL
REAL ESTATE SERVICES
AND ASSET MANAGEMENT.

MARKET ANALYSIS

Our market analysis services review the micro and macro conditions to determine asset position in the marketplace. The results of the analysis explain transaction variables in today's market and provide insight to future trends.

DUE DILIGENCE

Our due diligence services assist investors in the acquisition of property and include physical due diligence, tenant lease review, analysis of vendor contracts, preparation of proforma property operating budgets, assessments of operating cost pass throughs or reconciliation billings, and property operation reviews.

DISPOSITIONS

Our disposition services provide institutional level marketing strategies for the sale of institutional and non-institutional assets. Coupled with our valuation services to determine a sales price range, we will develop an aggressive marketing strategy to keep the client's asset in front of potential buyers with proactive marketing and follow-up. We will coordinate and carry out our sales strategies putting together the most qualified investment sales team for a project.

During the disposition process, if needed, we will also utilize our acquisition services to assist in 1031 exchange support.

ACQUISITIONS

Our acquisition services offer clients both market and off-market property searches that meet acquisitions criteria. We are in constant dialogue with owners, banks, servicers, and receivers so we are exposed to numerous off-market opportunities of all product types. Once we locate a potential opportunity, we will assist clients in their financial underwriting of the property and their understanding of both the asset and the market. If needed, our due diligence services can also be incorporated to assist a client with underwriting.

DEBT PLACEMENT SUPPORT

Through our numerous relationships with lenders and mortgage brokers, C&C RiverRock Newmark can assist clients with the review of their current financing and offer recommendations as well as assist in recapitalizing unfavorable debt.

CONSULTING

The Consulting Services Group has been designed to assist clients that may require specialized consultative work regarding their real estate. We are flexible and nimble with the ability to tailor C&C RiverRock Newmark's services to meet the needs of the client. Specialized services for performing, underperforming, or distressed assets may include: asset plans, asset repositioning, benchmarking studies, expense audit analysis, portfolio analysis, strategic marketing plans incorporating managed brokerage, joint venture support services, loan workout support services, and cash flow stabilization/maximization services.



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**C&C RiverRock
Newmark's**
management experience
and effectiveness
partners well with our
investment objectives
and requirements. Our
recent success with an
East Bay asset proves
C&C RiverRock Newmark
is a solid choice for
management of our
investment properties.

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– James Hardacre
Senior Vice President
LNR Partners, LLC



WHO WE HELP

- ◆ Owners (Private or Institutional)
- ◆ Financial Institutions
- ◆ Servicers
- ◆ Receivers
- ◆ Attorneys

WHAT WE PROVIDE

- ◆ Single point of contact/In-house services
- ◆ Management services that optimize property operations and align asset cash flows with asset needs and the goals of the ownership
- ◆ Develop and implement full service asset repositioning, workout, and value stabilization/maximization strategies for assets that are underperforming, headed for distress, in receivership or REO through our Consulting Services Group
- ◆ Forensic property reviews of office, retail, industrial, multifamily, residential and land
- ◆ Property Diagnostics and recommendations
- ◆ Broker Opinion of Value – Single Asset or Portfolios

WHAT WE DO

Utilize our full array of service lines to implement tailored asset and property management strategies for capital preservation and the maximization of asset cash flow.

NOTABLE CLIENT EXPERIENCE

- ◆ AEW Capital Management
- ◆ Bristol Group, Inc.
- ◆ CalSTRS
- ◆ Cambra Realty
- ◆ DCT Industrial Trust
- ◆ iStar Financial
- ◆ JP Morgan
- ◆ LaSalle Advisors
- ◆ Orion Property Partners
- ◆ STRS Ohio
- ◆ UBS Realty
- ◆ Wachovia Bank
- ◆ LNR Partners, LLC
- ◆ C-III Asset Management, LLC
- ◆ Berkadia Commercial Mortgage
- ◆ McMorgan & Company
- ◆ Essex Property Trust
- ◆ MIG Real Estate
- ◆ Red Media Group
- ◆ Watts & Co.
- ◆ Cobalt Capital Partners
- ◆ TA Associates

C&C RIVERROCK NEWMARK COMPANY STATISTICS

- ◆ Founded in 2003
- ◆ 15 offices
- ◆ Operating in Northern and Southern California and Arizona
- ◆ Managing more than 20 million sq. ft. of office, retail and industrial property valued in excess of \$4 Billion

SERVICE LINES

- ◆ Property Management
- ◆ Construction Management
- ◆ Accounting
- ◆ Receivership
- ◆ Property Diagnostics
- ◆ Broker Opinion of Value
- ◆ Leasing
- ◆ Market Analysis
- ◆ Due Diligence
- ◆ Dispositions
- ◆ Acquisitions
- ◆ Debt Placement Support
- ◆ Consulting

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C&C RIVERROCK NEWMARK LOCATIONS:

SANTA CLARA | PALO ALTO | SAN MATEO | EMERYVILLE | HAYWARD | WALNUT CREEK | PLEASANTON | SACRAMENTO | ROSEVILLE | SAN FRANCISCO | MARIN | SANTA ROSA

RIVERROCK LOCATIONS:

IRVINE | LONG BEACH | LOS ANGELES | ORANGE COUNTY | SAN DIEGO | WOODLAND HILLS | PHOENIX | INLAND EMPIRE

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