Voit Brokerage Assists Development in Acquisition and Lease of Office Building

Voit Development Company has acquired an 86,633-square-foot office building in Tustin for $10 million, with the help of Voit Commercial's Jeff Williams and Trent Walker, who represented the development company in the transaction.

Williams and Walker negotiated a three-year, $3.6 million lease with the existing tenant, Safeco Insurance Co., which had been occupying 53 percent of the building on a month-to-month basis.

"Signing a credit tenant into a three-year lease increases the overall value of the asset," explained Williams.

Jeff Williams and Trent Walker are currently marketing the building's remaining 43,527 square feet of space. The building is located at 14511 Myford in Tustin.

For more information, contact Jim Camp at Voit Development Company at (949) 644-8648.

Top Brokers

Continued from front page

Voit congratulates its Top Brokers and thanks all its professionals for making 2004 its best year-to-date.

Voit's Top Brokers for 2004 are:

Kevin Higgins
Las Vegas

Alan Pekarcik
Irvine

Kit Graski
Las Vegas

Louis Tomaselli
Anaheim Metro

Mitch Zehner
Anaheim Metro

Rob Socci
Anaheim Metro

Mike Hefner
Anaheim Metro

John Griffin
Irvine

Glen Volk
San Diego

Rob Mitchell
Anaheim Metro

Gil Marrero
Irvine

Market Beat

Trade Journalists Proclaim Market Reports Most Comprehensive in So Cal

According to commercial real estate trade journalists, Voit produces the most comprehensive quarterly market reports available on Orange County, Mid-Counties, San Diego and Las Vegas.

The reports include statistics for each market, including vacancy rates, absorption, lease rates, construction activity, inventory, as well as charts, graphs and definitions of each product type and submarket.

Voit's 11 market reports include:

Orange County	San Diego	Las Vegas	Mid-Counties
Industrial	Industrial	Industrial	
Office	Office	Office	
R&D	R&D	Retail	
Flex			

To automatically receive Voit's reports every quarter, please contact Jerry Holdner at jholdner@voitco.com or visit www.voitco.com.

Burbank Phase II Underway

Continued from page three

Burbank Airport Commerce Center Phase I sells out

Voit has broken ground on Phase II, which consists of 13 shell industrial buildings and condo units ranging in size from 9,200 to 72,000 square feet. The shell buildings are being offered for-sale or lease. The sale price of $130-$150 per square foot includes a market rate tenant improvement allowance.

"We are already experiencing significant interest in Phase II and are currently negotiating four deals totaling 113,000 square feet" Regan said.

David Young and Chad Gahr of NAI Capital Commercial are the exclusive marketing agents, while Valley Commercial Contractors is serving as general contractor.

For more information, visit www.burbankairportcommececenter.com or contact Tim Regan at (818) 593-6330.

Voit Focus

Founded in 1971 by Robert D. Voit, The Voit Companies is a full-service commercial real estate organization, active in acquisition, adaptive re-use, brokerage, principal development, fee development, project management, asset management and construction in California, Arizona and Nevada. The Voit Companies include:

- Voit Commercial Brokerage – facilitated sale and lease transactions valued in excess of $12 billion
- Voit Development Company – developed and acquired real estate valued in excess of $1 billion
- Valley Commercial Contractors – completed construction projects valued in excess of $800 million

The Voit Companies is recognized today for the same values on which it was founded more than 30 years ago — excellence in commercial real estate and a commitment to improving the communities in which it conducts its business. The company's extraordinary team of more than 200 employees and independent contractors lives up to the slogan of The Voit Companies: **Real People, Real Solutions.**

FOR MORE INFORMATION:

Commercial Brokerage

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San Diego. .....Linda Dunfee..... ldunfee@voitco.com..... (858) 453-0505
Chula Vista.....Art Bleier.....ableier@voitco.com.....(619) 498-4560
Las Vegas. .....John Owen..... jowen@voitco.com.....(800) 252-7880

Development

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Southeast LA County/Orange County/IE.....Jim Camp.....(949) 644-8648
San Diego.....Peter Quinn..... pquinn@voitco.com.....(858) 458-3383
Arizona.....Tom Kimsey. .....tkimsey@voitco.com.....(480) 922-0443
Reno. .....Jeff Eigenman.....jeigenman@voitco.com.....(775) 686-6047

Construction

So. Cal/Arizona .....Lee Dukehart..... ldukehart@valley.cc.....(818) 710-7838
No. Cal/Nevada .....Jeff DeWeese.....jsdeweese@valley.cc. .....(916) 781-8116

www.voitco.com

Voit Focus

Valley Commercial Contractors Starts Construction On School District Ancillary Support Facility

Valley Commercial Contractors has broken ground on the Capistrano Unified School District Ancillary Support Facility in San Juan Capistrano, a two-story 126,085-square-foot mission-style office building situated on a 17.28-acre site. The office building will be used for administration purposes and serve as the district's Emergency Operations Center (EOC).

"Having Valley on the ground-floor for design assistance meant when the rising cost of construction materials started to inflate project costs, we were able to alter the building plans to use more cost-effective materials and keep the project within budget," explained Jay Eastman, Valley's project manager for Orange County.

"From the project's inception, we have worked closely with the architect, PJHM, to create a cost-effective facility that would meet the architectural guidelines set forth by the City of San Juan Capistrano, as well as one that would meet the school district's needs," Eastman said.

The Capistrano Unified School District Ancillary Support Facility is slated for completion in February 2006.

Capistrano Unified School District EOC Building Rendering

The building will include extensive audio/video capabilities for live news feeds, a 500-gallon fuel tank and a high-power generator with the capability to run the EOC portion for 72 hours.

For more information about this project, contact Jay Eastman at (949) 222-3400.

Voit Raises Nearly $48,000 for Tsunami Relief Effort

The entire world was troubled by the horrific devastation caused by the recent tsunamis in the Indian Ocean, which claimed the lives of approximately 144,000 people with 146,000 people still missing.

Confronted with this horrendous event, The Voit Companies instigated a Tsunami Relief Drive, where contributions made by Voit employ-

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Voit Announces Its Top Brokers

Voit Commercial Brokerage enjoyed a stellar year in 2004 in which the company closed brokerage transactions valued in excess of $2 billion.

"Throughout the last two years, our brokers have produced the highest year-end volume in Voit's history," explained John Owen, managing partner of Voit's Anaheim Metro and Las Vegas offices. "Our brokers continue to outpace their competition by providing unparalleled service to our clients," added Owen.

Continued on page 4

Development Office Opens in San Diego; Two Industrial Projects Underway

Voit Development Company has expanded into the San Diego market with the firm's recent acquisition of two industrial projects totaling 144,000 square feet.

The first project is the redevelopment of two industrial buildings, one 29,000-square-foot building and one 47,000-square-foot building, into 50 for-sale industrial condominium units. The project, which is located in Otay Mesa, is called Amistad Industrial Center.

"Once completed, the industrial condominiums will be as small as 1,300 square feet in size," noted Peter Quinn, vice president of Voit Development's new San Diego office.

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Message From The President

Robert D. Voit
President

Where Have All The Runners Gone?

With all the success that has been enjoyed in 2004, it's hard to believe, or almost to remember, that times were so bad from 1989 to 1995 that so few young people joined our industry during those years. That seems to be a shame, now, as they would have ten years or more under their belts by today and be in strong positions in brokerage or development.

Evidently, becoming a runner has fallen out of fashion altogether. Even today, those scores of young runners one remembers from the '80s – fresh college graduates who lived on almost nightly grand opening party beer and hors d'oeuvres – are nowhere to be seen.

But the potential for strong personal career satisfaction and profit in real estate is once again very real, not only today, but for the foreseeable future. And why is that? Because while many people point to low interest rates, the reality is that there is only one true real estate principle that matters – users are the key.

Luckily for us in the Western United States, users are still everywhere to be found. From new retail concepts to expanding R & D firms, and from service firms in high-rise space to large corporations in campus-style settings, the users keep coming into the states of California, Arizona and Nevada.

The labor pool is certainly growing, and with that growth comes the opportunity for more housing, more retail, and small and large companies whose real estate decision-makers seek both the good labor market and the good weather for their own families.

We at Voit have completed another record year in our brokerage firm – topping last year's record year by more than 30 percent. Our development firm, already busy in its Los Angeles, Orange County and Phoenix markets, expanded in 2004 into San Diego and Reno, where we are actively developing.

Who knows? With all this positive growth for our real estate firm, maybe some of our people will follow the lead of Art Bleier and Mike Cargile – whose sons became second generation Voit brokers in 04!

Robert D. Voit
President

New Development Office Opens

Continued from front page

"They are being designed for small- to medium-sized businesses with light distribution needs, such as perishable and non-perishable food products, and electronic components," Quinn continued.

"As California's largest commercial land port along the Mexico border, Otay Mesa averages approximately $1.6 billion in trade each month. This factor makes the region's industrial market a prime location," Quinn further explained.

Voit also acquired Chula Vista Distribution Center, a 69,000-square-foot dock-high industrial building located in Chula Vista. Voit is currently redeveloping the free-standing building into 11 for-sale industrial condominium units approximately 7,600 square feet in size.

Photo of Chula Vista Distribution Center

"This site is ideal for small owner/users warehousing and distributing goods to and from the Southern California and Arizona marketplace, as well as across the Mexico/US border, because the distribution center is centrally located approximately 1.5 miles from both Interstates 5 and 805," Quinn added.

For more information about these projects or to contact Voit Development's new San Diego office, please call Peter Quinn at (858) 458-3383.

Spending The Golden Years at Montesa, Arizona

"Many Arizonians will spend their golden years and winter months playing tennis and enjoying top-notch facilities at Montesa at Gold Canyon, a 50-acre 246-modular home retirement community with a new Activity Hall and Tennis Center," explained Ron Reinhardt of Valley Commercial Contractors, which is providing infrastructure and construction for the second phase of the project.

"Valley's twenty-plus years of value engineering and construction experience, and unsurpassed local knowledge of the area proved invaluable to the developer during the predevelopment process when we came up against several unexpected cost issues. We worked with the owner's representative, John Parezo, to alter the building plans to incorporate the new plans into the existing design to maintain continuity with the design intent, while staying within budget," explained Reinhardt.

Valley will provide the construction for a 12,000-square-foot meeting hall, a 4,000-square-foot tennis center, and four premier tennis courts. There will also be extensive landscaping and walking trails, as well as an outdoor patio with a fire place and seating area at the meeting hall.

Cal-Am Properties is the owner and developer of the Montesa project. The firm has retained Phoenix Design Group as its architect and Rickes Engineering as its civil engineer.

For more information about this project or how Valley can bring value engineering to your project, please contact Ron Reinhardt at (818) 710-7838

Industry Leader Q&A: Mammoth Equities' Russ Colvin

Voit FOCUS had the opportunity to talk with Mammoth Equities Capital Group President Russ Colvin to discuss the firm's recent office investment transactions handled by Voit Commercial Brokerage, as well as Mammoth's company profile, commercial real estate strategy and forecasts for 2005.

Q. What is Mammoth Equities Capital Group's strategy?

A. As a fully integrated real estate company, Mammoth focuses on the acquisition, development and management of commercial property throughout California, Nevada and Arizona. We are primarily interested in Class-A and Class-B office and industrial product. However, if the cash-flow is promising and the property is stabilized, we will consider value-added properties, as well.

Russ Colvin, president of Mammoth Equities Capital Group

"We believe Voit is truly a leader in commercial brokerage. . ."

Q. Has Voit Commercial Brokerage helped your business?

A. Yes. We are aware that it is extremely difficult to find properties that are suitable for our varied fund programs, especially for our Tenant-In-Common program. Voit comes through for us every time and has been indispensable to our business. We believe Voit is truly a leader in commercial brokerage and that's why we retain them for nearly all of our transactions. They know what they are doing, their service is unparalleled, and Al Pekarcik, in particular, is a real pro. He's at our office nearly every day bringing us the deals we need.

Q. What markets and product types will Mammoth be looking at in 2005?

A. Our goal for this year is to acquire $500 million in assets throughout the Southwest– California, Nevada and Arizona. We feel this region is a great part of the country, with good demographics, promising growth rates and a strong real estate market.

Q. What else would you like to share about Mammoth?

A. Our chairman, Bob Wish, has been in the commercial real estate business for more than 30 years. Our private investors know the benefits of such experience, as we continue to achieve the high-returns they desire. In addition, our small 50-person company can act fast and only works with private capital, removing the 'red tape' that can tie up deals using institutional money. Our motto is to make money and have fun, and with Voit's help, that's just what we're doing.

Mammoth Equities' recent acquisition, Cypress Point Office Park.

Phase I Sells Out At Burbank Airport Commerce Center; Phase II Underway

"We have had tremendous owner/user interest in this project since day one," explained Vice President Tim Regan, referring to successfully selling out Phase I of Burbank Airport Commerce Center, a $44 million, 480,000-square-foot industrial park being developed by Voit next to the Burbank Airport.

"Voit's reputation for building high quality industrial product, the project's strategic location, and the strong demand in this market for newer, functional industrial buildings for-sale, all contributed to our success right from the start," Regan added.

"After closing escrow in July of 2003, Voit completed the entitlement process, subdivision and construction of Phase I in only one year," Regan concluded.

Nine of the 10 buildings in Phase I, which totals 205,000 square feet, were acquired by owner/users with one building leased to a national retailer. The buyers include Ace Industrial Tool, Sofa U Love, W.W. Grainger, Inc. Del Ray Lighting, Happy Jump, Inc., Acme Archives, H. Motors On-Line and Manet Tile.

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Tsunami Relief Effort

Continued from front page

ees and brokers would be matched dollar-for-dollar by Bob Voit and the various companies — Voit Development Company, Voit Commercial Brokerage and Valley Commercial Contractors.

More than 85 employees have contributed $23,732 to the Tsunami Relief Fund, which is an average donation of $279 per person. The Voit Companies, and Bob, matched this fund dollar-for-dollar, with the amount generated totaling $47,565.

Voit employees and brokers had the opportunity to select from among 11 charities for which they designated their matched donation. The money raised by Voit's Tsunami Relief Drive will be disseminated among American Red Cross, AmeriCares, CARE, Direct Relief International, Habitat for Humanity International, International Rescue Committee, Salvation Army, Save The Children, Surf Aid, Unicef and World Vision.

The Voit Companies is very proud to have been involved with this relief effort and support this important cause.