

THE ZEHNER GROUP

ORANGE COUNTY'S PREMIERE REAL ESTATE MARKETING TEAM



THE
ZEHNER
GROUP

Voit
REAL ESTATE SERVICES

WWW.ZEHNERGROUP.NET

714.978.7880

THE
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GROUP**

The Zehner Group Team is a full-service brokerage team devoted to providing specialized real estate services to owners, investors, landlords, tenants, developers and industrial property users. Our focus on industrial and ability to combine complementary services allows us to develop and implement strategies that meet the increasingly complex business and financial needs of our customers. The team incorporates its vast 24 years of transactional experience, industrial market knowledge, seasoned negotiation skills and solutions to each and every transaction, with over \$3.6 billion in completed transactions representing \$35.6 million square feet in over 1,750 transactions. Leverage your property's exposure with the most experienced commercial real estate team in the marketplace.



"I cannot thank you enough for your kindness and for going the extra mile to continue to help us after the sale. You exhibit qualities that are rare. We look forward to a long business relationship with you."

—*Sue Leal, Vice President, COO of SpecCeramics*

"Congratulations, on your new title—Executive Vice President. I can't think of anyone who is more deserving of this recognition. You are, and always will be, the best team of brokers in Southern California. Congratulations, again."

—*Cheryl Todd, CPM, CCIM, Vice President Real Estate Management, Coreland Companies*



"Voit does excellent work—they are hard-working, there is no bureaucracy and they are very entrepreneurial."

—*Rusty Turner, President of Turner Development*

"We have worked with Mitch and his team for over 20 years in acquiring 48 individual properties for our portfolio. They have represented our best interests on every transaction (sales and leases) down to the smallest detail. They are true professionals with the highest ethics and integrity in the business. Their respect from the brokerage community speaks volume. We wouldn't use any other brokerage team."

—*Tom Stull, President of Aspen Properties*



"Voit Commercial Brokerage had an enormous influence on our \$250 Million Platinum Triangle land acquisition strategy for A-Town."

—*Richard Knowland, Regional Vice President of Lennar-Orange County*

"Our long-standing relationship with this team, as well as their extensive knowledge of the Southern California market, allow us to expand our logistics distribution services throughout Southern California in close proximity to one of the world's largest ports."

—*Michael McDonough, Director of Real Estate for Maersk, Inc.*



"They are my retirement program," says Guthrie with a laugh. "They are terrific. They provide a very high level of service and



save us a lot of time by doing things for us that we normally have to do ourselves. A lot of brokers, as soon as they get an offer for a property, they just forward it to the developer. The Zehner Group don't do that. They really

prequalify the offers. They know where a deal can be made. They have spoiled us. The level of service they provide has set a new benchmark for listing agents we use in other areas."

—*Robert Guthrie, President of Guthrie Development*

OUR TEAM COVERS SOUTHERN CALIFORNIA

- Landlord Representation
- Land Sales - Development
- Investment Sales
- Consulting Services
- Tenant Representation
- Lease Renewals
- Building Sales
- Subleasing

Landlord Representation / Tenant Representation

- The Team spends over 50% of their day representing Landlords and Tenants/ Buyers on Transactions.
- Completed 825 Transactions over the last 5 Years
- 26.5 Million Sq. Ft.
- 2.3 Billion in Consideration

TENANTS REPRESENTED

Akzo Nobel	Hitachi Transport Systems	Prudential California Realty
American Red Cross	INET, Inc.	Securitas Security Services
Arden Engineers	Kimberly Clark	Shapell Industries (S&S Homes)
BAX Global	Lennar	State of California
Cor-o-van	Lexani Wheels	Stewart Title
Don Miguel Mexican Foods	Little Caesars	Temecula Valley Bank
Dunkel Brothers	Maersk, Inc.	United States of America-US Census
Eleganza Tiles	Mitsubishi Electric	Varco International
Endocare	Northrop	Venture Design
Fender Musical	Penske Leasing	3 Day Blinds

Land Sales / Development

- 207 Acres Sold
- \$97 Million in Land Sales
- 5 of last 7 Developments in North Orange County
- 10 Ground Up Developments totaling 2.2 Million Sq. Ft. of New Buildings
- Largest Residential Land Assembly in Orange County (\$250 Million; 56 Acres, 33 Parcels)
- Largest Development in North Orange County – 32 Acres, 585,000 Sq. Ft.

DEVELOPERS REPRESENTED

AMB Property	Clifford Companies	Northrop/Majestic
Ameron International	Guthrie Development	Proficiency Capital
bkm Development	Koll Companies	Sares-Regis Group
Boeing Realty	Lennar Communities	Turner Development
Burke Development	Lowe Enterprises	Unocal Land Companies
Centra Realty Corp.	Muller Company	Voit Development

Investment Sales/Career Stats:

The Zehner Group has been recognized year after year as one of the top investment teams in Southern California. The Team has sold some of the largest portfolio transactions as well as the largest number of business parks, single tenant buildings and sale leasebacks.

- + 160 Business Park Sales
- + 22.4 Million Square Feet
- + 35 Cities throughout Southern California

LANDLORDS REPRESENTED

AEW Capital	ING Clarion	Prudential
AMB Property	Kilroy Realty	RREEF
Bixby Land Company	LBA Realty	Sares Regis
Blackrock Realty Advisors	Lowe Enterprises	Shidler Group
Catellus	Majestic Realty	TA Associates
CB Richard Ellis Investors	Metropolitan Life	Union Bank
Cigna	Northwestern	Walton Street Capital
GE Capital	ProLogis	Watson Land

ZEHNER GROUP NOTABLE 2010 TRANSACTIONS



LARGEST INDUSTRIAL LEASE South Orange County

1683 Sunflower Ave., Costa Mesa
232,000 Sq. Ft.



NEW LEASE

3999 E. La Palma Ave., Anaheim
68,862 Sq. Ft.

2010 TEAM STATS

151 TRANSACTIONS

1,981,356 SQ. FT.

\$76,472,265

125 TENANT LEASES

26 OWNER / USER SALES



2ND LARGEST INDUSTRIAL LEASE North Orange County

3125 E. Coronado St., Anaheim
144,000 Sq. Ft.



USER LEASE

2220 E. Cerritos Avenue, Anaheim
100,000 Sq. Ft.

NOTABLE 2010 ASSIGNMENTS



Land Disposition

Beckman Coulter Campus, Fullerton
600,800 Sq. Ft. on 44 Acres



Former Nissan Headquarters

1683 Sunflower Ave., Costa Mesa
345,000 Sq. Ft.



The Reserve Brea Disposition Sale

Sold 60% of Project since Jan- 2010
315, 325 & 335 Puenta St., Brea

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