

THORNTON

OLIVER

KELLER

C O M M E R C I A L R E A L E S T A T E

Experience Results.

Property Sales & Leasing

Reasons to Hire Thornton Oliver Keller



Results driven sales and leasing services.

Our team is here to assess your goals and represent your interests as we help you implement successful strategies for your commercial real estate assets using our experienced brokerage sales professionals, extensive market data and critical analysis.

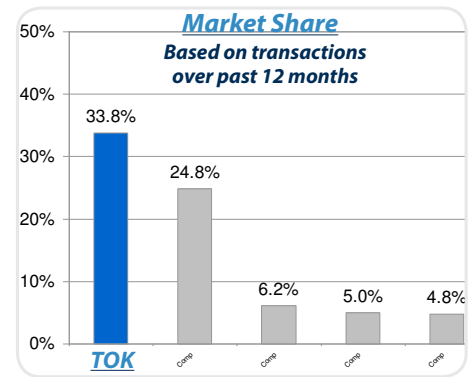
Our brokerage division is staffed with professionals who specialize in a specific property type so that we can offer each of our unique clients expert assistance. Specialties include Industrial, Office, Retail, Land and Investment properties.

Landlord Representation

Accountability: A landlord wants an occupied building and an accountable leasing agent. That's why we communicate through regular activity reporting and apply proven marketing strategies to your property.

Marketing Plans: We create a 12 month marketing plan for leasing up your property. Our numerous signs and professional marketing materials present the property to the widest possible prospect base in the most compelling manner possible. We promise to expose your property on a regular basis to more prospects than any other firm.

Done Deals: We are the market leader in the Boise Metro area. We consistently complete more transactions in our market than our competition every year.



Tenant Representation

Site Options



Site Selection and Analysis: Selecting the right location for your business is crucial. Location, size, rent, competition, and demographics are all factors that we help you consider.

Competition Studies: We provide studies that show where your competition is located and offer advice concerning the properties that give your business the best exposure.

Lease Negotiations: Our agents serve as a liaison between you and the property owner when negotiating terms such as lease rate, length of the term, renewal options, and other details that will impact your lease and your bottom-line.

Property Acquisition and Disposition

Acquisition: Finding the right property at the right value is complex. Factors that we help you analyze include historical and projected vacancy trends, the asset's current market position, cost versus replacement cost, and future value projections.

Disposition: We provide an array of disposition options including standard listing services, auction services, and call for offer programs. Our market knowledge provides proven, solid pricing analysis while our marketing plans provide extensive, targeted exposure.



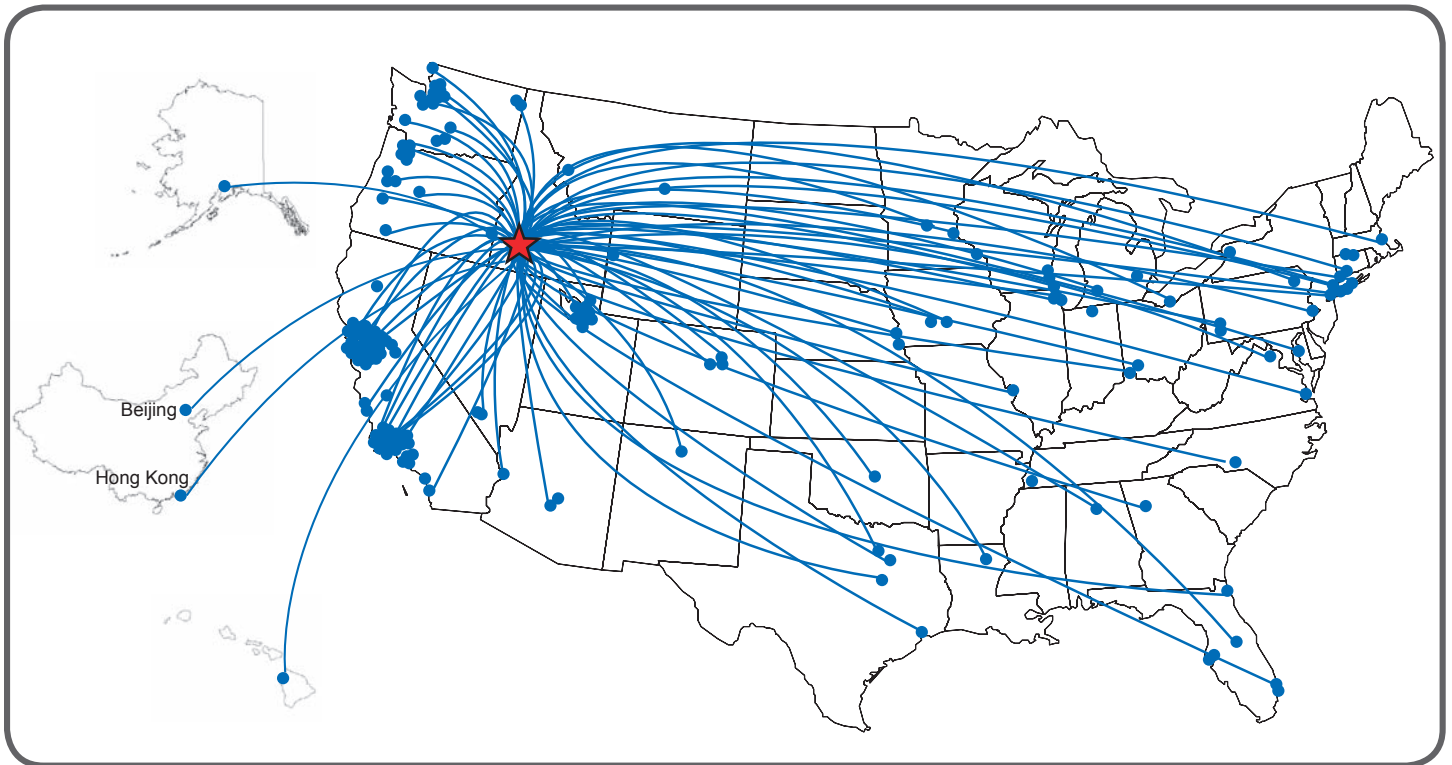
Network of Results

An independent brokerage firm exposes your property to a network of professionals.

We are an independent brokerage firm with a network of relationships all over the world. Because we work with all of the national firms instead of just one, we offer our clients access to the biggest network of commercial real estate professionals in and out of Idaho. Our brokers average over 10 years of experience and complete up to 75 transactions per year on an individual basis.

In addition, many of our brokers are members of prestigious professional affiliations further expanding our effective network to over 80,000 real estate specialists worldwide. The transactions we've completed with clients and agents from across the globe means your property is marketed to a large, sophisticated network. We also complete over 30% of all transactions in our local market (an average of 400 transactions per year), more than any other competing firm.

We complete an average of 35% of all transactions in our local market.



Professional Designations



SIOR: The Society of Industrial and Office Realtors is an industry identification signifying a qualified office and industrial practitioner. This designation certifies service knowledge, experience, competence and high ethical standards.



CCIM: A Certified Commercial Investment Member is a recognized professional in the commercial real estate brokerage activities of leasing, asset management, valuation, and investment analysis.



CLS: The Certified Leasing Specialist designation is offered through the International Council of Shopping Centers (ICSC). Retail leasing professionals must meet experience requirements and demonstrate detailed knowledge of retailing, shopping center development, and shopping center leasing.



**We don't just sell property.
We provide market knowledge as your trusted advisor.**

We want to establish a long-standing relationship with you as your trusted advisor. As a full service commercial real estate firm we can advise you on issues related to leasing, selling, and managing your property. More so than ever, making solid decisions in an ever-changing real estate market depends on reliable advice.

Our brokers and managers are certified professionals with a tremendous amount of experience. They use that experience and a vast array of information and technology to provide you with quicker lease-up periods, targeted marketing and fast closings, which offers you with a positive return on your investment.

Market Research

Extensive Property Database: We track over 75 million square feet of commercial buildings and 90,000 acres of land.

Trends and Analysis: Reports detail historical trends for vacancy, days-on-market, absorption, asking vs actual rent, and construction.

Lease and Sale Comparables: Over 20 years of historical lease and sale comparable data provide accurate market pricing trends.

Mapping Services: Street maps and aerials offer a bird's eye view for competition studies, availabilities, drive-time analysis, and demographics.



Property Solutions - For Owners and Lenders



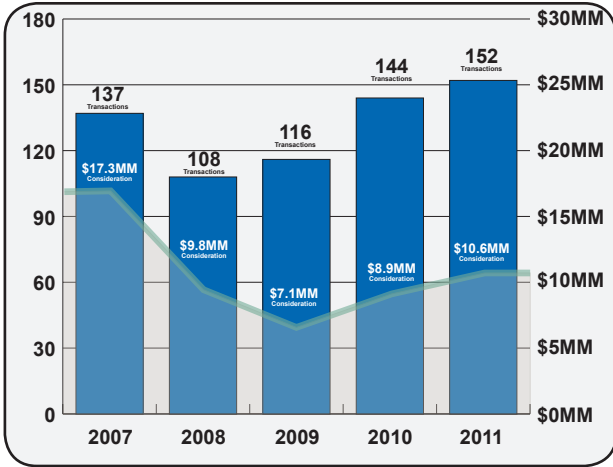
Broker Price Opinion: Market knowledge is a critical component of sound real estate advice. We can provide an accurate and fair summary of market conditions and property values.

Tax Appeal Services: Our accounting team can provide detailed financial reporting and are prepared to negotiate with the County Assessor on your behalf to appeal property taxes when applicable.

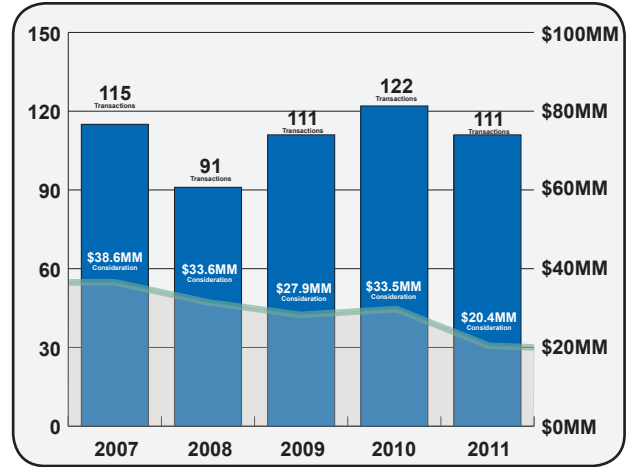
Auction Services: Our partnership with Downs Auction offers a fresh approach to marketing your property and exposes the property to a large number of pre-qualified prospects with the promise of a quick disposition.

Past Performance Transaction Data

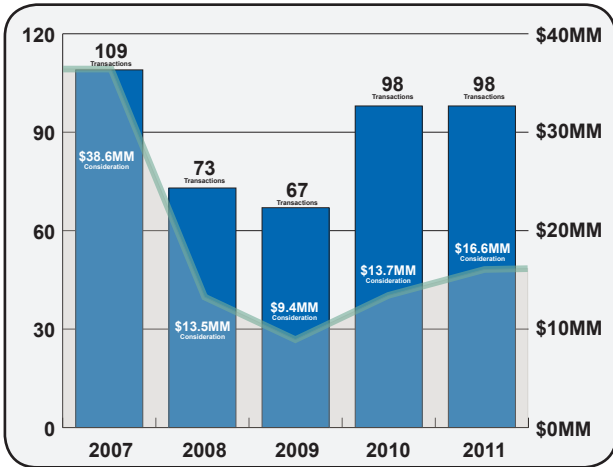
Industrial Lease Transactions



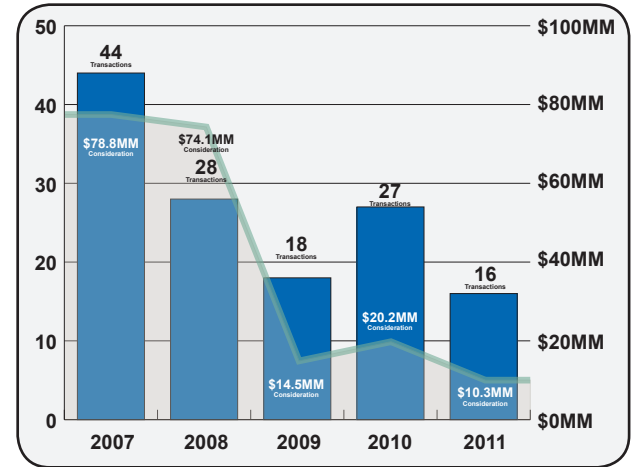
Office Lease Transactions



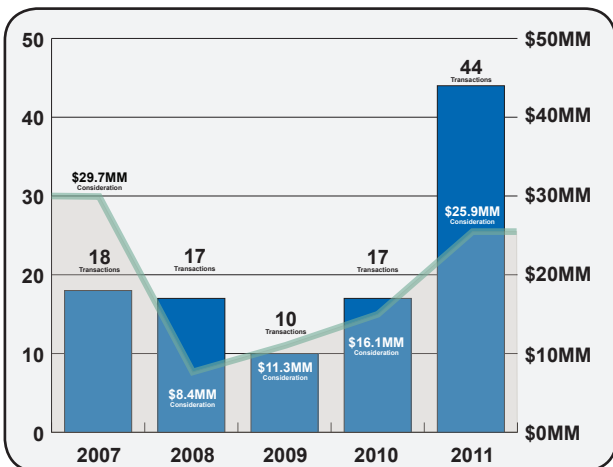
Retail Lease Transactions



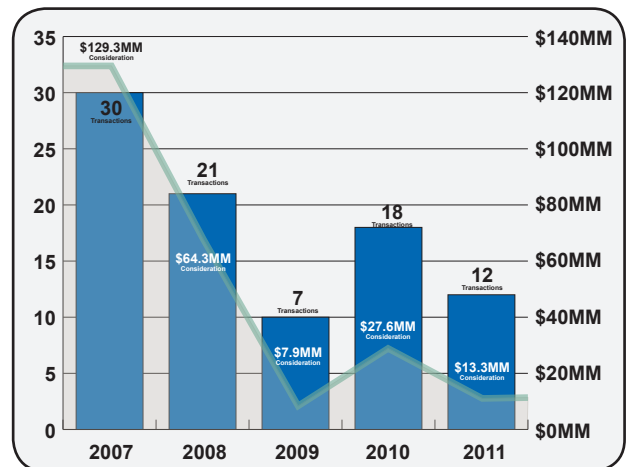
Land Transactions



Sale User Transactions



Investment Transactions



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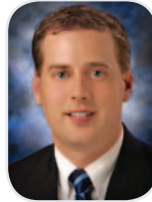
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Comments for Ben Zamzow:

"As the trustee on the Ada Community Library Board of Trustees charged with overseeing this entire process, I have had numerous contacts with Mr. Zamzow over the past two years as we've worked to overcome the many challenges that have interfered with the structuring of a transaction. Never has Mr. Zamzow been anything but completely professional, straight-forward, and prepared."

-Steven Ricks of the Board of Trustees for Ada Community Library

Comments for Mark Cleverley and Patrick Shalz:

"They were very helpful in helping MWI assess our business needs and find an office building that was a great fit for us. They assisted us with all negotiations. Once we closed the transaction, they were a great resource for selecting an architect and general contractor. I can confidently recommend Thornton Oliver Keller as an expert in their field."

- Mary Pat Thompson, Vice President Finance & Administration, MWI Veterinary Supply

Comments for Mike Greene:

"Throughout the process, Mike provided guidance and advice that ultimately led to a favorable lease for our downtown office. I would definitely recommend Mike Greene to other businesses for their commercial real estate needs."

- Cyndi Friendkay, Branch Manager for D.A. Davidson & Company

Comments for John Stevens:

"John Stevens has been a great partner in the Boise-Caldwell area. It is comforting to know you have someone who is working for you and keeping your property in the forefront of those who are potential buyers."

- Jay K. Francis - Executive Vice President, Larry H. Miller Management Company

Comments for Greg Gaddis:

"Our office engaged Greg 18 months prior to our lease expiring in order to find a suitable long-term facility. Greg's dedication and commitment to the job was profoundly refreshing. He stayed focused and positive throughout the process and his commitment to seeing that our needs were met was truly appreciated."

- Paul Kearsley - Branch Manager, ABM Janitorial Services

Comments for Greg Gaddis:

"I wanted to relay my positive experience working with Greg Gaddis and Thornton Oliver Keller to secure a favorable lease renewal and expansion at our current Boise, Idaho location. I would recommend Greg and Thornton Oliver Keller to any tenant in the Boise market looking for valuable information, great service and a favorable outcome for their lease situation."

- Brian Mook, Continental Western Group

Comments for Michael Ballantyne:

"Mike has done an excellent job representing Costco's real estate interests in the Treasure Valley for the past 10 years. He has taken the time to learn how Costco operates and what makes for a successful warehouse. We work with topflight brokers across the U.S. and Canada. Thornton Oliver Keller's people and resources are among the best I have seen."

- Barry Raber, Costco

Comments for Scott Raeber:

"As a small business owner and first time commercial real estate buyer, I had many questions about acquiring property. Scott Raeber was very responsive and helpful and he put in an amazing amount of effort to answer all of my questions. Scott's guidance was essential to completing the purchase."

- Ms. Jocelyn Lockhart, Owner, Treasure Valley Ballet Academy

Nov. 2009	Feb. 2010	May 2010	Apr-May. 2011	May 2011	June - Dec. 2011	Dec. 2011
Property bank-owned. Opinion of value received.	Follow-up meeting in SF.	TOK hired to list property. Property taken to market.	Multiple offers received and analyzed.	Property placed under contract.	Due diligence and financing period.	SOLD!



Cottonwood Plaza Owner Representation

In November 2009, after completing foreclosure proceedings against a local investment group, Well Fargo Bank owned the 50% vacant, 48,125 square foot multi-tenant retail center, Cottonwood Plaza. Interested in liquidating this asset, the bank requested and received a Broker Opinion of Value from John Stevens and Mike Keller of Thornton Oliver Keller. Thornton Oliver Keller estimated that the center would sell in a range between \$2.835 million and \$3.382 million and that the highest and best offer would likely be an owner-user.

In February 2010, John and Mike met in San Francisco with banking executives to further explain their valuation techniques and marketing strategies. This meeting led to Thornton Oliver Keller being awarded with the listing of Cottonwood Plaza, both for lease and for sale, in May 2010.

Cottonwood Plaza was immediately marketed to a large number of prospective national buyers. The offering generated a great deal of interest and the team received multiple offers. However, financing for the sale proved to be a challenge for most of prospective buyers. In May 2011, a local owner-user, interested in relocating and expanding, made a \$3.3 million offer, financed through an SBA loan program, which Wells Fargo accepted. The buyer planned to occupy the majority of the vacant space in the project while continuing to lease the remaining space. The transaction closed in December 2011, at a price on the high-end of Thornton Oliver Keller's Opinion of Value.

Jan. 2011	Feb. 2011	Mar. 2011	Apr. 2011	May 2011	June 2011	July 2011	Aug. 2011
Opinion of value. TOK hired to list property	Property stabilized as leases are finalized.	Property taken to market. Call for offers.	Multiple bids received and analyzed.	Property placed under contract.			SOLD!



Stonehenge Plaza Owner Representation

In December 2010 Stonehenge Plaza, a 51,000 SF multi-tenant retail building in Meridian, Idaho, entered foreclosure. In January 2011, after preparing an extensive Opinion of Value for the national bank which now owned the property, John Stevens, CCIM of Thornton Oliver Keller was assigned the representation for listing the property for sale. Additionally, Thornton Oliver Keller was engaged as the property manager.

In his Opinion of Value, John proposed stabilizing the property before it was offered for sale to solidify its income stream thereby making it more valuable to prospective investors. By March 2011, John's efforts to finalize outstanding leases were successful and the property was taken to market through a Call for Offers. The response locally, regionally and nationally was overwhelmingly positive. After receiving multiple competitive bids on the property, and calling for Final and Best Offers, John secured a sales contract on the upper end of the anticipated range of sales prices set out in his Opinion of Value.

By May 2011, Stonehenge Plaza was formally placed under contract. The sale was closed in August 2011. The entire process from the property's entry into foreclosure, to securing income stabilization, marketing for sale and concluding the completed transaction, was completed in just eight months.