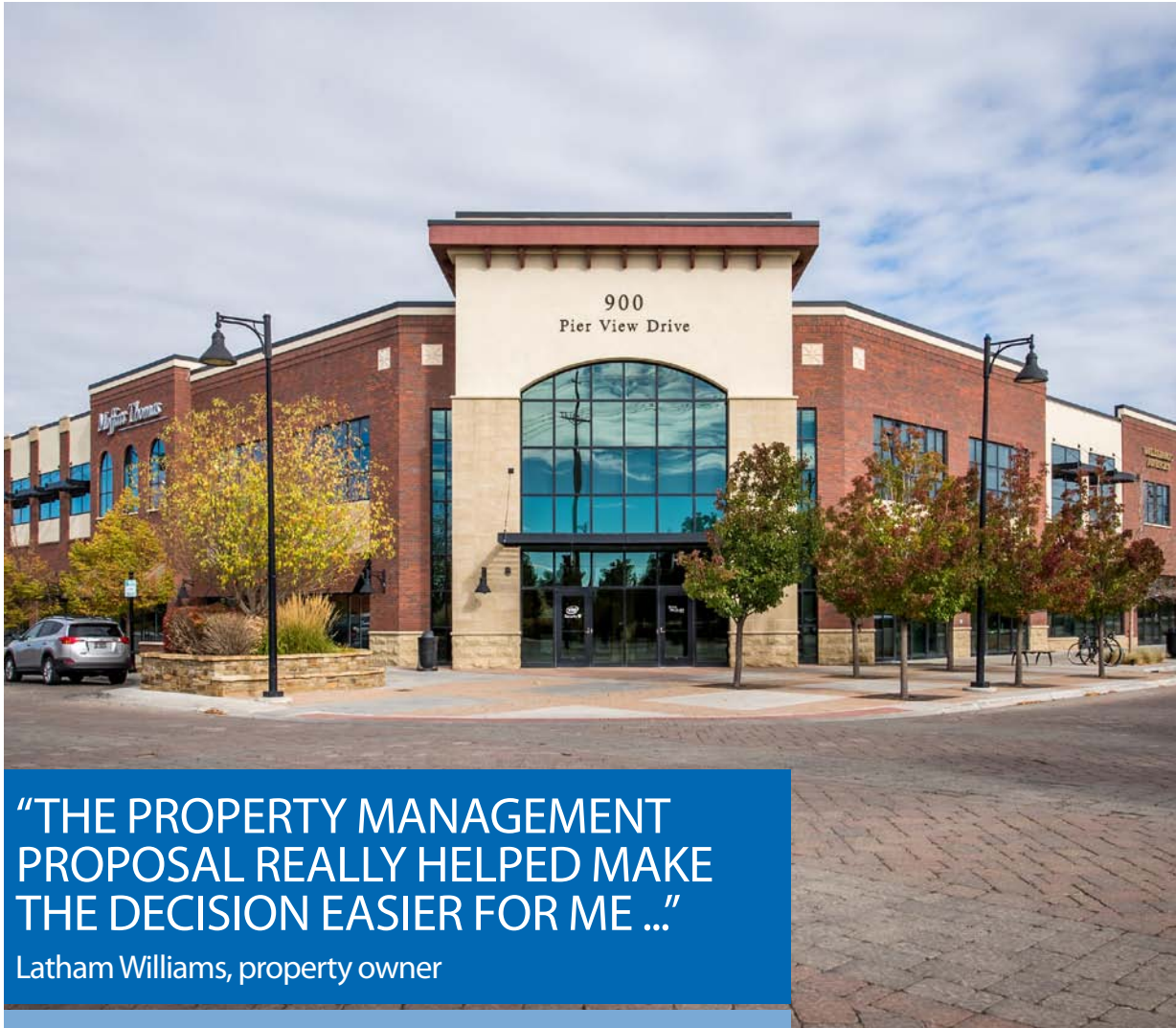


Results Delivered 900 Pier View Drive

Multi-tenant, Class A Office Building | Idaho Falls, Id | 39,429 SF



“THE PROPERTY MANAGEMENT PROPOSAL REALLY HELPED MAKE THE DECISION EASIER FOR ME ...”

Latham Williams, property owner

1 The Situation: Prime asset, tertiary market

- Our team listed an investment-grade asset in Idaho Falls, a tertiary market.
- Negotiations began with an out-of-town buyer who found the property online and was seeking to invest via 1031 exchange.
- The buyer was concerned about how this property would be maintained if he were to proceed with the investment.

2 Our Response: Add management services

- We pitched property management services with a dedicated property manager and support staff to help manage tenant requests, preventive maintenance, and financial performance.
- Our management services ensure that the property will be well maintained, keeping occupancy levels high.
- The buyer was also concerned with the property’s HVAC unit. Our team offered to supervise the HVAC unit’s replacement and upgrade.

3 The Results: Stronger market position

- The seller, able to sell prime real estate in a growing market, was very pleased with the results of the transaction and hired our team to manage one of his Boise properties as well.
- The new owner also selected our local Idaho Falls agents to lease up the building and negotiate tenant renewals.