



2015 ANNUAL REPORT

Southern California's Premier
Real Estate Marketing Team



OWNER USER SALES

INVESTMENT SALES

LANDLORD
& TENANT
REPRESENTATION

DEVELOPMENT
SERVICES

CONSULTING & DUE
DILIGENCE

MARKET RESEARCH

FINANCIAL ANALYSIS

VALUATION



As we look back on another challenging year for the industrial real estate market, we are reminded just how fortunate we are to live and work in Southern California, one of our nation's most dynamic regional economies. The diverse nature of the business base, the locational advantage of being at the center of a major logistics hub and the quality of life the region offers to its residents combine to make Southern California a great place to grow a business and build for the future. We are truly grateful that, for nearly 30 years, we have had the privilege to assist nearly 4,000 businesses in doing just that.

Each year, our team at the Zehner Davenport Industrial Group takes a hard look at what we have achieved in terms of who we have served and how we have added value to our clients, our company and our community. As we looked back on 2015 from a macro perspective, we were able to see just how much and how fast market conditions changed during the year, and perhaps more importantly, how much more complex real estate decision making has become. New technologies have made the world smaller and the global economy is now affecting local business decisions more than ever. Even our central bank's monetary policy is being shaped by economic conditions outside our borders as never before. Add the turbulent political environment, new regulatory controls and the shifting demographics within the workforce, and it became even clearer to us that we need to bring a new level of service to our clients to remain the premier real estate services provider in the markets we serve. And that is our commitment to you in 2016.

To do that, we are busy developing new ways to communicate critical information to our clients on a real time basis. In doing so, we can keep you informed at all times, not just when a specific need to buy, sell or lease industrial property is imminent. Our experience tells us that the clients who stay informed about current conditions and long term trends on an ongoing basis make the best decisions when the time for action is at hand. You may have already visited our new website or received our regular communications regarding issues critical to making good real estate decisions. Knowing what is going on in the market is important. Knowing why it is happening and what it means to your business is critical. That is where our new initiatives are focused. We are committed to this effort and welcome your feedback on the information you receive.

The Zehner Davenport Industrial Group is a full-service brokerage team devoted to specialized real estate services to owners, investors, landlords, tenants and developers. Our focus on industrial real estate and our ability to combine complementary services allow us to develop and implement winning strategies for those we serve. Our success is derived from the strength and depth of our local market knowledge and our ability to draw on the experience of negotiating thousands of transactions through several real estate cycles. Year after year, we are recognized as Voit Real Estate Services' highest producing industrial brokerage team, and major media outlets including the Los Angeles Times, the Orange County Register and the OC Business Journal regularly turn to us as market experts.

From the entire Zehner Davenport Industrial Group, we thank each and every one of our clients for having the trust and confidence in us to represent their interests. For those of you we have not had the opportunity to serve, we look forward to doing so soon. To all, may 2016 be the most profitable and rewarding year yet.

Respectfully,



Mitch Zehner



Seth Davenport

TEAM MEMBERS



MITCH ZEHNER

Executive Vice President

Mitch began his career in 1984. Mitch's reputation as a tireless advocate is well-known and well-deserved. He approaches every transaction as if he is standing in the shoes of his client, and that has earned him the loyalty and respect of everyone he works with. He is driven by competitive spirit and the fierce desire to do things right and do them well.



SETH DAVENPORT

Senior Vice President

Seth brings over a decade of industrial experience and an impressive transaction record to the team. A character in so many respects, Seth has risen to the top of the commercial real estate heap in record time. He brings to his clients a unique blend of hard work, market intelligence, communication skill and sense of humor that produces superior results. People do business with him because they like him and they trust him.



JENNIFER ELLISON

Executive Marketing Specialist

Now in her 16th year in commercial real estate, Jennifer's broad knowledge base, practical experience and focus on quality is essential to the team's operating efficiency. As Executive Marketing Specialist, the team counts on her to keep things moving relative to all team listings, transactions in progress and marketing programs.



SABAS VARGAS

Executive Marketing Specialist

Sabas has been with the Zehner Davenport Industrial Group for over 16 years. He has been described by his Managing Director as the "world's greatest employee" and his teammates agree. He is the team's go-to resource for so many things, but is primarily involved in aggregating market data, developing digital and print marketing collateral.



RYAN MOORE

Vice President

Ryan joined the Zehner Davenport Industrial Group in 2010 as the team's industrial specialist in the Western Inland Empire. Widely known for his strong work ethic and professional integrity. He is recognized by his clients and peers in the industry for his comprehensive market knowledge, diligence and attention to detail.



ADAM HILL

Associate

As a former Vice President of Sales and Marketing, Adam has over 12 years of business experience. Adam understands the challenges entrepreneurial business owners face every day. With that big-picture perspective, he functions as a trusted advisor, focusing on the importance of physical plans to the success of his clients' businesses. Known for his passion for business and dedication to serving the best interests of his clients, Adam brings a unique skill set to the group.



JASON DI ROCCO

Senior Associate

Jason's natural style is to treat all clients' interests as if they are a family member. He takes pride in being a trusted advisor and cherishes the opportunity to fulfill clients real estate dreams/objectives. Jason was honored to be chosen "Rising Star" throughout all of Voit offices company wide in 2013. In 2015 he was selected to join NAIOP Young Professionals Group and has continued his trend of raising production year after year.



MICHAEL ZEHNER

Associate

Michael joined the team in 2012, after graduating with a Bachelor's Degree in Business Administration from the University of San Diego, with an emphasis in Real Estate. Michael's primary responsibilities to the team include the sale and lease of industrial properties under 70,000 square feet in North Orange County and the Mid-County region of Los Angeles.



BRYSON LLOYD

Associate

As a member of USC's Football Team beginning in 2009, Bryson developed a strong work ethic, team orientation and competitive spirit that he now brings to the Zehner Davenport Industrial Group. He is responsible for developing new client relationships and marketing of the team's listings in the Mid-Counties area of Los Angeles. Bryson brings a unique blend of youthful spirit, strong determination, and commitment to service that make him a valuable addition to the team.



MICHAEL BOOMER

Vice President

Mike is presently in his twenty third year of commercial brokerage. His accomplishments include the negotiations of sale and lease transactions involving landlord representation and tenant representation in industrial, R & D, and office transactions throughout both the North and Central Orange County marketplaces.

CLIENTS



2015 TEAM STATISTICS

201

Transactions

4,599,511

Square Feet

38

Sales

151

Leases

5

Investment Sale

\$249,131,001

Total Transactions





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