



“The Beautiful North Bay”



“A Constant for over 34 Years”

KEEGAN & COPPIN COMPANY, INC.

ONCOR INTERNATIONAL

Commercial Real Estate Services

*Offices in San Francisco Northbay Cities; Santa Rosa, Petaluma, Napa & Larkspur
And in major cities worldwide through ONCOR International*



◇THE COMPANY◇

Keegan & Coppin-ONCOR International is a full service real estate company providing real estate marketing services to the office, industrial, retail and investment markets. We are a worldwide organization through our membership in ONCOR International, an organization of 1,824 agents in 50 companies covering 220 global markets on six continents. Some of the most experienced firms in the U.S. are our member firms which we have direct contact with. Founded in 1976 in Northern California, Keegan & Coppin is based in Santa Rosa with offices in Napa, Petaluma and Larkspur. In addition to being the premier commercial real estate broker in the North Bay, we have extensive experience in managing and developing business parks, including land sales and build-to-suit transactions. Our agents have extensive experience in leasing and sales transactions. The company is committed to technology transfer throughout by continually updating methods, industry standards and technical requirements and backing up each agent with the company's experience and resources.

◇NETWORKING◇

Not only will we represent the full value of your property in the context of the local market, but we will maximize its exposure through ONCOR International. We will market your property to 50 companies, over 1,824 professionals in 220 markets worldwide and specifically in the 11 Western states to such prestigious ONCOR companies such as Frederick Ross and Daum Commercial Real Estate.

◇INVESTMENTS◇

Marketing investments requires intimate market knowledge from economic trends to submarket and building by building competitive market analysis. Our local market knowledge including lease rates, absorption, vacancy, economic clusters and years of leasing experience allows us to recognize opportunities and hidden value in properties to maximize their value.

◇TENANT REPRESENTATION◇

Keegan & Coppin-ONCOR International is the largest and most experienced commercial brokerage in the North Bay. Keegan & Coppin arranges more leases and handles more expansions and relocations than any other commercial brokerage north of the Golden Gate. We are also the most experienced build-to-suit facilitator. Our agents don't just introduce you to a developer, we will fully negotiate, evaluate, analyze and manage the site selection and transaction process, entitlements, and construction so that you can obtain your facility on time and on the best possible terms and conditions.

◇COMPARATIVE ADVANTAGES◇

We are involved in over 500 transactions a year, hence we have a depth of experience and technical information to bring to bear in the search, selection, negotiation and documentation of the transition process. We believe local market knowledge is one of the most important factors in negotiating the best lease or acquisition for a client. Brokers that have comprehensive local market knowledge and are knowledgeable about past transactions as well as the background on developers and owners in terms of who is flexible, good property managers and the prognosis for future financial problems are better able to represent the client looking for space.

◇CONSTRUCTION-DEVELOPMENT◇

Keegan & Coppin Builders is a member of the Build It Green Program and a Certified Green Point Rater. Keegan & Coppin Builders, Inc., acts as a general contractor and construction manager; installation of tenant improvements, commercial buildings and residential. We have over 32 years experience in residential and commercial construction. We have developed over 20 projects of office-industrial buildings, residential subdivisions, industrial parks and other commercial buildings. We have also developed facilities on behalf of clients.

◇PROPERTY MANAGEMENT◇

We provide a full compliment of property services from filling up empty buildings, renovating or upgrading undervalued real estate to enhancing existing tenant relations. We manage over 2 million square feet in the North Bay. Again, our emphasis is value-added, providing the most cost effective services. We also emphasize marketing and tenant relations.

◇BUILD-TO-SUITS◇

We will provide proforma analysis for site and building alternatives. We will coordinate proposals and the final selection and development process from "entitlement to start-up" by and between the tenant-client and developers. Generally, we will provide the technical backdrop to discern the best selection for the tenant.

◇MARKETING◇

Our key marketing strategy is through our ONCOR membership. ONCOR International is a worldwide real estate services organization comprised of independent, industry-leading companies who advise and assist commercial users and investors on property-related matters. Through ONCOR International we can provide market research, site and space selection, and multiple location management. We can manage your entire expansion or relocation program both locally and nationally. We can also market or search for investments or land worldwide. We also have developed our E-commerce solution by having a fully developed website with all our listings and market data posted weekly. We also market them on Loopnet, the leading internet site for commercial properties.

◇RANCHES/RURAL LAND & RESIDENTIAL◇

Whether it is part of a ranch, a producing vineyard, or a mountaintop estate, we handle the unique needs of each buyer or seller. Similar to our Commercial Division in concept, our Residential Division provides marketing services for homeowners and buyers.



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Website: www.KeeganCoppin.com / Email: Info@KeeganCoppin.com

Santa Rosa Office

1355 N. Dutton Avenue
Santa Rosa, CA 95401
(707) 528-1400

Petaluma Office

1201 North McDowell Blvd.
Petaluma, CA 94954
(707) 664-1400

Marin Office

101 Larkspur Landing Circle
Larkspur, CA 94939
(415) 461-1010

Napa Office

477 Devlin Road, #104
Napa, CA 94558
(707) 252-1400

PROPERTY MANAGEMENT DIVISION

ELewis@KeeganCoppin.com - Marin Office
JKallinger@KeeganCoppin.com - Santa Rosa Office

KEEGAN & COPPIN BUILDERS, INC.

Builders@KeeganCoppin.com