

Town of Discovery Bay District Office Building Replacement



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OUTLINE

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ABOUT KOSMONT REALTY / KOSMONT COMPANIES

- Recognized leader in public / private real estate, economics and public finance
- Licensed California brokerage services firm with specialty in public / private transactions
- 35 years of government experience
- 27 years of public agency property transactions
- Longstanding public-sector relationships with City Councils / City Managers / Agency Staff based on reputation and professional respect
- Public / private real estate and financing transaction volume of over \$12 Billion = an understanding of the public acquisition / disposition process

SAMPLE RECENT KR CLIENT LIST

- City of Anaheim
- City of Arvin
- Barstow Successor Agency
- Cathedral City Successor Agency
- City of Corona
- City of Cypress
- City of Daly City/Successor Agency
- City of Hawaiian Gardens/Succ.Agy
- Inyo County
- King City
- Los Angeles Count Dev.Authority
- City of Moorpark
- City of Norco/Successor Agency
- Orange Cnty Mosquito Vector Contr. Dist.
- City of Pacifica
- City of Napa
- North of the River Parks & Rec District
- City of Placentia/Successor Agency
- City of Redondo Beach
- City of San Dimas
- City Seaside
- City of Stanton/Successor Agency
- Sutter County

ENGAGEMENT TEAM



Wil Soholt

Senior Managing Director
CA DRE #01836503



Dan Massiello

Sr. Managing Director-KTS
Series 54 Qualified



Larry J. Kosmont, CRE[®]

President
CA DRE #01182660



Brian Moncrief

Senior Managing Director
CA DRE #01932052

MARKET CONDITIONS

- Market is processing interest rate increases
 - Increases in capitalization rates
 - Reduces value of income producing assets
 - Lending environment for ground up development constrained
- Construction costs have increased substantially over the last ~ two years, though recent signs of potential moderation
- Property transactions have slowed, but sellers starting to transact at lower values

PROPOSED ENGAGEMENT

- Review needs assessment / work completed to date
- Assist with evaluation of remaining facility options being considered
- Review existing properties that may be of interest
- Assist with acquisition process
 - Pricing
 - Building performance, due diligence
 - Transaction
 - Coordination with / or active financing assistance via KFS as appropriate

QUESTIONS?

Thank you!