



Healthcare Practice Group


**PACIFIC COAST
COMMERCIAL**
SALES • MANAGEMENT • LEASING

STEPHEN DOK | Lic. 01019216
Healthcare Practice Group
Stephen@PacificCoastCommercial.com

PACIFIC COAST COMMERCIAL
10721 Treena St., Suite 200, San Diego, CA 92131
www.PacificCoastCommercial.com
Lic. 01209930



TABLE OF CONTENTS

I HEALTH CARE PRACTICE GROUP

II TENANT REPRESENTATION

III OUR SERVICES

IV PROFESSIONAL PROFILE

V MARKET INSIGHT

VI IN THE NEWS

Healthcare Practice Group

Healthcare Expertise

At Pacific Coast Commercial, we measure our success by the service we provide our clients. Pacific Coast Commercial's Healthcare Practice Group takes its cue from the industry it serves, making the wellbeing of its clients its top priority.

The value that we provide our clients lies within our deep expertise of the healthcare industry, including knowledge of everything from legislation affecting the healthcare industry to the medical-specific building systems that make hospitals and other medical facilities run smoothly. This expertise benefits both healthcare users as well as investors that own medical office assets.

For users, it means managing real estate strategically to optimize operations and patient care. For investors, Pacific Coast Commercial's understanding of medical office assets and its proprietary database of buyers and sellers represent an inside track to prime investment opportunities and successful dispositions. It is through these long-standing relationships and industry insight that our professionals bring the utmost benefits for clients and investments in the near- and long-term.





Healthcare Practice Group

“Medical Building owners trust Stephen and his colleagues to manage, lease and sell their medical office buildings because of their 100 percent commitment to knowing and assisting the healthcare industry. They’ve carved out a niche and have demonstrated the necessary experience, which allows them to understand how to effectively lease and sell medical office buildings and competently manage them.”

Kent Twomey, Vice President

First Citizens Bank / Healthcare Bankers Group

Hospitals, physicians and medical real estate investors understand the benefits of working with experts who know the role real estate can play in navigating the challenges facing the healthcare industry.

Members of Pacific Coast Commercial Healthcare Practice Group are committed to assisting medical providers in stabilizing and lowering the cost of healthcare through more effective and efficient uses of medical real estate. They devote 100 percent of their time toward managing, leasing and selling medical office buildings, bringing together capabilities, procedures and technologies to offer clients an integrated approach to managing their real estate, resulting in solutions that make sense in the healthcare field, not just the real estate industry.



Pacific Coast Commercial Tenant Representation

What Are The Benefits?



We Work For You

A landlord rep may be personable and helpful enough, but ultimately he or she works for the landlord. As a tenant rep broker, it's our job to ensure that you get the ideal property for your specific needs at the fairest possible price with the best terms.



Access To More Properties

The best spaces are often filled before it's even necessary to advertise them, so if you're going it alone, you'll miss your chance to look at many properties. Our tenant reps have insider knowledge of the market and can get you in to see places you would otherwise never have known about.



We Will Save you Time...

Our team will take the time to get to know what your needs are, not just by listening to you, but also by analyzing them. The properties that he or she recommends to you will already be the type that you need. This spares you from having to waste time researching on your own and touring spaces that just won't work.



...And Save You Money

Our tenant reps know the market inside and out. They know what a fair rent price is in any given neighborhood or building, and they know what types of terms are standard in the industry. You can be certain that you're not overpaying or being taken advantage of when you have a rep on your side.



You Get Added Negotiation Power

Leasing commercial space is a lot more complicated than renting an apartment, and negotiations can become lengthy and intense. We will be by your side throughout the entire process to act as your advocate throughout negotiations.



You'll Get Exactly What You Need

With our experience and expertise, we can provide valuable insight into what your space requirements really are and what amenities are most likely to benefit your organization. Often, we uncover needs that business owners don't even know they have, ensuring that the properties that are ultimately leased are truly a perfect fit for companies.



There Will Be A Whole Team

If you're in need of an outside expert like an architect or a real estate attorney to assist during negotiations, our tenant representatives will already have an established network of contacts to call upon. You won't have to spend time screening and interviewing to get the help you require.



You Don't Pay For The Service

Tenant representatives don't charge a fee to tenants for their services. Not only will you not be paying for assistance, but our tenant reps won't receive full compensation until they make commission when your lease is finished. As a result, you can count on us to work hard to make sure you're satisfied with the deal and it gets done.



Pacific Coast Commercial Company Overview

Our Mission

“To provide Commercial Real Estate Services that are second to none.
To deliver services that our clients can rely on to be trustworthy, honest and better
than promised, at a competitive cost.

To provide our team members with an energetic environment that seeks to achieve our
Mission while offering career advancement for all who seek it.”

638

Total Transactions
Trailing 12 Months

± 248

Current
Active Listings

6.5M

Square Feet Under
Property Management

93.9%

Managed Property
Occupancy Rate



Premium Exposure

Premium Members of the Industry's Top Commercial Real Estate Websites:
LoopNet, CoStar, CityFeet, Showcase, as well as 150+ Newspaper Partner Websites.

Countywide Expertise

Pacific Coast Commercial executes more transactions than any other
Independent Commercial Real Estate Firm in San Diego.

Focused on regional opportunities to purchase, sell, lease, and manage
commercial real estate space or assets throughout Southern California.
We are not a Department or a Division... We are Your Neighbor and Local Partner.



Pacific Coast Commercial

Points of Difference

WHY PCC?

Compelling Reasons to Hire Pacific Coast Commercial to Assist with your next Property Lease, Asset Acquisition or Sale and Property Management

Countywide Confidence

Professional and experienced representatives in all property types for the various submarkets of San Diego County. We're focused on assisting owners, tenants and buyers with acquisitions, repositions, or dispositions of their business or property.

Credibility and Reputation

We are not a department or a division, we are not a satellite office or a corporate owned franchise... we are your neighbor and local partner. We are Pacific Coast Commercial, and among our clients "performance and quality" is our reputation.

Single Point Accountability

With one point of contact to our professional and experienced agents, our clients can be assured of our dedication and support as our team works in unison behind the scenes to provide superior service.



Custom Designed Marketing

Our team will create a custom designed marketing strategy to position your project for the fastest lease-up or sale at the best possible price.

Knowledge of the Market and Experience

Since we are locally grown and rooted, we can provide comprehensive and up-to-date data on the real estate markets and submarkets in Southern California.

Local Community Involvement

Pacific Coast Commercial strives to stay abreast of market prosperity and growth with our involvement in various community groups, charitable organizations, economic development and pro-political redevelopment districts. Our goal is to promote the integrity of our city and improve client business opportunities.

Pacific Coast Commercial Brokerage Services

Pacific Coast Commercial offers you highly specialized brokers who are committed to bringing you individualized service, local market expertise, and regional opportunities to lease-up, or sell your real estate assets throughout Southern California.



Commercial Properties

- Retail
- Professional Office / Medical Office
- Land Development
- Industrial & Warehouse
- Multi-Family & Senior Housing Communities
- Automotive
- Self-Storage
- Hospitality
- Business & Franchise Sales
- Nationwide & Institutional Investments



San Diego Business Journal

Noted as a Top Commercial Real Estate Firm in Property Management and Brokerage throughout San Diego.

CoStar Power Broker

Recognized as a Top Leasing Firm in the San Diego Market from 2011-2017.

Pacific Coast Commercial Property Management

Pacific Coast Commercial Provides Property Management Services
that Meet the Needs of a Wide Range of Clientele

Our vast knowledge and experience of property management allows us to manage virtually any property, size, type or portfolio of properties. We realize that you have a choice when it comes to property management, so our services are professional, courteous, RESPOSIVE, modern and tailored to meet your specific property needs.



Management Quick Stats



8 Property Managers
Dedicated to your investment and
maximizing your properties potential



6.5 Million SF
With an approximate 1,300 tenants
under management



93.9% Occupancy Rate
When we provide both property
management & leasing services

Property Management Services



- 24-Hour Emergency Response Times
- Master Policy Insurance Coverage
- Comprehensive Monthly Financial Reports
- Complete Administration of Common Area Accounting (Budgeting, Collections, Reconciliation)
- Specific Weekly, Monthly, Annual Property Inspections
- Detailed Monthly Property Condition Reports
- Long Range Financial and Maintenance Planning
- Collection of Rents / Payment of Bills
- Pursuit of Delinquencies
- Lease Administration (Insurance Certificates, Rent Increases, Options, etc.)
- Regular Price and Service Comparison of Vendor Services
- Focus on Tenant Retention
- Tenant Improvement Coordination and Supervision



Pacific Coast Commercial Property Management

Accreditations & Designations

Why not let the best real estate management company manage your real estate assets?
With an AMO and CPM firm, you're not only getting a service, you're getting **The Best Service.**



AMO®

Pacific Coast Commercial is one of the 527 AMO firms representing over 560 offices worldwide who hold this distinguished accreditation.

The AMO accreditation recognizes excellence among real estate management firms. Only those firms that achieve the highest level of performance, experience and financial stability and have a CPM in an executive position can earn the AMO credential.



CERTIFIED
PROPERTY
MANAGER®

CPM®

Pacific Coast Commercial currently has three CPMs on staff and is one of the 8,600 professional real estate management firms who hold this designation worldwide.

Certified Property Manager (CPM) is a real estate professional designation awarded by the Institute of Real Estate Management (IREM) and recognized by the National Association of Realtors (NAR).

More than ever before, investors and owners must select professional management teams for their properties with care. AMO and CPM are the mark of distinction among real estate management firms today. IREM's firm members provide the ethical standards, professional expertise, CPM professionalism, and financial stability required in today's competitive real estate market.

Professional Profile - Stephen Dok

Healthcare Practice Group



Contact Information



O: (619) 469-3600 ext. 126
C: (858) 353-1962



Stephen@PacificCoastCommercial.com

Areas of Specialization

- Healthcare Real Estate
- Sales & Leasing
- Healthcare Tenant Representation
- All Aspects of Lease Negotiations
- Asset Monetization Strategies

Partial Client List

- UCSD Medical Center
- Rady's Children's Hospital
- Sharp Memorial Hospital
- Scripps Mercy Hospital
- Alvarado Hospital
- Sharp Rees Stealy
- San Diego State University
- Imaging Healthcare
- American Red Cross
- Wawanesa Insurance
- Glendale Federal Bank
- Kaiser Permanente
- William Rawlings, D.D.S.
- Paul Styrt, D.M.D.
- Erik Feider, D.D.S.
- William Shoemaker, M.D.
- Michelle Pelle, M.D.
- Howard Dixon, D.D.S.
- San Diego Rescue Mission

At Pacific Coast Commercial, Stephen Dok's Healthcare Practice Group is responsible for establishing and maintaining all comprehensive real estate strategies for the Healthcare Practice Group's select clients.

Mr. Dok has been the leading sales and leasing of medical and dental real estate expert in San Diego for the past twenty-four years. Steve's experience in advising healthcare systems and hospitals with all aspects of real estate transactions is unmatched. In addition to the sale of over fifty (50) healthcare related property transactions in San Diego, Steve has negotiated over 1,200 lease transactions with doctors, medical groups, hospitals and clinics. When combined, these transactions exceed over 2.5 million square feet of medical office space and \$150 million in value.

In 2008, Steve was selected for the San Diego Commercial Transaction of the Year for the successful marketing and sale of The Doctors Hospital in San Diego. During the past five years, Steve has been the exclusive leasing and sales agent of several of the most prestigious medical office facilities in San Diego County. Steve was also honored as Top Broker of The Year for 2015 at Lee & Associates - San Diego.

Career Summary

Pacific Coast Commercial, *San Diego, CA*

2019 - Present
Healthcare Practice Group

Lee & Associates Commercial Real Estate Services, *San Diego, CA*

2014 - 2018
Principal - Healthcare Practice Group

Voit Commercial Real Estate Services, *San Diego, CA*

2012 - 2014
Vice President - Healthcare Practice Group

Grubb & Ellis/Commercial Realty Advisors, *San Diego, CA*

2007 - 2012
Principal Director - Healthcare Properties Group

GVA/IPC Commercial Real Estate, *San Diego, CA*

2001 - 2002
Principal

Education & Professional Development

- California Department of Real Estate (Lic. 01019216), Salesperson
- San Diego State University, San Diego, California
> BA - Political Science & Economics



Professional Profile - Stephen Dock

Healthcare & Medical Properties Sold



2466 First Avenue

17,850 SF | Improved Building



150 W Washington Street

25,945 SF | Improved Building



3405 Kenyon Street

45,000 SF Building



3969 Fourth Avenue

27,000 SF | 2-Story Building



3500 Fifth Avenue

32,563 SF | 3-Story Building



3427 Fourth Avenue

8,300 SF Building



Professional Profile - Stephen Dock

Healthcare & Medical Properties Sold



3211 Fifth Avenue

26,000 SF Building



1905-27 Fifth Avenue

20,000 SF Building



2918 Fifth Avenue

23,300 SF Building



2760 Fifth Avenue

29,840 SF Building



2121 Fifth Avenue

13,000 SF Building



739 El Cajon Boulevard

26,522 SF Building



Professional Profile - Stephen Dock

Healthcare & Medical Properties Sold



SOLD

530 Lomas Santa Fe Dr

27,678 SF Building



SOLD

5101-5131 Garfield St

18,000 SF Building



SOLD

4065 Third Avenue

12,050 SF Building



SOLD

2542 Second Avenue

2,363 SF Building



SOLD

3028 Fifth Avenue

4,423 SF Building



SOLD

3043 Fourth Avenue

16,400 SF Building



YOUR FULL SERVICE COMMERCIAL REAL ESTATE COMPANY
THE RIGHT CHOICE



Contact Information



O: (619) 469-3600
F: (858) 560-5604



www.PacificCoastCommercial.com

Lic. 01209930

10721 Trenea St., Suite 200, San Diego, CA 92131

DISCLAIMER



This Presentation has been prepared by 1460 Capital Corporation, dba Pacific Coast Commercial (the “Company”) for Owners/Landlords, Buyers/Tenants and Nationwide Investors, solely for informational purposes. The information contained herein has been prepared to assist prospective clients in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing client may desire.

In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information. Pacific Coast Commercial makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

This Information includes certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct. No representations are made as to the accuracy of such statements, estimates or projections. Prospective clients will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to the relationship with the Company.