



Acquisition Criteria:

WesternBay is an entrepreneurial company that recognizes every deal is unique. We do not attempt to force fit every deal into some ridged underwriting formula with little to no flexibility. To support our partners in filtering the information they provide us we have defined three (3) platforms that summarize the most common opportunities we seek.

Platform One:

Our first platform involves properties that are undervalued, under-performing, or need to be repositioned. Typically, these deals have the potential for significant upside through redevelopment and/or re-tenanting, and are commonly referred to as "value-added" projects. Recently, we've placed a strong focus on projects that have been stalled due to entitlement or "city issues". Some additional examples may be:

Neglected Properties: Properties that may have been under-managed and require aggressive asset management (leasing) and moderate capital expenditures.

Properties with Leasing Risk: Properties that, due to temporary vacancies, may require an aggressive leasing and re-tenanting program

Properties with Revitalization Potential: Assets in need of physical rehabilitation. These properties are located in solid locations but have lost their competitiveness and market appeal.

Properties with Expansion Opportunities: Additions, pad development, etc

Platform Two:

Our second platform involves purchasing notes or assets from sellers with a greater than normal desire to close. These assets can be stabilized or value-added. Typical acquisitions in this program are: assets with expiring debt, partnership dissolutions, divesting of non-core assets, closing a fund, anchor vacating, liquidity issues, etc. WesternBay has the ability to close all cash, assume the loan, or creatively structure the transaction to meet the motivated seller's needs.

(continued)



Platform Three:

Our third platform involves working with lending institutions to find creative solutions to struggling properties within their portfolio. Through this partnership we are able to create value for all involved or if preferred we can just purchase the REO property outright.

Retail Criteria:

Location:	The West Coast of the United States; With a focus on California, Colorado, and Arizona
Size:	Will consider portfolios of all sizes
Price:	\$500,000 to \$15,000,000
Financing:	All Cash or will structure to meet seller's needs
Type of Deals:	SUMMARY: Prefer underperforming properties showing deferred maintenance, high expense profiles, requiring capital improvements and/or modernizations, etc. These are typically C grade or occasionally lower end B grade properties. Special consideration will be given to properties with expansion or turnaround potential. Smaller local tenants and mixed use properties may be acceptable.
Include w/ Submission package, if available:	Rent Roll, Site Plan, CC&R, Photo's (preferably an aerial), Location Maps, Anchor Sales Report, Any existing Loan Info, Current/Historical Operating Statements

Call 562-999-1655 or visit Westernbay.com