



# CANNABIS CRE EXPERTS

Seasoned brokers with 30+ years combined experience in investment, leasing, and sales. Expertise in navigating cannabis regulations in all markets across California.

Jay Richter,  
CCIM

Sean  
Gallinger

Nik  
Harmon

Robert  
Bayne

Kidder  
Mathews



# OUR BUSINESS CONSISTS OF FIVE DISTINCT PRACTICES



**TENANT REPRESENTATION**



**LANDLORD REPRESENTATION**



**OWNER-OCCUPIER / BUYER / SELLER REPRESENTATION**



**INVESTMENT SALES**



**ADAPTIVE REUSE / CREATIVE OPTIONS**

“Our team consistently offers Landlords and Sellers accessibility, accountability, and long term industry expertise. We are the solid alternative to the Big Three commercial real estate houses who simply cannot service clients like we do. Sean, Nik, Robert, and I have come together to deliver best of class brokerage services to your market through a vertically integrated team motivated by you, the Client, to meet your goals in 2019 and beyond.” – Jay Richter, CCIM

## MISSION

Our team’s mission is to become the ultimate resource for cannabis business operators and investors seeking real estate, advisory services, and other ancillary business services required by the industry. Utilizing our broad network and experience, to offer our clients a full-service package beginning with real estate and ending with a licensed facility ready for operation; and finally, to always operate in a professional, respectful, and ethical manner when dealing with our contacts and representing our clients.

## STRATEGIES FOR SUCCESS

### NETWORKING

Ongoing pursuit and development of valuable relationships with cannabis-business operators, property owners, investors, and other industry related services through referrals, active marketing, and regular attendance at industry events/conferences.

### EXPERTISE

Educating property owners and structuring deals that are realistic on both ends while still achieving all parties’ individual goals.

### SPECIALIZED PROCESS

Practiced process for vetting and selecting properties that boast characteristics ideal to the industry while being compliant with required zoning, regulations, and setback requirements.

### MARKET AWARENESS

A large majority of the deals we close are off market. Our wide network of connections, proactive research, and awareness of market shifts and new legislation affecting the cannabis and real estate industries keep us ahead of the curve.

## EXPERIENCE & EXPERTISE

Our team has over 30 years of combined commercial real estate experience exclusively in California in which we have facilitated large scale acquisitions, investments, development deals, etc. from the simplest up to highest levels of complexity. Our broad range of individual age and experience enables us to provide clients from any generation or background with a effective and personalized process while navigating the challenges and obstacles that come with all real estate transactions and those pertaining specifically to the cannabis industry.

We understand needs from the perspective of the cannabis industry at a level far beyond that of any other real estate professionals operating in this new field of expertise. Through the countless obstacles we have overcome, our team has learned how to properly structure, negotiate, and facilitate both leasing and sales transactions through streamlined procedures resulting in satisfied clients on all ends. Whether our clients are looking for a property that is ideal to carry through permitting, already in the process, is license approved, or a fully approved and in operation our team is capable of delivering on all aspects, with pricing in line with current market demands on all levels.

# PARTIAL LIST OF COMPLETED DEALS

## 4500 PELL DR

Sacramento, CA 95838



REPRESENTED Seller

±59,962 SF

USE Cultivation

SALES PRICE \$5,900,000

# SOLD

## 340 COMMERCE CIRCLE

Sacramento, CA 98515



REPRESENTED Seller

±38,337 SF

USE Cultivation, Manufacturing, Distribution

SALES PRICE \$3,842,707

# SOLD

## 109 COMMERCE CIRCLE

Sacramento, CA 98515



REPRESENTED Buyer and Seller

±24,000 SF

USE Manufacturing

SALES PRICE \$2,900,000

# SOLD

## 8430 ROVANA CIRCLE

Sacramento, CA 95828



REPRESENTED Tenant

±52,000 SF

USE Distribution and Nursery

TRIPLE NET LEASE

# LEASED

## 1109 CHESTNUT STREET

Marysville, CA 95901



REPRESENTED Landlord and Tenant

±40,000 SF

USE Cultivation

GROSS LEASE

# LEASED

## 6290 88TH ST

Sacramento, CA 95828



REPRESENTED Tenant

±19,688 SF

USE Nursery

TRIPLE NET LEASE

# LEASED

# SPECIALIZED SERVICE

## NEW MUNICIPALITY TARGETED ACQUISITIONS

### SIGNIFICANT CLIENTS



Our team has developed a specialized strategy to approach markets who are newly opening to cannabis approvals.

With this strategy, we have succeeded in 100% of our projects to date in finding a building ready and able to be approved in time for our clients to submit for application.

This is a service no one else in the industry offers, and if a company is serious about entering into municipalities with new ordinance for cannabis, we are the only team to consider.

Contact Nik Harmon or Robert Bayne for further details

**“I’ve been working with these guys over the last couple of years. They are extremely easy to communicate with and showcase knowledge beyond that of other real estate brokers I’ve dealt with.”**

**DANIEL GEVURTZ**

Zelios  
Portland, Oregon

**“They update me with their progress regularly, keep the hassle to a minimum, and bring ideal dispensary locations to the table.”**

**TOM SHERIDAN**

Perfect Union  
Sacramento, California

### LEASED INVESTMENTS

Our team is well versed in handling the acquisition and disposition of cannabis leased properties. With a deep understanding of realistic cannabis CAP rates, the ability to discern strong tenants from the weaker ones, and our connections with a wide range of owners with cannabis tenants in place; our team is able to bring excellent investor opportunities to the table that others are not aware of.

In addition to sourcing existing leased properties, we also have the ability to bring both investors and tenants to the table at once in order to create investment opportunities starting from the beginning of the negotiation process and ending with a deal all parties are satisfied with.

# FOCUSED SPECIALIZATION

Jay Richter, Sean Gallinger, Nik Harmon, and Robert Bayne of Kidder Mathews are a top-tier team of industrial brokers specializing in the leasing and sales of industrial properties in Northern California. With over 25 years of collective experience, the team has successfully closed over \$250,000,000 in real estate transactions. Their experience covers everything from large scale distribution properties to specialized, smaller-scale, tech/flex requirements.

The team applies a dedicated focus to each step of the listing lifecycle utilizing a multi-tiered, strategic approach allowing each team member to concentrate on a specific facet of the process. They understand that time is a precious commodity, especially in the fast paced, commercial real estate industry. Their varied backgrounds and dedicated roles ensure that each client experiences a smooth, efficient and profitable transaction.

## WHAT SETS US APART?

While the Big 3 brokerage firms are inundated with listings, our team has the flexibility and expertise to provide personalized, creative solutions for our clients in a timely manner. The team's primary goal is to bridge the gap and provide superior client services and experience.

## ABOUT KIDDER MATHEWS

Kidder Mathews is the largest independent commercial real estate firm on the West Coast, with more than 800 real estate professionals and staff in 22 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt & equity finance services for all property types. The company completed \$9 billion in transactions, manages over 53 million square feet of space, and conducts over 1,600 appraisal assignments annually.



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