



Accelerating success.



# SOCIAL SECURITY ADMINISTRATION

3250 CRAIG DRIVE | MCKINNEY, TX 75070

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O F F E R I N G   M E M O R A N D U M

# DISCLAIMER

Colliers International Brokerage Company ("Broker") has been retained as the exclusive advisor and broker for this offering.

This Offering Memorandum has been prepared by Broker for use by a limited number of parties and does not purport to provide a necessarily accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective Buyers may need or desire. All projections have been developed by Broker and designated sources and are based upon assumptions relating to the general economy, competition, and other factors beyond the control of the Seller and therefore are subject to variation. No representation is made by Broker or the Seller as to the accuracy or completeness of the information contained herein, and nothing contained herein shall be relied on as a promise or representation as to the future performance of the Property. Although the information contained herein is believed to be correct, the Seller and its employees disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, Broker, the Seller and its employees disclaim any and all liability for representations and warranties, expressed and implied, contained in or omitted from the Offering Memorandum or any other written or oral communication transmitted or made available to the Buyer. The Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the Offering Memorandum. Analysis and verification of the information contained in the Offering Memorandum are solely the responsibility of the prospective Buyer. Additional information and an opportunity to inspect the Property will be made available upon written request to interested and qualified prospective Buyers.

By accepting the Offering Memorandum, you agree to indemnify, defend, protect and hold Seller and Broker and any affiliate of Seller or Broker harmless from and against any and all claims, damages, demands, liabilities, losses, costs or expenses (including reasonable attorney's fees, collectively "Claims") arising, directly or indirectly from any actions or omissions of Buyer, its employees, officers, directors or agents.

Buyer shall indemnify and hold Seller and Broker harmless from and against any claims, causes of action or liabilities, including, without limitation, reasonable attorney's fees and court costs which may be incurred with respect to any claims for other real estate commissions, broker's fees or finder's fees in relation to or in connection with the Property to the extent claimed, through or under Seller.

The Seller and Broker each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligations to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered, and approved by the Seller and its legal counsel, and any conditions to the Seller's obligation thereunder have been satisfied or waived.

The Offering Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting the Offering Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not photocopy or duplicate it, that you will not disclose the Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make an offer and from whom you have obtained an agreement of confidentiality) without prior written authorization of the Seller or Broker, and that you will not use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Seller or Broker.

No employee of seller or at the Subject Property is to be contacted without the written approval of the listing agents and doing so would be a violation of this confidentiality agreement.

Broker has created cash flow projections for the Property using Argus Financial Software. Neither Broker nor the Seller make any representation, warranty or guaranty of the economic value of the Property through the cash flow projections contained in this Offering or the associated Argus computer files.

Broker and their prospective buyers agree not to contact the tenants, their employees or customers of any business on the Property without prior permission from the Landlord.

## SOCIAL SECURITY ADMINISTRATION

3250 CRAIG DRIVE  
MCKINNEY, TX 75070

### EXCLUSIVE INVESTMENT ADVISORY TEAM

#### GEOFF FICKE

Executive Vice President  
+1 972 759 7814  
geoff.ficke@colliers.com

#### ZACK FICKE

Vice President  
+1 972 759 7854  
zack.ficke@colliers.com

#### DEBRA VANDER VEIT

Senior Associate  
+1 847 987 1265  
Debra.vanderweit@colliers.com

#### O'NEAL GALBRAITH

Financial Analyst  
+1 972 759 7850  
oneal.galbraith@colliers.com

#### SYDNEY GONZALEZ

Senior Client Services Specialist  
+1 972 759 7840  
sydney.gonzalez@colliers.com

#### SWARREN O'BARR

Senior Client Services Specialist  
+1 972 759 7854  
swarren.obarr@colliers.com



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# INVESTMENT OVERVIEW

3250 CRAIG DRIVE | MCKINNEY, TX 75070



The Ficke Team of Colliers International is pleased to present this exclusive investment opportunity for the Social Security Administration (SSA) office located at 3250 Craig Drive in McKinney, Texas.

This best-in-class investment grade (S&P AA+) tenant is located in a thriving market 30 miles north of Dallas-Fort Worth. Developed as a build to suit for the SSA in 2006, the tenant recently reaffirmed their commitment to this location with a new 15 year lease term providing investors with secure cash flows and capital preservation backed by the guaranty of the U.S. Federal Government. Investors will benefit from the appreciating cash flow, income tax free location and attractive financing options available.

This fully leased, single-tenant office property includes over 15,544 RSF with an oversized lot of 2.55 acres situated directly off I-75 and Sam Rayburn Tollway (SH 121). Recent improvements to the property include recently upgraded LED lighting in addition to replacement of all 12 HVAC units in the property which is currently ongoing and scheduled to be fully replaced by Fall 2021. The property is designed to the unique specifications and Level II designated security requirements of the SSA with the recent lease renewal including approximately \$575,000 of government approved TI/BSAC improvements. Buyer will be responsible for the final TI/BSAC bid negotiations, initial funding, and project oversight as obligated per the recently executed lease.

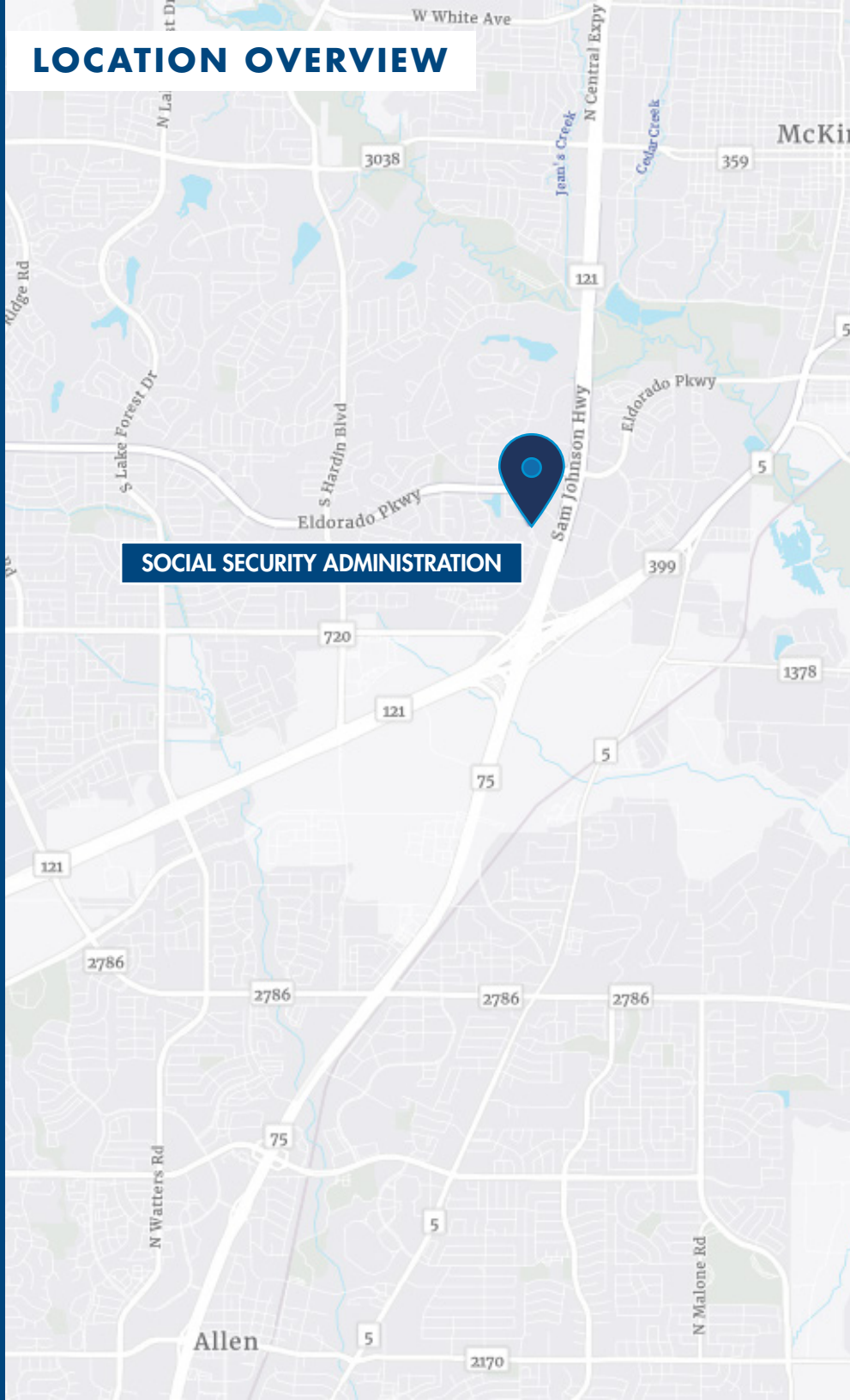
The United States Social Security Administration is an independent agency of the U.S. federal government that administers Social Security, a social insurance program consisting of retirement, disability, and survivor benefits. Headquartered in Woodlawn, Maryland, the agency includes 10 regional offices, 8 processing centers, approximately 1,300 field offices, and 37 Teleservice Centers. Currently, the SSA employs over 60,000 people nationwide and administers benefits to over 69.8M Americans (4) making it the world's largest social welfare program.

## INVESTMENT HIGHLIGHTS

- U.S. Government Guarantee (AA+ S&P)
- Build-to-Suit for the SSA in 2006
- Located in an Income Tax Free State
- Conveniently located along major thoroughfare of I-75 & Sam Rayburn Tollway (SHS 121)
- New 15-Year Lease
- Level II Designed Security
- Growing market with +327% population growth since 1999



LOCATION OVERVIEW



# FINANCIALS

3250 CRAIG DRIVE | MCKINNEY, TX 75070



PROPERTY INFORMATION	
Address:	3250 Craig Drive   McKinney, Texas 75070
Lot Size:	2.55 acres
Rentable SF:	15,544
ABOA SF:	14,868
Year Built:	2006

RENT BREAKDOWN	FIRM TERM		SOFT TERM	
	ANNUAL	PER SF	ANNUAL	PER SF
Base Rent:	\$365,594.88	\$23.52	\$365,594.88	\$23.52
OpEx Base:	\$108,093	\$6.95	\$108,093	\$6.95
Tenant Improvement Allowance (TIA):	\$61,691.36	\$3.97	-	-
Building Specific Amort. Capital (BSAC):	\$2,219.34	\$0.14	-	-
Cleaning & Disinfecting Services	\$3,866	\$0.25	\$3,866	\$0.25
Total	\$541,464.58	\$34.83	\$477,553.88	\$30.72
TIA/BSAC Amortization Rate:	6%			

## NOTES TO RENT BREAKDOWN

- Base rent the same for entirety of term (both firm and full term)
- Subject to increase/decrease based on CPI-W

## TENANT SUMMARY

TENANT	SQUARE FEET	% BLDG SHARE	LEASE COMMENCEMENT	FIRM LEASE EXPIRATION
Social Security Administration	15,544	100%	2/1/2021	12/31/2035
SOFT LEASE EXPIRATION	ANNUAL RENT PSF	TOTAL RENT PER MONTH	TOTAL RENT PER YEAR	LEASE TYPE
12/31/2037	\$30.47	\$39,473.99	\$473,687.88	Modified Gross




FINANCIALS

3250 CRAIG DRIVE | MCKINNEY, TX 75070



Price Per SF	\$359.78
Current NOI (Excluding TI)	\$333,610
Current Cap Rate	6.00%
TIA DPV	\$546,134.05
BSAC DPV	\$19,647.11
Rentable Built Area (RBA)	15,544 SF
Occupancy	100%

Capitalized Shell Value	\$5,592,370.11
DPV of TI/BSAC	+ (\$546,134.05 + \$19,647.11)
List Price	 <b>6,158,151.16</b> =



# 10-YEAR PRO FORMA CASH FLOW

3250 CRAIG DRIVE | MCKINNEY, TX 75070



Property Pro-Forma:	Historical: 2020	YTD	Projected: Full Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
		Jan - May '21	Jan - Dec '21	Jan - Dec '22	Jan - Dec '23	Jan - Dec '24	Jan - Dec '25	Jan - Dec '26	Jan - Dec '27	Jan - Dec '28	Jan - Dec '29	Jan - Dec '30	Jan - Dec '31
Revenue:													
Base Rental Income:	\$ 399,746.42	\$ 166,144.82	\$ 467,442.85	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88	\$ 365,594.88
OPEX Expense Reimbursements:	\$ -	\$ -	\$ -	\$ 108,093.00	\$ 110,254.86	\$ 112,459.96	\$ 114,709.16	\$ 117,003.34	\$ 119,343.41	\$ 121,730.27	\$ 124,164.88	\$ 126,648.18	\$ 129,181.14
GSA Portion of Property Taxes:	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,426.72	\$ 2,881.98	\$ 4,366.34	\$ 5,880.39	\$ 7,424.72	\$ 8,999.93	\$ 10,606.65	\$ 12,245.51
Tenant Improvements Rent:	\$ -	\$ -	\$ 42,764.94	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36	\$ 61,691.36
Building Specific Amort. Capital:	\$ -	\$ -	\$ -	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34	\$ 2,219.34
Cleaning & Disinfecting Services:	\$ -	\$ -	\$ -	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00	\$ 3,866.00
Effective Gross Income (EGI):	\$ 399,746.42	\$ 166,144.82	\$ 510,207.79	\$ 541,464.58	\$ 543,626.44	\$ 547,258.26	\$ 550,962.71	\$ 554,741.26	\$ 558,595.37	\$ 562,526.57	\$ 566,536.39	\$ 570,626.41	\$ 574,798.23
Expenses:													
Janitorial:	\$ (13,244.15)	\$ (5,308.05)	\$ (13,509.03)	\$ (13,779.21)	\$ (14,054.80)	\$ (14,335.89)	\$ (14,622.61)	\$ (14,915.06)	\$ (15,213.37)	\$ (15,517.63)	\$ (15,827.99)	\$ (16,144.54)	\$ (16,467.44)
Landscaping:	\$ (6,495.00)	\$ (2,706.25)	\$ (6,624.90)	\$ (6,757.40)	\$ (6,892.55)	\$ (7,030.40)	\$ (7,171.00)	\$ (7,314.42)	\$ (7,460.71)	\$ (7,609.93)	\$ (7,762.13)	\$ (7,917.37)	\$ (8,075.72)
Pest Control:	\$ (1,336.55)	\$ (514.20)	\$ (1,363.28)	\$ (1,390.55)	\$ (1,418.36)	\$ (1,446.72)	\$ (1,475.66)	\$ (1,505.17)	\$ (1,535.28)	\$ (1,565.98)	\$ (1,597.30)	\$ (1,629.25)	\$ (1,661.83)
Utilities:	\$ (26,062.49)	\$ (7,832.78)	\$ (26,583.74)	\$ (27,115.41)	\$ (27,657.72)	\$ (28,210.88)	\$ (28,775.09)	\$ (29,350.60)	\$ (29,937.61)	\$ (30,536.36)	\$ (31,147.09)	\$ (31,770.03)	\$ (32,405.43)
Security:	\$ (702.38)	\$ (135.00)	\$ (716.43)	\$ (730.76)	\$ (745.37)	\$ (760.28)	\$ (775.48)	\$ (790.99)	\$ (806.81)	\$ (822.95)	\$ (839.41)	\$ (856.20)	\$ (873.32)
Insurance:	\$ (3,627.58)	\$ (1,813.79)	\$ (3,700.13)	\$ (3,774.13)	\$ (3,849.62)	\$ (3,926.61)	\$ (4,005.14)	\$ (4,085.24)	\$ (4,166.95)	\$ (4,250.29)	\$ (4,335.29)	\$ (4,422.00)	\$ (4,510.44)
Repairs & Maintenance:	\$ (6,653.61)	\$ (1,889.14)	\$ (6,786.68)	\$ (6,922.42)	\$ (7,060.86)	\$ (7,202.08)	\$ (7,346.12)	\$ (7,493.05)	\$ (7,642.91)	\$ (7,795.76)	\$ (7,951.68)	\$ (8,110.71)	\$ (8,272.93)
Property Management Fee:	\$ -	\$ -	\$ -	\$ (13,536.61)	\$ (13,590.66)	\$ (13,681.46)	\$ (13,774.07)	\$ (13,868.53)	\$ (13,964.88)	\$ (14,063.16)	\$ (14,163.41)	\$ (14,265.66)	\$ (14,369.96)
Real Estate & Property Taxes:	\$ (67,221.59)	\$ (33,160.80)	\$ (68,566.02)	\$ (69,937.34)	\$ (71,336.09)	\$ (72,762.81)	\$ (74,218.07)	\$ (75,702.43)	\$ (77,216.48)	\$ (78,760.81)	\$ (80,336.02)	\$ (81,942.74)	\$ (83,581.60)
Total Expenses:	\$ (125,343.35)	\$ (53,360.01)	\$ (127,850.22)	\$ (143,943.84)	\$ (146,606.03)	\$ (149,357.13)	\$ (152,163.25)	\$ (155,025.50)	\$ (157,944.99)	\$ (160,922.88)	\$ (163,960.32)	\$ (167,058.50)	\$ (170,218.66)
Net Operating Income (NOI):	\$ 274,403.07	\$ 112,784.81	\$ 382,357.57	\$ 397,520.74	\$ 397,020.41	\$ 397,901.13	\$ 398,799.46	\$ 399,715.76	\$ 400,650.38	\$ 401,603.70	\$ 402,576.08	\$ 403,567.91	\$ 404,579.57
Expenses as % of EGI:	31.36%	32.12%	25.06%	26.58%	26.97%	27.29%	27.62%	27.95%	28.28%	28.61%	28.94%	29.28%	29.61%
Tenant Improvements:	\$ -	\$ -	\$ (555,944.26)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other CapEx	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Adjusted Net Operating Income:	\$ 274,403.07	\$ 112,784.81	\$ (173,586.69)	\$ 397,520.74	\$ 397,020.41	\$ 397,901.13	\$ 398,799.46	\$ 399,715.76	\$ 400,650.38	\$ 401,603.70	\$ 402,576.08	\$ 403,567.91	\$ 404,579.57

## NOTES TO CASH FLOW

- Assume Leasing Commission of \$150,465 to be a buyer credit at closing
- Assumes Real Estate Tax base will be formally established in 2023
- Tenant Improvement income will be paid retroactively to February 1st, 2021.
- Sales price, which includes the Tenant Improvement Income, would assume that the commission has been paid. Government commission is to be deducted from rent at 20% per month for 5 months starting February 1st, 2021 subject to reconciliation.
- The Tenant Improvements Rent for Jan-Dec 2021 is \$42,764.94 and not \$61,691.36 because it does not account for the 6% interest rate.

## NOTES TO ASSUMPTIONS

- OPEX Reimbursement to increase/decrease by CPI-W index
- April 2020 - April 2021 was a 4.7% increase, generally inflation is less

ASSUMPTIONS	
Analysis Start Date:	6/2/2021
OPEX Reimbursement Inflation:	2%
Proforma Expense Inflation:	2%
Management Fee:	2.50%

# MCKINNEY TEXAS DEMOGRAPHICS

3250 CRAIG DRIVE | MCKINNEY, TX 75070

(5-MILE RADIUS)



## MCKINNEY TEXAS

COLLIN COUNTY  
CURRENT POPULATION

**1,095,580+**

### POPULATION



MEDIAN AGE

**34**



POPULATION

**195,342**



POPULATION GROWTH (99-19)

**327%**

### WORKFORCE



WORKFORCE (COLLIN COUNTY)

**496,793**



HIGH SCHOOL GRAD OR HIGHER

**92%**



BACHELORS DEGREE OR HIGHER

**45%**

### CITY OF MCKINNEY

McKinney is the largest city in Collin County and is one of the top 10 fastest growing in economic growth in the Nation. McKinney has been ranked No.1 Best Place to Move to in America by Money Magazine and in 2017 was rated #2 Best Real Estate market by WalletHub.com. McKinney's population has increased a staggering 365% over the past 20 years (2) stimulating numerous economic developments in the immediate surrounding area including the new 'District 121' a \$250M mixed-use development and TPC Craig Ranch which hosts the PGA Tour's AT&T Byron Nelson Tournament.

### BY THE NUMBERS

POPULATION DENSITY (POP/SQ MI)

**1,446**

TOTAL POPULATION

**195,342**



TOTAL POPULATION (2023 ESTIMATE)

**224,571**



TOTAL HOUSEHOLDS

**69,426**



# OFFERING INSTRUCTIONS

3250 CRAIG DRIVE | MCKINNEY, TX 75070



PROPERTY TOURS:	By appointment only
BID DEADLINE:	TBD
PURCHASE PRICE:	\$6,158,151
FORM OF PSA:	Negotiable
TITLE & ESCROW:	TBD

Offers should be submitted via email to

**[Geoff.Ficke@colliers.com](mailto:Geoff.Ficke@colliers.com)** , **[Zack.Ficke@colliers.com](mailto:Zack.Ficke@colliers.com)**

On or before the bid deadline and include the following:

1. **Purchase price**
2. **Source of debt and equity**
3. **Earnest money deposit**
4. **Due diligence and closing timelines**
5. **Detailed list of contingencies including investment committee, appraisal, and/or Lender approval that may be required**
6. **Detailed list of closing cost responsibilities**
7. **Written confirmation from offering entity that they will be responsible for final TI/BSAC negotiations and project management oversight including upfront funding which will be fully reimbursed by tenant over the firm term of lease**

# INFORMATION ABOUT BROKERAGE SERVICES

TEXAS REAL ESTATE COMMISSION



## INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Colliers International North Texas, LLC	522575	DallasMarketing@colliers.com	214-692-1100
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Daniel Taylor	474735	daniel.d.taylor@colliers.com	214-217-1254
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Geoff Ficke	593051	geoff.ficke@colliers.com	972-759-7814
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-0





Accelerating success.

COLLIERS INTERNATIONAL | DALLAS

1717 McKinney Avenue, Suite 900

Dallas, Texas 75202

[www.colliers.com](http://www.colliers.com)



## OFFERING MEMORANDUM

### EXCLUSIVE INVESTMENT ADVISORY TEAM

**GEOFF FICKE**

Executive Vice President  
+1 972 759 7814  
[geoff.ficke@colliers.com](mailto:geoff.ficke@colliers.com)

**ZACK FICKE**

Vice President  
+1 972 759 7854  
[zack.ficke@colliers.com](mailto:zack.ficke@colliers.com)

**DEBRA VANDER WEIT**

Senior Associate  
+1 847 987 1265  
[Debra.vanderweit@colliers.com](mailto:Debra.vanderweit@colliers.com)

**O'NEAL GALBRAITH**

Financial Analyst  
+1 972 759 7850  
[oneal.galbraith@colliers.com](mailto:oneal.galbraith@colliers.com)

**SYDNEY GONZALEZ**

Senior Client Services Specialist  
+1 972 759 7840  
[sydney.gonzalez@colliers.com](mailto:sydney.gonzalez@colliers.com)

**SWARREN O'BARR**

Senior Client Services Specialist  
+1 972 759 7854  
[swarren.obarr@colliers.com](mailto:swarren.obarr@colliers.com)

### DEBT, EQUITY & STRUCTURED FINANCE

**JEREMY THORNTON**

Executive Vice President  
+1 415 288 7840  
[jeremy.thornton@colliers.com](mailto:jeremy.thornton@colliers.com)  
CA-Lic. # 01724542

**NICOLE SAYERS**

Senior Vice President  
+1 916 830 2622  
[nicole.sayers@colliers.com](mailto:nicole.sayers@colliers.com)  
CA-Lic. # 02114303