

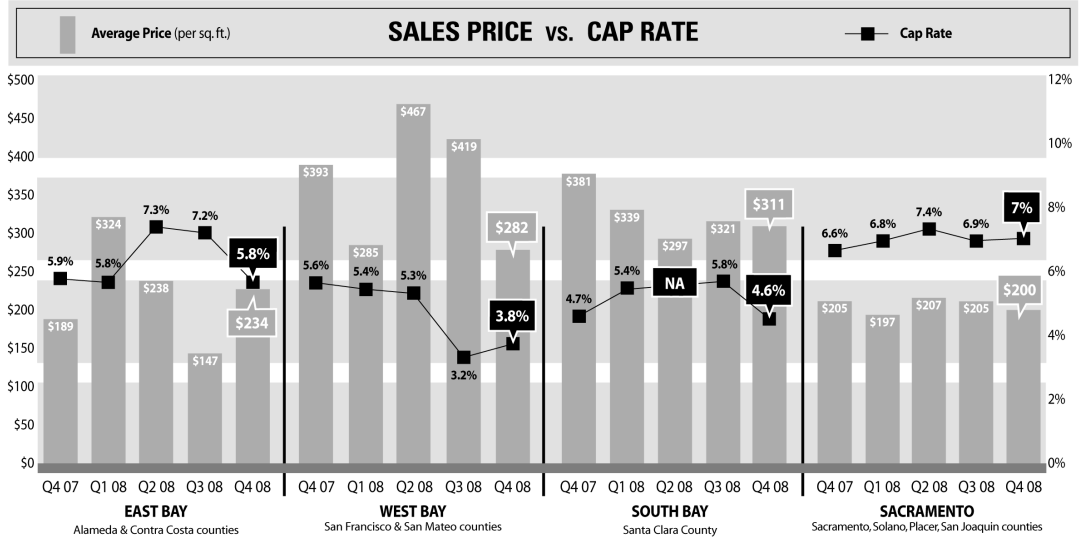
# THE MARKETS

THE LATEST SALES AND LEASING DATA FOR PROPERTY TYPES AND MARKETS ACROSS THE STATE

## OFFICE PROPERTIES | NORTHERN CALIFORNIA

Fourth Quarter 2008

Data by CoStar Group Inc.



### How's business?

"Tenants shouldn't be concerned about picking 'the bottom' of the economic meltdown. Our mantra for tenants during the past 27 years is to lock in affordable rent for each and every year of your lease; commit 8 percent or less of your gross revenue to rent. San Francisco's office market, like every other major city on the planet, is upside down, presenting terrific opportunities for tenants to achieve wonders through meticulously planned and heavily negotiated deal-making. Rents are already cheaper than in 1982, the year we started in the business. While Rome is burning, protect yourself on the downside but lock in long-term rental rates."



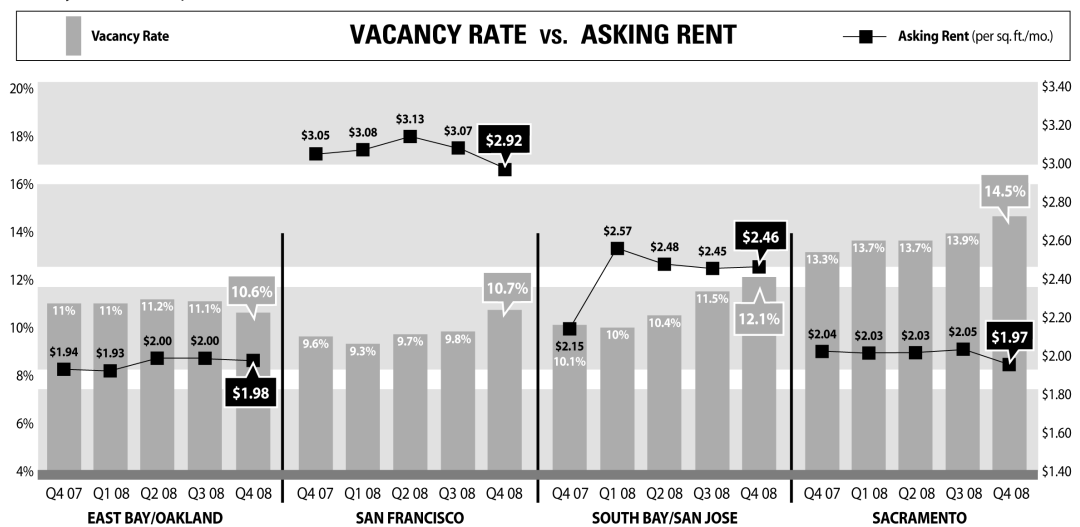
— Dan Mihalovich, tenant leasing services, Mihalovich Partners, San Francisco

#### SNAPSHOT

### Dan Mihalovich

**COMPANY:** Mihalovich Partners, San Francisco  
**YEAR FOUNDED:** 1998  
**SOLE FOCUS:** Tenant Representation / Leasing Services  
**BROKERAGE SERVICES:** Office lease negotiations for relocations, renewals, subleases & terminations; Investment brokerage  
**EXPERIENCE:** 27 years of tenant representation; over 200 local representation assignments.  
**TENANT CLIENTS:** California Academy of Sciences; The Bar Association of San Francisco; Prudential Securities; Northwestern Mutual Life; Saatchi & Saatchi; Wilson, Sonsini, Goodrich & Rosati; O'Melveny & Myers; Mayor Joseph Alioto; over 35 other law firms; Regional Cancer Foundation; Camp Tawonga  
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