



CALIFORNIA COVERAGE/SPECIAL PROJECTS

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NORTHERN CALIFORNIA TEAM

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Submarket Coverage:

[J. RADLER] - El Dorado and Sacramento Counties

[R. RADLER] - Merced, Stanislaus, San Joaquin, and Central & Eastern Alameda and Contra Costa Counties

[LONG] - Placer, Yolo, Solano, Yuba, Nevada, Napa, and Sonoma Counties

BAY AREA TEAM

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Submarket Coverage:

Marin, San Francisco, San Mateo, Santa Cruz, Santa Clara, Western Alameda and Contra Costa Counties

CENTRAL COAST / CENTRAL VALLEY TEAM

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Submarket Coverage:

[POWER] - Central Coast: Monterey, San Luis Obispo, Santa Barbara Counties, and Kern County

[HEPP] - Central Valley: Kern, Kings, Fresno, Madera and Tulare Counties

LOS ANGELES URBAN INFILL TEAM

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Submarket Coverage:

Los Angeles Basin (San Gabriel Valley, San Fernando Valley, South Bay, Central L.A., Downtown L.A., West L.A., Hollywood)

Ventura County

ORANGE COUNTY TEAM

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Submarket Coverage:

Orange County

MULTIFAMILY LAND GROUP

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Submarket Coverage:

California

WEST SAN BERNARDINO COUNTY TEAM

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Submarket Coverage:

Southwest San Bernardino County, including the Dairylands

Part of Riverside County: Banning, Beaumont, Calimesa, Eastvale, Jurupa, and Mira Loma

RIVERSIDE COUNTY TEAM

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Submarket Coverage:

West Riverside County, particularly along the I-15 and I-215 corridors

HIGH DESERT / VENTURA CO. / SANTA CLARITA TEAM

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Submarket Coverage:

Victor Valley (San Bernardino County), Antelope Valley (Los Angeles County), Santa Clarita Valley (Los Angeles County), and Ventura County

COACHELLA / IMPERIAL TEAM

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Submarket Coverage:

[JAMES] - Coachella Valley

[JAMES & LANDES] - Imperial County

SAN DIEGO TEAM

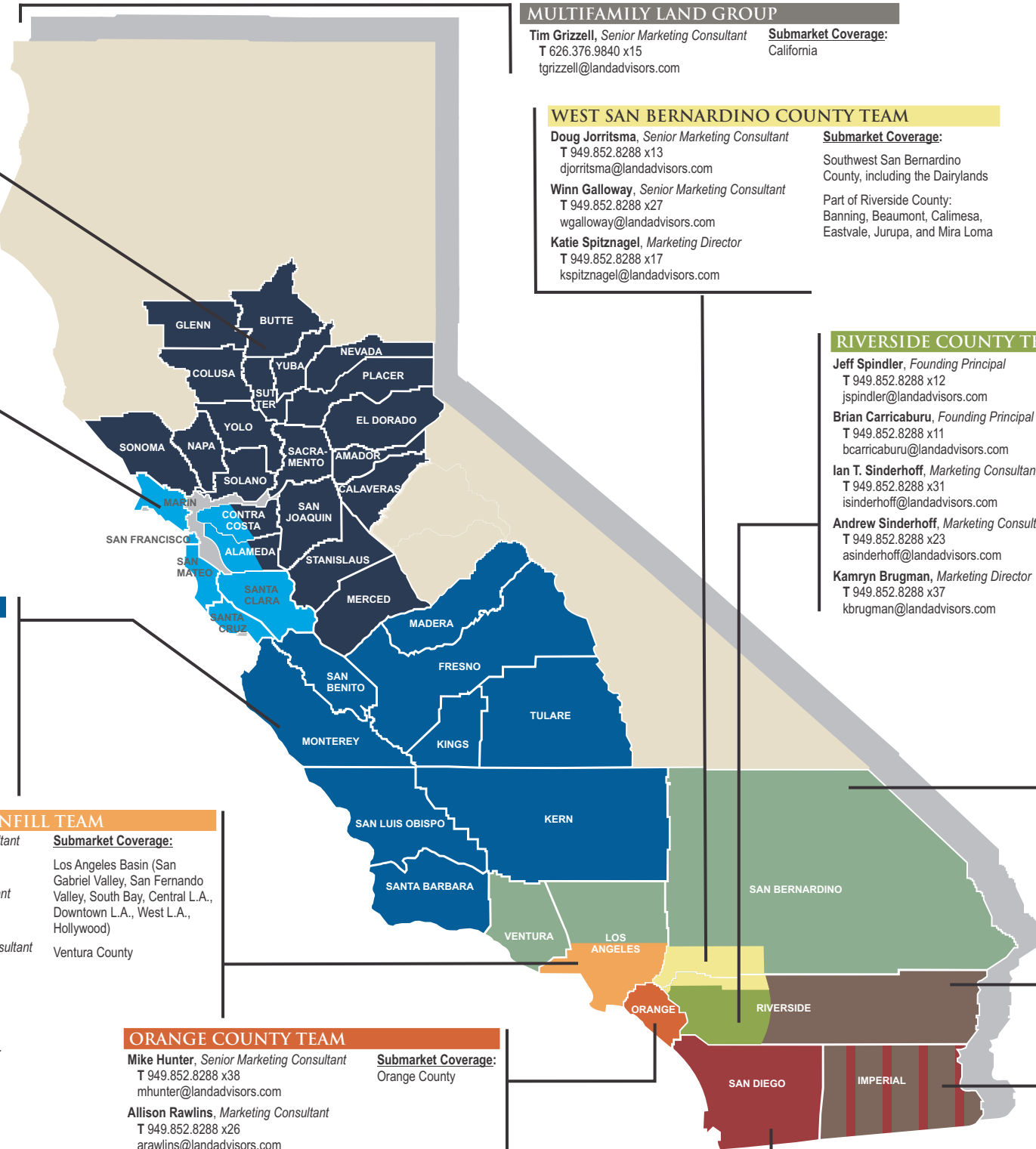
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Submarket Coverage:

San Diego County



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TOTAL COUNTIES

The California Division of Land Advisors Organization covers residential land activity in 41 counties throughout the State of California. Through its vast nationwide network, local expertise, and unparalleled experience, Land Advisors provides public and private homebuilders, lenders, financial institutions, developers, independent investors and entrepreneurs, the very highest level of land brokerage and advisory services.