BUILDING COMMUNITIES OF DISTINCTION
THROUGHOUT CALIFORNIA SINCE 1976
Over the past 38 years, SummerHill Housing Group has established a tradition of developing distinctive residential communities located within the most desirable settings throughout California.

From large estate homes, to urban condominiums with SummerHill Homes, to multi-family apartment homes with SummerHill Apartment Communities. SummerHill builds a variety of home styles featuring high quality architecture, remarkable rich character and exceptional attention to detail.

SummerHill communities have repeatedly earned high marks, not only from satisfied homeowners but from the building industry as well. Such recognition includes Best in American Living Awards from the National Association of Home Builders, numerous Gold Nugget Awards at the Pacific Coast Builders Conference, and a variety of featured articles in national magazines such as Builder, Professional Builder, and Sunset Magazine.
SUMMARY

**SummerHill Housing Group** is a privately owned residential developer in the Bay Area, Southern California and Pacific Northwest, who has earned recognition and respect as one of the nation’s premier residential community builders. The company is renowned for developing specialized single-family detached and multi-family housing communities in established residential settings throughout California.

Since its inception in 1976, SummerHill Housing Group’s goals have been to provide quality homes for its customers, Communities of Distinction for cities, and sound business opportunities for its partners. Criteria for site development are highly selective to meet the company’s objectives. SummerHill Housing Group uses extensive market analysis to identify housing needs, then customizes each development to achieve the highest potential.

SummerHill has proven expertise in working closely with cities and neighborhood constituents to successfully integrate new home communities into the texture of the surrounding neighborhood by developing the most compatible housing type, architectural style, and urban plan for each site.
OUR MISSION

We define our excellence in relationships, the quality of our communities and in every aspect of our operations. Our collaboration with community stakeholders, public entities and industrial professionals ensures creative solutions and optimal results for our residents, the communities in which we participate and our investors.

We bring strategic real estate investment opportunities to life in the residential and apartment sector. Combining institutional experience with entrepreneurial vision, our management provide investors with the local presence, focus and depth of experience to succeed in competitive markets.

OUR CAPABILITIES

- Land Procurement and Entitlement
- Design and Development Management
- Construction Management
- Asset Management
- Sales & Marketing
- Warranty & Quality Assurance
SummerHill Homes was formed in 1976 and is a homebuilding division of Marcus & Millichap Company. Marcus & Millichap Company is the parent company of a diversified group of real estate companies in the commercial investment, service, and development businesses.

Over the last 30 years, SummerHill has completed more than 70 developments representing over 7,200 single-family homes, condominiums, townhomes, and apartments. SummerHill Home’s successful track record is the result of attracting top development and construction professionals whose goals are consistent with the company’s philosophy.

SummerHill Home’s developments have won numerous significant awards including the coveted Best in American Living Award for the entire Pacific Coast Region from the National Association of Home Builders (NAHB), many Gold Nugget Awards from the Pacific Coast Builders Conference, and many awards for architecture from the Building Industry Association (BIA) of the Bay Area.
At SummerHill Apartment Communities (Formerly known as Urban Housing Group) our vision is clear: We are the leader in providing quality, smart growth, multi-family rental housing and mixed-use developments located throughout the western United States. We define our excellence in our customer relationships, the quality of our products and in every aspect of our operations.

Our collaboration with community stakeholders, public entities and industry professionals ensures creative solutions and optimal results. Our team adapts to the diversity of our business with creative instincts, enterprising vision and a commitment to the core values that guide our decision making and define our culture. Our infrastructure is supported through superior systems. We believe that by encouraging personal and professional growth, our team will exceed expectations—with the benefits being realized by all.

The developments created by SummerHill Apartment Communities are an integral part of our communities. It is important for us to preserve the environment, improve urban settings, and cultivate the beauty of our surroundings. Smart growth offers more than just shelter, it enhances neighborhoods and lifestyles. SummerHill Apartment Communities has a well defined acquisitions program that is research driven helping to ensure a successful investment strategy. The Company is an active buyer of land and development opportunities in high barrier to entry markets in northern & southern California, and Seattle in both urban and suburban locations. Utilizing its fully integrated platform and 50 year history, coupled with a highly experienced management team, we are able to adapt to changing market conditions to create quality and value.
Asset Management
SummerHill Asset Management teams focus on early participation in development and design to stay on top of market trends/competition-forward thinking. Our team understands each market we are building to maximize value through thoughtful design and operating efficiency. The team is responsible for maximizing operating efficiency to create maximum value.
“SummerHill is known for its skill in weaving new housing into existing communities.”

— Builder Magazine, NAHB
SummerHill - building Communities of Distinction is more than a motto, it is the ultimate standard the company sets for itself and the measure by which it invites the marketplace to judge it.
SummerHill Housing Group development strategy has provided uncommonly desirable housing for homebuyers throughout the Bay Area, Silicon Valley, Southern California, and very soon Seattle, while concurrently yielding maximum return on investment for its shareholders.

**Creative Site Selection** - Armed with a disciplined and finely tuned approach to land acquisition or in support of development objectives, the company concentrates its efforts in areas where demand is supported by a well-planned existing infrastructure, or adjacent to existing housing stock with a strong resale history.

**Develop Planning Partnership** - SummerHill has earned a reputation for successfully working with city planning and zoning departments to achieve mutually beneficial results in rezoning vacant or underutilized office, retail, school and former industrial sites to accommodate appropriate residential development alternatives.

**Cultivate Community Support** - Neighborhood level consensus building is another element of SummerHill’s disciplined development strategy. Working closely and proactively with city officials and neighborhood groups alike, SummerHill forges positive community support for its developments by demonstrating a genuine understanding of and responsiveness to local concerns. SummerHill carefully balances floorplan space planning issues and energy efficiency of design with the architectural aesthetics of the surrounding neighborhood while maintaining market appeal for today’s sophisticated buyers.
SummerHill Construction Company
SummerHill Construction Company is the general contractor for most of SummerHill’s communities. SummerHill Construction Company’s experienced construction and purchasing teams focus on cost controls and efficiency by obtaining bids from leading subcontractors, choosing the best for each specific development, scheduling and managing trades through completion, and evaluating their performance. The construction managers also meet with homebuyers throughout the construction and warranty periods to monitor progress and obtain important information on product reliability.
ACQUISITIONS

There is no substitute for experienced and skillful land acquisition strategies.

Of all the business disciplines, regardless of how well executed, success can only be achieved with the appropriate vision for the highest and best use of each individual site.

SummerHill views disciplined land acquisition as the backbone of any successful development project and dedicates the resources, consultants, and staff needed to ensure that its site selection process is thorough.

Thoughtful, inventive land acquisition and the appropriate entitlements, including rezoning of underutilized or obsolete properties, have always been at the core of SummerHill’s business philosophy and practices.

Rigorous due diligence and the thoughtful integration of the correct product ensure entitlement, market, and financial success.
Sales & Marketing
SummerHill’s sales and marketing team stays at the forefront of ever-changing trends through intense research and by maintaining a keen awareness of buyers’ needs while monitoring local market conditions to forecast appropriate products and services. The team is responsible for meeting the revenue goals for each community while ensuring consumer awareness of the SummerHill brand, its position and recognition within the building industry, and its mission to always build Communities of Distinction.
SummerHill Homes has built an indisputable reputation for seeking out and developing premier communities that by traditional standards are entitlement and development challenges. Sites like these are seriously considered given the valuable opportunities they provide. By maintaining a unique development focus complemented by one of the industry’s most intense and rigorous internal control programs, SummerHill consistently achieves uncommon results.

Through this process, SummerHill has demonstrated its strength and focus for achieving Communities of Distinction throughout the entitlement process by preserving and improving upon the existing neighborhood integrity, and creating positive neighborhood development partners.

SummerHill’s developments have been recognized by cities throughout California for their success based on SummerHill’s disciplined approach. SummerHill recently opened offices in Southern California and Seattle. The company plans to translate its long track record of securing jurisdictional approvals for challenging in-fill properties, into additional opportunities within the Southern California and Pacific Northwest market.
TESTIMONIALS

SUCCESS
“SummerHill has an outstanding reputation. They are known for timeliness, they are known for quality product out in the marketplace, which is absolutely essential, and they are known for their professionalism as they work with city staff going through the planning and entitlement process.”
- Laurel Prevetti, Asst. Director Dep. of Planning, Building and Code Enforcement San Jose.

“SummerHill did a great job working with the neighbors and what they produce is just excellent.”
- Tom Means, Ph.D., Former Mountain View Mayor.

HERITAGE
“It was very apparent that I was working with a company that had integrity.”
- Victor Martindale, Landowner.

“SummerHill went above and beyond the call of duty.”
- Cathy Duggan, Landowner.

EXPERTISE
“I lean on SummerHill because they do perform.”
- Bob Rowland, Senior V.P. Colliers International.

“They are professionals, they have a good reputation in the industry, they always deliver, they are trustworthy, they know what they are doing…and they build good quality homes.”
- Joseph Azar, V.P. and Founder RJA Civil Engineering.
The firm’s Warranty & Quality Assurance Program provides follow-up communication with homeowners throughout the warranty period, ensuring product fulfillment, which maintains SummerHill’s reputation as a quality builder with unparalleled customer service support. SummerHill evaluates all communities at set intervals through the use of a leading consulting firm that specializes in homebuyer surveys nationally. The program also provides SummerHill with important customer feedback on sales and construction processes, typical use patterns, and product satisfaction over time, which is an invaluable resource in planning future developments.
COMMUNITY PORTFOLIO

SummerHill Homes
- 111 St. Matthews
- Ainsley Square
- Amberly
- Bella Monte
- BelleTerre
- Brittany
- Cambridge
- Canterbury
- Corte Bella
- Coventry
- Creekside at Saratoga
- Echelon
- Emerald Bay
- Evergreen Place
- Expressions
- Georgetown
- Glenmoor Village
- Heritage
- Heritage Grove
- Lane Woods
- Las Brisas
- Las Palmas
- Laurel Glen
- Los Gatos Glen
- Maravilla
- Marisol
- Meridian Bay
- Merimont
- Midtown Village
- Miramonte Heights
- Morgan Square
- Nolan Farms
- ParcPlace
- Park Station
- Parkwood
- Pierce Ranch
- Promenade
- Ravena
- Redwood Gate
- Renaissance at Roubion
- Rosewood
- Royal Oaks at Eagle Ridge
- Sancerre
- Satake Estates
- Silverwood
- Somerset
- Stone Valley Oaks
- SummerGlen
- Sycamore Heights
- Talavera
- The Enclave at Waverly Park
- The Rose Garden
- University Park
- Villa Savona
- Village Square
- Vintage Grove
- Woodbridge
- WoodGlen
- Woodside Park
- Wyndham Oaks

SummerHill Apartment Communities
- 5858 W. Las Positas Blvd. Pleasanton (Entitlements in Process)
- Villas on the Boulevard, Santa Clara
- 481 on Mathilda Ave, Sunnyvale
- Verano on the Boulevard, Mountain View
- Domus on the Boulevard, Mountain View
- Brio, Walnut Creek
- The Lane on The Boulevard, Redwood City
- Venue, Mission Bay San Francisco
- Paragon, Fremont
- Strata, Mission Bay San Francisco
- The Courtyards At Old Town, Monrovia
- Edgewater at Mission Bay, San Francisco
- 700 University Avenue, Berkeley
SUMMERHILL HOMES DETAILS

Las Palmas
The Groves
49 attached homes
The Gardens
54 attached homes
Sunnyvale, CA

Midtown Village
The Boulevards
36 two-story single family homes
The Avenues
74 three-story single family homes
Santa Clara, California

Evergreen Place
The Cottages
87 single-family homes
The Towns
24 townhomes
San Jose, California

Maravilla
The Cottages
16 single-family homes
The Towns
24 townhomes
San Ramon, California

Creekside at Saratoga
20 luxury townhomes
Saratoga, California

The Enclave at Waverly Park
55 single-family homes
Mountain View, California

Satake Estates
30 single-family homes
Mountain View, California

Redwood Gate
45 single-family homes
Palo Alto, California

Pierce Ranch
30 single-family homes
San Jose, California

Bella Monte
72 single-family homes
San Jose, California

Sancerre
50 single-family homes
San Jose, California

Corte Bella
124 condominiums and townhomes
San Mateo, California

Brittany
59 single-family homes
Sunnyvale, California

Somerset
105 single-family homes
Sunnyvale, California

University Park
Weatherly
30 condominiums
Woodmark
36 condominiums
Channing Collection
27 single-family homes
Palo Alto, California

ParcPlace
153 single-family homes
South San Francisco, California

111 St. Matthews
34 multi-family homes
San Mateo, California

Canterbury
89 single-family homes
Hayward, California

Glenmoor Village
56 single-family homes
Fremont, California

SummerGlen
150 single-family homes
Dublin, California

Meridian
70 single-family homes
San Bruno, California

Nolan Farms
36 single-family homes
Pleasanton, California

Merimont
70 single-family homes
San Bruno, California

Royal Oaks at Eagle Ridge
40 single-family homes
Gilroy, California

Meridian Bay
129 condominiums
Foster City, California

Expressions
158 townhomes
Sunnyvale, California

Emerald Bay
48 townhomes
Foster City, California

Silverwood
26 single-family homes
Danville, California

Wyndham Oaks
115 condominiums
San Jose, California

Woodside Park
65 condominiums
San Jose, California
SUMMERHILL APARTMENT COMMUNITIES DETAILS

5850 W. Las Positas Boulevard, Pleasanton
177 Units Garden Style Apartment - Pool/Spa, Clubroom and Fitness

481 on Mathilda
481 S. Mathilda Avenue, Sunnyvale
105 Units, Spa, Clubroom, and Fitness

Villas on the Boulevard
2611-2695 El Camino Real, Santa Clara
178 Units, Pool/Spa, Clubroom and Fitness

Domus on The Boulevard
2650 and 2656 W. El Camino Real, Mountain View
193 Units, Lounge, Fitness, Pool/Spa and Courtyards

Verano on The Boulevard
865 and 881 E. El Camino Real, Mountain View
150 Units, Lounge, Fitness, Pool/Spa and Courtyards

Venue
1155 Fourth Street, Mission Bay, San Francisco
147 Units, 7,500 SF Retail, Lounge, Fitness, Courtyard

The Lane on The Boulevard
2580 El Camino Real, Redwood City
141 Units, Lounge, Fitness, Pool/Spa and Courtyards

Brio
141 N. Civic Drive, Walnut Creek
300 Units, Lounge, Fitness, Pool/Spa and Courtyards

Paragon
3700 Beacon Avenue, Fremont
301 Units, Lounge, Fitness, Pool/Spa, Courtyards and a Civic Park

Edgewater at Mission Bay
355 Berry Street, San Francisco
193 Units, Lounge, Fitness, Courtyards
Completed August 2007 – Sold March 2008

700 University Avenue
700 University Avenue, Berkeley
171 Units, 7,500 SF Retail, Adaptive Rehabilitation Entitlements 2008

Strata at Mission Bay
1101 Fourth Street, San Francisco
192 Units, 10,000 SF of Retail, Lounge, Fitness, Courtyards
Completed March 2009

Paragon at Old Town Monrovia (So.CA)
700 South Myrtle Avenue, Monrovia
163 Units, 6,000 SF Retail, Lounge, Fitness, Pool and Courtyards
Completed April 2010 – Sold June 2011
LOCATIONS

SummerHill Homes
SummerHill Apartment Communities
SELECTED AWARDS LIST

OVER 100 AWARDS – TO NAME A FEW:

2013 Builder of the Year
Green Home Builder Magazine

2012 Gold Nugget Award of Merit
Pacific Coast Builders Conference
Multi-Family Housing Project

2012 NAHB Best in American Living Awards - Multifamily

2010 Gold Nugget Merit Award
Best Single-Family Detached
Home on a Compact Lot

2009 Gold Nugget Grand Award
Outstanding Infill, Redevelopment

2009 Gold Nugget Grand Award
Community of the Year – Detached

2009 Nationals Gold Award
Best Design Center

2008 Best In American Living Grand Award - National Association of Home Builders

2008 Gold Nugget Grand Award
Best Single-Family Detached Home

2006 Best In American Living
Platinum Award – National Association of Home Builders

2005 Gold Nugget Grand Award
Pacific Coast Builders Conference
Best Single-Family Detached

2005 Gold Nugget Grand Award
Pacific Coast Builders Conference
Best Renovated/Restored House or Project

2005 Best In American Living Silver Award
National Association of Home Builders

2004 Gold Nugget Grand Award
Pacific Coast Builders Conference
Best Single-Family Detached Home

2004 Best In American Living Gold Award
National Association of Home Builders
Best Single-Family Detached Home

2003 Gold Nugget Merit Award
Pacific Coast Builders Conference
Best Community Site Plan

2002 Gold Nugget Merit Award
Pacific Coast Builders Conference
Best Single-Family Detached Home

2000 Best In American Living Silver Award
National Association of Home Builders
Best Single-Family Detached Home

1999 Gold Nugget Merit Award
Pacific Coast Builders Conference
Residential Project of the Year

1998 Gold Nugget Grand Award
Pacific Coast Builders Conference
Best Single-Family Detached Home

1997 Best In American Living Regional Award - National Association of Home Builders - Best in Pacific Region

1996 Gold Nugget Merit Award
Pacific Coast Builders Conference
Best Single-Family Detached Home

1996 Gold Nugget Grand Award
Pacific Coast Builders Conference
Best Single-Family Detached Home

1995 Grand Award Best Architecture
Building Industry Association of Northern California

1994 Grand Award Best Architecture
Building Industry Association of Northern California - Best Detached Home

1993 Gold Nugget Grand Award
Pacific Coast Builders Conference
Best Attached Home

1992 Gold Nugget Merit Award
Pacific Coast Builders Conference
Best Attached Floorplan.

MARKETING

2011 Marketing and Merchandising Excellence
Best Website

2010 Marketing and Merchandising Excellence
Best Architecture

2010 Marketing and Merchandising Excellence
Best Merchandising

2008 Marketing and Merchandising Excellence Best Detached Home

2001 Best Website Award (California) National Association of Home Builders
The Nationals Awards

1996 National Sales and Marketing Awards National Association of Home Builders
Best 4-Color Advertisement

1996 National Sales and Marketing Awards National Association of Home Builders
Best Logo – The Pacific Coast Region

1993 Marketing and Merchandising Excellence
Grand Award Home Building Industry of Northern California
Best Brochure
Robert Freed draws from a dynamic background in real estate, corporate finance, and accounting to oversee SummerHill Homes and SummerHill Apartment Communities’ critical areas of development, including land acquisition, architecture, purchasing, construction, sales and marketing, and customer service. In this capacity, he is charged with maximizing company profitability while ensuring the highest quality of development.

From 1993 to 2007, Mr. Freed held a variety of executive positions for KB Home. Most recently, he was the senior vice president of investment strategy. In this capacity, Mr. Freed was responsible for land acquisitions, joint ventures and off balance sheet financing for all of KB Home’s U.S. operations.

In addition, Mr. Freed was president and regional general manager of KB Home’s four Northern California homebuilding divisions. In this capacity, Freed was responsible for overseeing day-to-day operations, including land acquisition and development, construction, purchasing, customer service, sales and marketing. He was also a member of the company’s operating executive committee. He began his career with KB Home in 1993 at the company’s corporate headquarters where he served as vice president of western land development.

Prior to joining KB Home, Freed was the chief financial officer for Davidson Homes, a division president of Bedford Properties, and CFO of Blackhawk Corporation. Freed earned a Bachelor of Science degree in economics from the University of California, Los Angeles, where he graduated summa cum laude. He is a member of the Phi Beta Kappa Honor Society. Freed is a former certified public accountant, and was a commissioner for the Santa Clara County Housing Authority. Active in nonprofit giving, he served on the board of directors of the Bay Area Council, St. Mary’s College, and the regional board of the BIA Bay Area. He is also a member of the Policy Advisory Board for the Fisher Center for Real Estate and Urban Economics and serves on the Bridge Housing Board of Directors.
As Senior Vice President of SummerHill Housing Group, Chris Neighbor’s responsibilities include overseeing land acquisitions, land development, purchasing and construction for SummerHill Homes, as well as overseeing land acquisitions for SummerHill Apartment Communities.

Prior to joining SummerHill, Mr. Neighbor served as Vice President, Investment Management for MacFarlane Partners in San Francisco where he was responsible for oversight of the firm’s single-family residential, land and housing developments. Neighbor has also served in various capacities for KB Home. He was Vice President of Acquisitions, Planning and Development for KB’s Central Valley Division. Prior to that role, he was Manager of Acquisitions for KB’s Bay Area Division. He also has overseen home-building projects in the San Francisco Bay Area and Squaw Valley, California. Mr. Neighbor, who earned his Bachelor of Science Degree in Construction Management from California State University, Chico, is a licensed real estate broker in California and is on the Regional Board of the BIA Bay Area and on the Board of Directors for the California Building Industry.
EXECUTIVE PROFILES

Katia Kamangar
Executive Vice President
Managing Director

Katia Kamangar handles duties related to new community development and performance, including entitlements, forecasting, budgeting, land planning, architecture, and coordination and implementation of the sales, marketing, and construction efforts.

Ms. Kamangar joined SummerHill Housing Group in 2005. She is directly involved in the development of a variety of new home communities throughout the Peninsula and South Bay regions. Ms. Kamangar also leads the company’s Green Task Force that evaluates new technologies and construction practices aimed at increasing the sustainability of the homes SummerHill constructs. For ten years prior to joining SummerHill, she was with Greenbriar Homes Communities Inc. as Senior Development Manager and Director of Development. Previously, she was Construction Project Manager for Mobil Oil Corporation. From 1998 to 2001, Ms. Kamangar served on the City of Los Altos Planning Commission. From 2001 to 2005, she was a Board Member for the BIA Bay Area. Ms. Kamangar holds a Bachelor of Science Degree in Civil Engineering from U.C. Berkeley and a Masters Degree in Business Administration from Duke University’s Fuqua School of Business.
Douglas L. McDonald is responsible for the strategic and operational aspects of SummerHill Housing Group’s finance, accounting, technology and warranty functions.

Mr. McDonald has been with SummerHill for over eight years in various finance-related positions. Prior to joining SummerHill, Mr. McDonald was Manager of Strategy and Business Architecture for Accenture in San Francisco. Mr. McDonald was also Division Controller for Pulte Homes and Supervising Senior Accountant for KPMG Peat Marwick, both of Charlotte, North Carolina. Mr. McDonald holds a Bachelor’s degree in Business Administration – Finance and a Master of Accounting degree from the University of North Carolina at Chapel Hill. Mr. McDonald also holds a Master of Business Administration degree from the University of Michigan, where he graduated with distinction and he received the annual Innovation Award as a co-founder of M-Trek, an organization created to strengthen the University of Michigan Business School community through outdoor adventures.
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