

**NOTICE: NET-LEASED PROPERTIES  
ARE "MOVING TARGETS"...**

**SUGGESTION: "SHOOT FIRST,  
ASK QUESTIONS LATER"!!...**

...(i. e., simple, fast Letter Of Interest ["L. O. I."] and response from Seller negotiates price... effectively "ties property up" with minimum of time & effort expended. Request all additional information you need [demographics/copy of lease/ title data, etc.] in your L. O. I.)

**THE "RULES": WE MUST VERIFY FIRST!!**

Don't count on the target still being there! To save everybody's time, this is the sequence we require:

- 1) make basic yes or no decision from spreadsheet data.
- 2) request a more detailed information sheet (or "set up") from us on a specific property or properties (not too many please!)
- 3) when you have received the set up and have definitely decided on pursuing a certain property, tell us, and we will re-verify availability at that time (we fax-verify every 45 days...)

>>>SPECIAL NOTICE: Re fees - Principals cannot act as Brokers/ Brokers cannot act as Principals - we consider this a conflict of interest and our lawyers will not allow us to be a party to it. Instead of commission, you may pay yourselves a fee by adjusting the price accordingly.

**NOTE: HIGHER PROPERTY NUMBERS ARE THE MOST RECENTLY ADDED DEALS AND HAVE HIGHER ODDS OF BEING STILL AVAILABLE.**

**REGULAR BROKERS PLEASE NOTE:**

"Free" Broker--Members: The properties marked "B" in the leftmost column of our list contain other Broker's properties that we admire for one or more reasons. The fee you will earn will vary from a low of 25% to a maximum of 33-1/3% of the over-all commission, depending on how the "listing" Broker is willing to split. (About 30% of the listing Brokers we deal with will split 1/3, 1/3, 1/3...)

**CLUB MEMBER BROKERS\* ALSO NOTE:**

For Gold (Broker) "Club Members," if listing Broker ("B" list deals) will take 20% off the top of the total fee, then you and he split 80% of fee (except Principals - see "SPECIAL NOTICE" above). At worst, if he will only give us 50%... then you get 30% of total "buy side" fee, we get 20% of total "buy side" fee.

\*Club Members pay us an annual fee for extra and regular service and (Brokers only) for a more favorable split on "B" list deals:  
Gold Members - \$500/yr - new deal data faxed immediately & Master list CD every month.

**1400 Group**

Broker: Shelton Fisher ("Chip") 303-333-9000 (cell 303-888-7070) (FAX 333-9006) 1660 South Albion Street #300, Denver, CO 80222

A or B List #	Type	Name <small>(Deals marked Letter of Interest "L.O.I." may become re-available)</small>	State	Price	Approx. Yield NET (to Buyer)	Escalators	Lease Expiration Date (Mo/Yr)	Lease (P) Parent Guarantor: (F) Franchisee			Lease (P) Pure Net Type: (R) Roof & Structure		Notes
								Options	Terms	Net Worth			
B 107	Auto Service	Tires Plus !!6 AVAILABLE!!	OK	\$16,075,000	8.0%	6.25% every 5 yrs	2024	Checking	Cash	S&P BBB+	P	P	Ask for further details!!
B 124	Retail	Toys R Us & Babies R Us	TX	\$11,485,000	7.85%	Checking	2019	Checking	Cash	Investment Grade	P	R	Demographics are outstanding - high household income and population growth... Situated off Interstate!
B 366	Office Building	Dako Investment !!!VERY GOOD DEAL!!!	CO	\$15,700,000	7% approx.	1.8% annually	2015	none	Cash	VERY strong - over \$100 mil. (PARENT CONSIDERABLY STRONGER)	P	P	Offered price shown is less than asking price / Price reduction possible - may accept \$15.3! Mil. (approx.7.3 CAP!!) Three stand alone buildings occupied by one tenant... Can easily be subdivided... Ask for details!
					See Notes								

**BROKER'S NOTE: Deals marked "A" are direct from the Sellers -- no other Brokers are involved. We split all fees 50-50. Deals marked "B" are other Broker's deals (only 1 Broker involved). See split rules on top of first page.**

THE ABOVE STATEMENTS, WHILE NOT GUARANTEED, ARE FROM SOURCES WE BELIEVE RELIABLE. PRICE, TERMS AND INFORMATION SUBJECT TO CHANGE DUE TO PRIOR SALE OR WITHDRAWAL BY SELLER

# 1400 Group

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B	9850	Office Building	JDS Uniphase	CA NCA	\$31,206,600	7.25%	3% Annually	Ask	Checking	Cash	Corporate Guarantee - Believed Strong	P P	Potential Rental Upside: Current rents are below market!! Multibuilding campus located less than 2 miles from Highway!!
B	9917	Retail	Sams Club	CO	\$18,174,700	7.0%	\$0.50 every 5 yrs	11/2018	6/5 yr	Cash	S&P: AA	P P	Total annual return (including Principal reduction) 8.95%!!! Proposed financing - Loan \$11.813M (65% LTV); Cash \$6.361M (35%); 6.0% APR; 10 yr term; Fixed for 5 yrs