

**NOTICE: NET-LEASED PROPERTIES**

**ARE "MOVING TARGETS"...**

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

...(i. e., simple, fast Letter Of Intent ["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 fee, we get 20% of total 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 every month/ Blue Members - \$300/yr - monthly supplement - four Master lists per yr.

**1400 Group**

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

A or B List #	Type	Name <small>(Deals marked Letter of Intent "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 8863	Retail	Amscot Financial	FL CFL	\$2,832,400	8.0% net	6% every 5 yrs	2021	4/5 yr	Cash	Private company - \$45Mil in sales - over 100 locations	P	P	Others in the area are Quiznos and Papa Johns Pizza...
B 8931	Retail	Verizon	GA	\$2,725,000	7.19% net	10% @ options	2017	2/5 yr	Cash	Verizon-Bell Atlantic/Verizon partnership (Celco) Bell is the General Partner -Believe investment grade.	P	R	Adequate reserves allowed in yield presented. Part of a two property offering... Can be purchased together or separately! Ask for Details...

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

**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.**

# 1400 Group

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

A or B List		Name	State	Price	Approx. Yield NET (to Buyer)	Escalators	Lease Expiration Date (Mo/Yr)	Lease Guarantor: (P) Parent (F) Franchisee	Options	Terms	Net Worth	Lease (P) Pure Net Type: (R) Roof & Structure	Notes
#	Type	(Deals marked Letter of Intent "L.O.I." may become re-available)											
B 8970	Retail	Kirklands	TN	\$2,100,000	67CAP (c-o-c 7.6% after loan)	\$2 per sq ft	2015		4/5 yr	See Notes	Believed to be strong	P P	Loan: \$1.100M; Cash \$1.0M; 5 yr interest only then 5 yrs based on 30 yr amort sched; due apprx 5/1/15
B 8990	Retail	Verizon Wireless	GA	\$2,101,000	7.19% net	10% in yr 6	11/2017		2/5 yr	Cash	Verizon-Bell Atlantic/Verizon partnership (Celco) Bell is the General Partner -Believe investment grade.	P R	Adequate reserves allowed in yield presented. Excellent retail corridor location!!
B 9005	Retail	Washington Mutual Retail Center, CosmoProf, Dagwoods Sandwich, Ritas Water Ice !!GOOD DEAL!!	FL CFL	\$2,931,437	7.00% net	Yes @ options - Ask for details	WAMU-10/31/16; Cosmo-9/30/12; Dag-10/31/16; Ritas- 1/31/17		Cosmo-1/5 yr - None others	Cash	WAMU - S&P:A; Others - Checkng	P P	High quality retail center! 100% leased... GREAT LOCATION - NO MANAGEMENT!!!
B 9112	Retail	Big 10 Tires	FL CFL	\$2,435,000	6.5% net	Annual CPI	11/2026		2/10 yr	Cash	checking	P P	Notable retailers in the area include - Wal Mart, Bally Total Fitness, Save Rite, Hess, Joes Crab Shack and more...
B 9118	Retail	Pier 1 Imports	CA	\$2,875,000	5.71% net	15% @ options	3/31/12		1/5 yr	Cash	S&P: BBB-	P R	Adequate reserves allowed in yield presented. Located on main retailing corridor... Major tourist destination!
B 9145	Retail	Tractor Supply	OH	\$2,997,744	6.94% net	yes ask for details	2022		checking	Cash	Believe investment grade. Largest Tractor Supply Co operating 460 stores in 30 states.	P R	Adequate reserves allowed in yield presented.

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#	Type	(Deals marked Letter of Intent "L.O.I." may become re-available)											
B 9173	Retail	AT&T !REDUCED! !!!GOOD DEAL!!!	GA	\$2,418,000	7% !!!	10% @ options	2018		2/5 yr	Cash	S&P AAA	P R	Adequate reserves allowed in yield presented. Major retail corridor off Interstate... Outparcel to Home Depot & Kohls!!
B 9213	Retail	Radio Shack and Schumacher Homes	MS	\$2,327,000	7.5% net	Radio - 4% in Ly4; Homes - None	Radio - 1/31/17; Homes - 3/31/13		Radio - 2/5 yr; Homes - 1/5 yr	Cash	Radio - S&P: A; Homes - checking	P P	Out parcel to new Lowes!! Located on the busiest retail corridor in the State!!!!
B 9216	Retail	Starbucks / Shops ( AT&T Wireless / Red Brick Pizza)	NM	\$2,975,000	7.2 % net	yes	2027		yes	Cash	\$6.4B in sales!	F P	Freestanding Starbucks with Drive-thru plus two tenant retail building - 100% leased!! Directly across from Sams Club and K-Mart.....
B 9328	Retail	Old Time Pottery	TN	\$2,950,000	11.2% net	\$.25 psf @ Options	12/31/2010		3/5 yr	Cash	Checking on this	P P	They sell discounted closeout and overstock housewares, silk flowers, framed art, linens, rugs, craft supplies, etc.
B 9329		Goodyear Tire & Rubber Company !!REDUCED!! !VERY GOOD DEAL!	TX STX	\$2,092,000	7.45% net exclu. equip. 8.25% incl.	None during base term / 5% ea. option period	7/31/21		6/5 yr	Cash	Investment grade	P P	Price including equipment:\$2.092 Mil. / Price excluding equipment: \$1.997 Mil. Equip. lease pays out over 5 yr.s. - total cash return incl. equip. pymt.s + Goodyear pymt.s = 8.25%! . Ask for details on equipment... Located close the the main arteries of the city (a very exciting, fast growing suburb of Dallas..!
B 9334	Retail	Sherwin Williams	GA	\$2,213,466	7.50%	10% @ Options	2018		3/5 yr	Cash	Investment grade	P R	Adequate reserves allowed in yield presented.