

**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 093	Retail	BJs Wholesale Club	OH	\$11,000,000	9.25%	Yes @ Options	2021	4/5 yr	Cash	Believe to be investment grade.	P	P	Part of the Shopping Center Regional Trade Area...
B 119	Retail	Office Depot	CA SCA	\$9,980,000	9.0%	10% every 5 yrs including options starts 10/1/13	9/30/18	4/5 yr	Cash	Investment	P	P	Strong demographics - low management
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!

**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

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#	Type	(Deals marked Letter of Interest "L.O.I." may become re-available)											
B 1161	Retail	El Tapatio	CA SCA	\$8,146,000	7.5%	10% every 5 yrs	2024		3/5 yr	Cash	Beleived Strong	F P	Personally guaranteed by principals of El Tapatio... In dominant retail hub for the trade area!!
B 9649	Retail	General Dynamics	FL NFL	\$7,400,000	9.2%	1.5% Annually	2013		2/3 yr	Cash	Belieived Strong	P P	Seller is taking full responsibility of ALL maintenance and repairs during the full lease term with General Dynamics!!!
B 9676	Retail	Tractor Supply	CA NCA	\$6,864,000	Checking	10% every 5 yrs	9/2022		4/5 yr	Cash	Believe investment grade	P P	Others in the area are Wal-Mart Supercenter, Safeway, Wendys, Longs Drugs, Big O Tires, and more...
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
B 9987	Retail	Staples & Petsmart	CA	\$9,452,000	7.00CAP/9 %c-o-c after loan	10% every 5	2019		Checking	See Notes	Very Strong	P P	Loan \$6.639M; 30 yr Amort; 5.55% interest; Due in 02/2016; Excellent existing assumable financing!!!