

UPLAND

NET-LEASE SALES

Our ability to swiftly match buyers with sellers is one of the many reasons Upland is the Nation's primary resource for the purchase and sale of net-leased investment properties. Many leading developers and sellers have benefited from the experience and expertise of our team of investment sales specialists. We use our Trademarked Net Lease Sales Maximizer process to Effectively sell your property.

THE NET LEASE SALES MAXIMIZER™

WE MAXIMIZE YOUR SALE PRICE

- The Lease Analyzer
- The Price Evaluator
- The Guerilla Marketing Plan
- The Buyer Qualifier
- The Letter of Intent Navigator
- The Purchase Agreement Analysis
- The Due Diligence Tracker
- The Closing Facilitator

IDENTIFY QUALIFIED BUYERS WHO WILL PERFORM

- Ability to identify "Real Buyers" vs. "Shoppers"
- Family Trusts, Investors leaving stock & bond market, 1031 Investors & Institutional Buyers
- Unite qualified investors with your property to ensure a high closure rate

WWW.NNNSALES.COM

- NNNsales.com, web-based property sales, 24/7 access
- National property market exposure through our website along with the top 5 Net Lease Public Websites
- Currently working with 2,700 investors who have indicated their investment criteria and have the ability to search properties
- Extensive database for matching buyers and sellers
- Effective broadcast email system in place
- On-line Letter of Intent forms - 24/7 access
- Property view tracking
- Work with Gatekeepers including: Investment Advisors, Intermediaries, Attorneys, Title Companies to ensure their buyers are aware of your property
- Exclusive investor referral network

YOUR "ONE STOP SHOP" WITH THE ABILITY TO:

- Immediately expose your properties to a local and national target market
- Maintain direct contact with investors and Gatekeepers
- Use proven advertising and marketing techniques nationwide
- Track inquiries, web site traffic and the due diligence process
- Assist lenders and title companies in facilitating the transaction
- Offer buyers a Toll Free number: 1-888-655-1031
- E-Market with content rich www.nnnsales.com
- Comparable Property Sales Analysis



Look Upland

Where Properties & People Unite!

90 South Seventh Street Suite 3800, Minneapolis, MN 55402

Keith A. Sturm, CCIM / Deborah K. Vannelli, CCIM

p 612.332.6600 f 612.376.4489

www.nnnsales.com



PROVEN SUCCESS RECORD

- Completed in excess of 450 net-leased sale transactions
- Sales over \$1 Billion
- Combined experience of over 55 years
- Specialized in the NNN investment market for over 15 years
- Upland's Net Leased investment specialists have successfully completed transactions with many tenant types including but not limited to:

7-Eleven	Knowledge Learning
ABRA Auto Body	Kinkos
Advance Auto Parts	Kohls
Aldi's	Linens N Things
Applebees	McDonald's
Arby's	Midas
Ashley Furniture	National Tire & Battery
Best Buy	Office Depot
Borders	O'Reilly Auto Parts
Bridgestone/Firestone	Perkins
Buffalo Wild Wings	Petco
Burger King	Pizza Hut
Camping World	Rite Aid Drugstore
Chill's	Sherwin Williams
Circle K	Starbucks
CVS Pharmacy	Taco Bell
Dollar General	Tires Plus
Family Dollar	Tractor Supply
Gander Mountain	Trader Joe's
Goodwill	Tuffy Auto
Hollywood Video	Tutor Time Learning Center
IHOP	Ultimate Electronics
Jack in the Box	United Health Care
Jiffy Lube	Valvoline Instant Oil
KFC	Walgreens

UPLAND'S TEAM APPROACH

Upland's Midwest values and unique Team Approach ensures every potential investor knows about your property and the best offers are presented.



UPLAND'S LEADERSHIP

KEITH A. STURM, CCIM

Keith has over twenty years of experience in investment sales and leasing. Keith is a proven deal maker completing over 450 transactions and over \$1.5 Billion in sales primarily in net-leased investments. He has received his CCIM designation and was President of the Minnesota/South Dakota CCIM Chapter In 2004. Keith is also the past president of the St. Cloud State University Real Estate Alumni Association, and a past Director of the MN Organization of Commercial Realtors. Voted Five Star Commercial Real Estate Best in Client Satisfaction. keith@upland.com

DEBORAH K. VANNELLI, CCIM

Deb has over twelve years of experience in investment sales Nationally. Deb sold 450 properties valued over \$1.5 Billion in net leased transactions. Deb has her CCIM designation, is President Elect for MNCREW (Minnesota Commercial Real Estate Women), and is a delegate for Commercial Real Estate Women (CREW). deb@upland.com

AMANDA C. LEATHERS

Amanda has five years of experience in investment sales. As a member of the net lease team, she has completed over 300 transactions and over \$700 million in investment sales nationally. Amanda serves on the St. Cloud State Real Estate Alumni Association Board of Directors and is currently working towards her CCIM designation. amanda@upland.com

KATHRYN A. SERAKOS

Katie has assisted the investment sales team in over \$350 Million in net-leased transactions. Katie is on the Board of Directors for St. Cloud State University Real Estate Alumni Association and is active within the Minnesota Shopping Center Association (MSCA). She is working towards her CCIM designation. katie@upland.com

DAVID H. MCCAFFREY

Dave has over thirty years experience in investment sales and working with lenders. He has secured over \$1.1 billion in loans. In addition to providing financing for Upland clients, he is in charge of handling real estate work-outs and restructured debt. He carries a BS and MBA degree. david@upland.com