

STARBUCKS ANCHORED CENTER

6.03-YEAR WALT | OUTPARCEL TO QUINCY TOWN CENTER



3115-3131 BROADWAY STREET
QUINCY, ILLINOIS 62301

Marcus & Millichap
SHARKO | WEISENBECK | MENDOZA
GROUP

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THE OFFERING

This 100% occupied, Starbucks-anchored retail center features national tenants including U.S. Cellular and H&R Block, all operating under net leases with limited landlord responsibilities. Starbucks, which has been at the site since 2007 and has 12 years of remaining term, is the only location within a 50-mile radius and draws over 223,000 annual visitors. Located as an outlot to Quincy Town Center—a high-performing regional mall attracting 3 million annual visitors—the property benefits from strong retail synergy and visibility. It offers exceptional access with five points of ingress/egress, 220 feet of frontage on high-traffic Broadway Street (24,800 VPD), and close proximity to I-172. Surrounded by dense residential and daytime populations, the site benefits from strong community drivers such as top-ranked shopping centers, Quincy University campus and other major national retailers.

Quincy Town Center 3M annual visitors - Top 10% of regional malls in IL by visits

Dunham's **McDonald's** **QDOBA** **ZALES** **Buckle** **slumberland**
SPORTS MEXICAN EATS THE DIAMOND STORE FURNITURE





planet fitness **CVS OLLIE'S**
GOOD STUFF CHEAP

QDOBA MEXICAN EATS Relax Quincy Spas GREAT RIVER FIREARMS TRAINING

Quincy Commons - 2.8M annual visitors
Top 2% of strip centers nationwide by visits!
HIBBETT SPORTS **HyVee** HOBBY LOBBY CAFE TACO BELL
BIG LOTS! Pizza Hut **SALLY** BEAUTY SUPPLY Panera BREAD

tropical SMOOTHIE CAFE HYUNDAI CHRYSLER Jeep RAM AutoZone SHERWIN WILLIAMS Wendy's


Quincy Town Center - 3M annual visitors
Top 10% of regional malls in IL by visits
Dunham's SPORTS slumberland FURNITURE
ZALES THE DIAMOND STORE **Buckle**

McDonalds

TARGET
1.1M annual visitors¹

SUBJECT PROPERTY

verizon **Jersey Mike's** SINCE 1996 **PANCHEROS** MEXICAN GRILL

 Broadway St
24,800 VPD

KFC

MIDAS

AMC THEATRES

R.P. LUMBER
BEST SERVICE. BEST VALUE.

wf World Finance **Staples**

boost mobile

Papa Murphy's
TAKE N BAKE PIZZA

HULA BOWLS **WESTERN UNION WU**



\$4,307,000
LIST PRICE



7.15%
CAP RATE




\$497.86
PRICE / SF



\$307,966
NET OPERATING INCOME



GREAT RIVER
FIREARMS TRAINING

 Broadway St
24,800 VPD



3115-3131 BROADWAY ST
QUINCY, IL 62301



\$4,307,000

LIST PRICE



7.15%

CAP RATE



\$497.86

PRICE / SF



\$307,966

NET OPERATING INCOME



6.03 YEARS

WALT

FINANCIAL SUMMARY

PRICE	\$4,307,000
CAP RATE	7.15%
Price/ SF	\$497.86
Gross Leasable Area	8,651 SF
Year Built	2007
Lot Size	0.80 Acres +/-
Parcel Numbers	23-7-0662-000-00
Parking	44 Surface Spaces +/-
Current Rent	\$309,357
Total Reimbursements	\$69,056
Effective Gross Income	\$378,413
Expenses	\$70,447
NOI	\$307,966



PROPOSED FINANCING

LTV	70%	Debt Service	\$244,282
Interest Rate Amortization	6.50% 25 Years	Debt Coverage Ratio	1.26
Down Payment	\$1,292,100	Net Cash Flow After Debt Services Return %	\$63,684 4.93%
First Trust Deed/Mortgage	\$3,014,900	Principal Reduction	\$49,779
		Total Return Return %	\$113,463 8.78%

CASH FLOW YR 1 - STARTING 12/1/2025

BASE RENT	CURRENT	PER SF
Occupied Space	\$309,357	\$35.76
Gross Potential Rent	\$309,357	\$35.76
Expense Reimbursements		
Real Estate Taxes	\$27,277	\$3.15
Insurance	\$5,894	\$0.68
CAM	\$25,484	\$2.95
Management Fee	\$6,686	\$0.77
Administrative Fee	\$3,715	\$0.43
Total Expense Reimbursements	\$69,056	\$7.98

Effective Gross Income **\$378,413** **\$43.74**

Expenses		
Real Estate Taxes	\$27,277	\$3.15
Insurance	\$6,429	\$0.74
CAM	\$23,728	\$2.74
Management Fee	\$13,013	\$1.50
Total Expenses	\$70,447	\$8.14

NET OPERATING INCOME **\$307,966** **\$35.60**



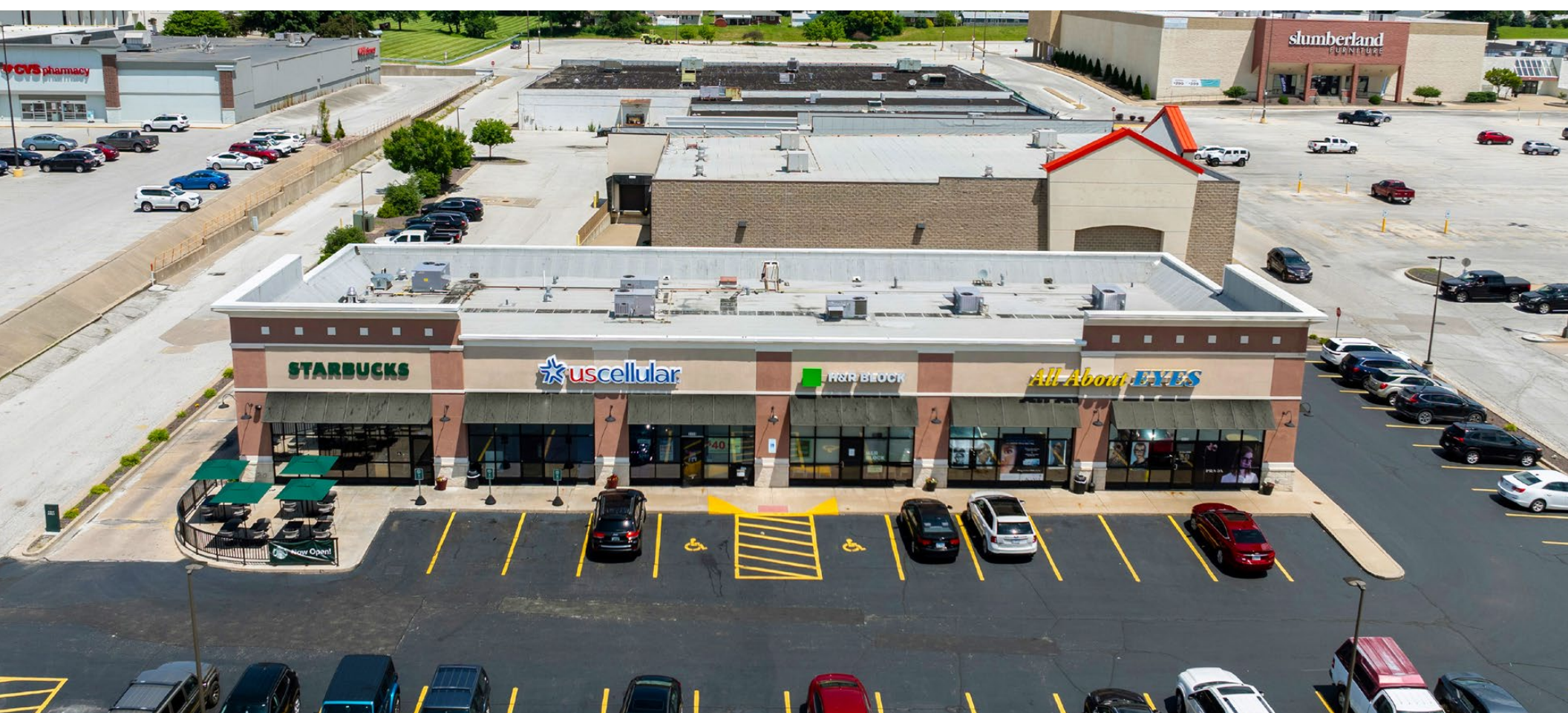
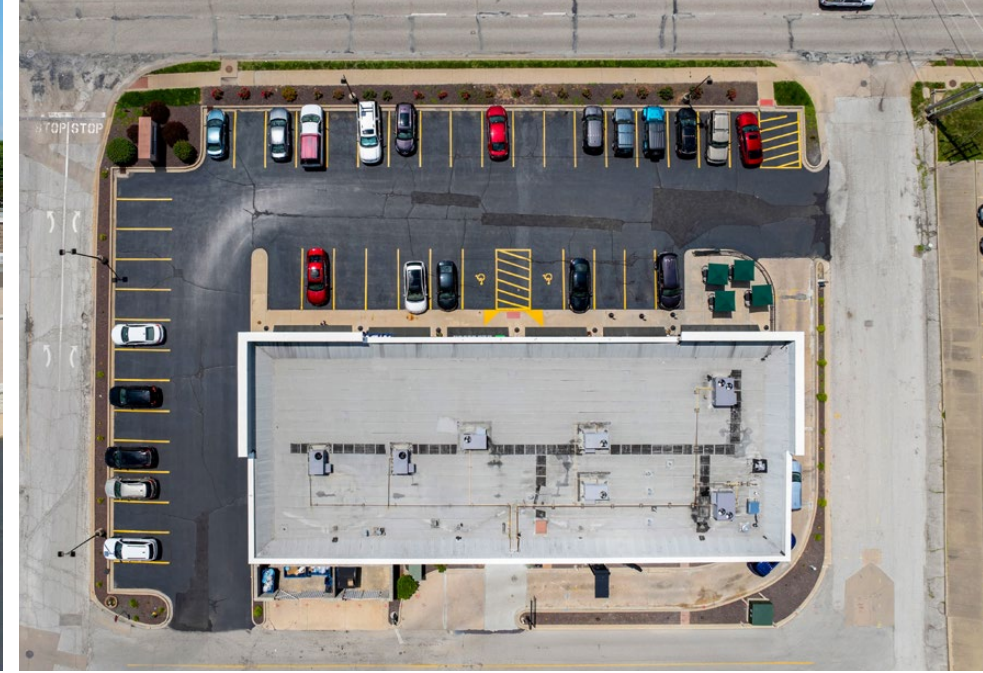
CAM	CURRENT	PER SF
Onsite Office Payroll	\$5,654	\$0.65
Water	\$3,879	\$0.45
Onsite Maintenance Payroll	\$3,672	\$0.42
Onsite Security Payroll	\$3,014	\$0.35
Onsite Office Payroll/Tax Benefits	\$2,525	\$0.29
Snow Removal	\$1,740	\$0.20
Maintenance Taxes & Benefits	\$1,042	\$0.12
Electricity	\$958	\$0.11
Onsite Security Tax/ Benefits	\$831	\$0.10
Professional Services	\$202	\$0.02
Landscaping	\$125	\$0.01
Equipment R&M	\$86	\$0.01
TOTAL CAM	\$23,728	\$2.74

**CAM
BREAKDOWN**

EXPENSE REIMBURSEMENTS

TENANT	TAXES	INSURANCE	CAM	MANAGEMENT FEE	ADMINISTRATIVE FEE	PSF	GROSS INCOME
Starbucks	\$6,104	\$904	\$5,554	-	\$646	\$1.45	\$13,208
US Cellular	\$7,157	\$1,687	\$7,149	-	\$1,187	\$1.85	\$17,180
H&R Block	\$4,859	\$1,145	\$4,227	\$2,318	\$1,882	\$1.18	\$14,431
All About Eyes	\$9,156	\$2,158	\$8,554	\$4,368	-	\$2.30	\$24,237
TOTAL	\$27,277	\$5,894	\$25,484	\$6,686	\$3,715	\$6.78	\$69,056





RENT ROLL

TENANT / SUITE #	SF Leased	% OF TOTAL SF	START	END	OCCUPANCY REMAINING (YRS)	RENT SCHEDULE						% OF TOTAL RENT	RENEWAL OPTIONS	LEASE TYPE & STRUCTURE
						PERIOD	CHANGES ON	MONTHLY RENT	ANNUAL RENT	RENT/ SF	INCREASE			
Starbucks Retail, Suite 3115	1,936	22.38%	11/19/2007	2/28/2038	12 Years	Base	Current	\$8,827	\$105,924	\$54.71	-	34%	3, 5-Year	Net
						-	3/1/2028	\$9,034	\$108,412	\$56.00	2%			
						-	3/1/2033	\$9,938	\$119,258	\$61.60	10%			
						Option 1	3/1/2038	\$10,932	\$131,183	\$67.76	10%			
						Option 2	3/1/2043	\$12,026	\$144,309	\$74.54	10%			

Notes: Tenant has a five percent non-cumulative cap on CAM excluding snow removal costs. Tenant has the right to terminate this lease as of the early termination date which shall be the last day of the fifth full lease year of the extended term, 2/28/2033. In order to exercise this termination right, tenant must give landlord written notice no less than 120 days before the early termination date.

US Cellular Retail, Suite 3119	2,270	26.24%	3/27/2008	3/31/2029	3 Years	Base	Current	\$5,456	\$65,467	\$28.84	-	21%	2, 3-Year	Net
						-	4/1/2026	\$5,619	\$67,431	\$29.71	3%			
						-	4/1/2027	\$5,788	\$69,454	\$30.60	3%			
						-	4/1/2028	\$5,961	\$71,537	\$31.51	3%			
						Option 1	4/1/2029	\$6,140	\$73,683	\$32.46	3%			

Notes: Tenant has a five percent cap on CAM excluding utilities and snow removal. Tenant has the right to terminate lease with 30 days prior written notice to landlord. Tenant to pay a termination fee equal to nine months base rent plus the unamortized cost of brokerage fees and tenant allowance amortized over seven year period. Tenant to pay landlord a promotional fund charge equal to \$.25 per square foot of tenant's premises as contribution towards center advertising, promotion, public relations, and administrative expenses required thereto. The promotional charge is subject to a five percent increase year over year.

H&R Block Retail, Suite 3127	1,541	17.81%	11/13/2023	4/30/2028	2 Years	Base	Current	\$3,819	\$45,831	\$29.74	-	15%	1, 5-Year	Net
						-	5/1/2026	\$3,934	\$47,206	\$30.63	3%			
						-	5/1/2027	\$4,052	\$48,622	\$31.55	3%			
						Option 1	5/1/2028	\$4,500	\$54,000	\$35.04	11%			
						-	5/1/2029	\$4,635	\$55,620	\$36.09	3%			

All About Eyes Retail, Suite 3131	2,904	33.57%	6/9/2008	6/30/2028	3 Years	Base	Current	\$7,502	\$90,024	\$31.00	-	29%	1, 5-Year	Net
						Option 1	7/1/2028	\$8,252	\$99,026	\$34.10	10%			

Notes: Tenant to pay landlord a promotional charge of \$.10 per square foot of tenant's premises as contribution towards center advertising, promotion, public relations, and administrative expenses required thereto. The promotional charge is subject to a five percent increase year over year.

Occupied	8,651	100%						\$309,357	\$35.76				
Vacant	-	-						-	-				
Total	8,651	100%						\$309,357	\$35.76				

100% OCCUPIED STARBUCKS ANCHORED RETAIL CENTER | LONG OPERATING HISTORY | 6.03-YEAR WALT

- All tenants operate under a net lease with limited landlord responsibilities | National tenants include Starbucks, U.S. Cellular and H&R Block
- Starbucks has been operating at this location since 2007 and has 12 years of term remaining
 - › This is the only Starbucks location within a 50 mile radius and attracts 223.5K annual visitors¹
- US Cellular and All About Eyes have been operating at this location since 2008
- All tenants have scheduled rental increases ranging from 2%-11% and renewal options in place
- This H&R Block ranks in the top 8% of locations in Illinois and top 11% nationwide by visits¹
 - › Attracts 24.7K annual visitors¹

OUTLOT TO QUINCY TOWN CENTER SHOPPING MALL

- Quincy Town Center ranks in the top 10% of regional malls in Illinois by visits¹
 - › Attracts 3 million annual visitors¹
 - › Notable tenants include Slumberland, VIP Cinemas, Quincy Medical Group, Planet Fitness, Dunham's Sports, Ollie's, McDonald's and more
- Home to a 70,000 square foot Quincy Medical Group Cancer Institute and Surgery Center

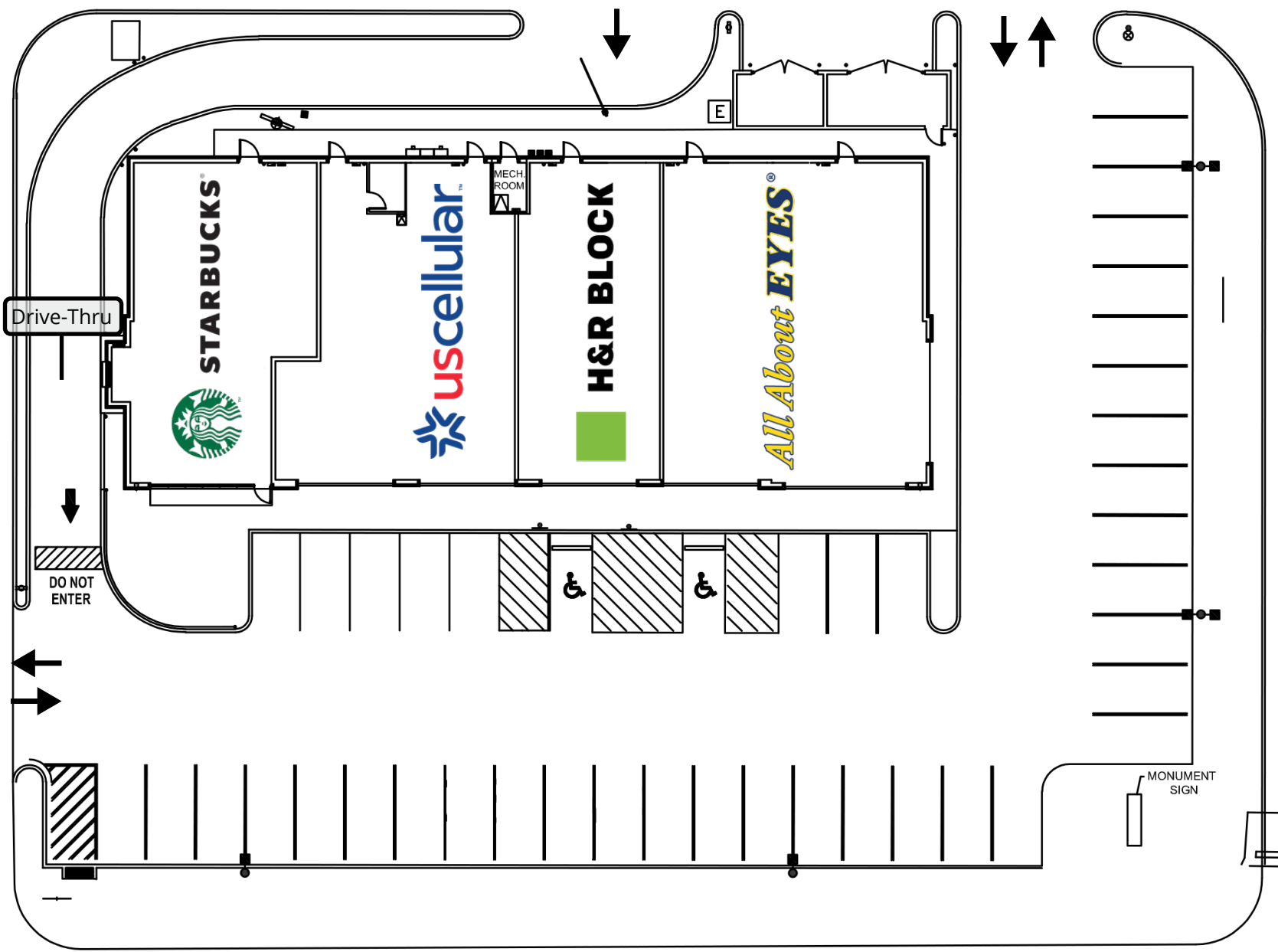
STRONG REAL ESTATE FUNDAMENTALS IN A HEAVILY TRAVELED AREA

- Starbucks features a drive-thru which adds value to current and future tenants
- 220ft of frontage along Broadway St which sees 24,800 vehicles per day
- Situated between 30th St and 36th St which sees a combined traffic volume of over 19,000 vehicles per day
- 5 points of ingress and egress
- 2 miles from on/off ramp of Interstate-172 which sees 8,600 vehicles per day

SITUATED IN A RETAIL THOROUGHFARE | STRONG COMMUNITY DRIVERS

- 0.6 miles from Quincy Commons which ranks in the top 2% of strip centers nationwide by visits¹
 - › Attracts 2.8 million annual visitors¹
 - › Notable tenants include Hibbett Sports, BigLots, HyVee, Hobby Lobby, Sally Beauty, Panera, Pizza Hut and more
- 0.5 miles from Quincy Senior High School which serves 1,924 students
- 1.3 miles from Quincy University campus which serves 1,280 students
- 2 miles from Walmart Supercenter which ranks in the top 10% of stores nationwide by visits | 3 million annual visitors¹
- Other notable retailers in the area include Target, Ashley Furniture, Staples, Wendy's, KFC, Texas Roadhouse, O'Reilly Auto Parts, Harbor Freight, The Home Depot, Sam's Club and more
- Hyundai, Honda, Chrysler, Jeep, Dodge, Ram, GMC and Toyota have dealerships within a 2 mile radius

41,106 PEOPLE LIVE AND 49,656 PEOPLE WORK WITHIN A THREE MILE RADIUS





STARBUCKS®

STARBUCKS.COM

Stock Symbol:

Market Cap (7/3/2025)

Enterprise Value (7/3/2025)

Revenue (FY 2024)

Net Income (FY 2024)

Standard & Poor's Credit Rating

SBUX | NASDAQ

\$107.03 Billion

\$130.02 Billion

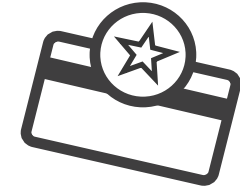
\$36.17 Billion

\$3.76 Billion

BBB+



Global
Tenant



33.8 Million Active
Loyalty Members

500

Fortune 500
Company

BBB+

Credit
Rating

- » Leading Coffee Company and Coffeehouse Chain
- » 40,199 Stores Globally | 88 Global Markets | 45% Company-Operated and 55% Licensed Stores
- » Consolidated Net Revenues Increased 1% Driven by New Company-Operated Store Growth
- » 116 Fortune 500 Company | 424 Fortune Global 500 (2024)
- » Ranked 319 for Global 2000 and 157 for Best Customer Service by Forbes (2024)
- » Plans to Add 17,000 New Locations by 2030
- » Reached 33.8 Million and 23.5 Million Starbucks® Rewards Members (90-Day Active) in the U.S. and China, Respectively
- » Rolled out Starbucks Delivery in All 50 States, Offering Customers Starbucks Through Three Leading Delivery Platforms
- » First Quarter of Fiscal Year 2025, Starbucks Opened 377 New Stores
- » One of Three Restaurant Brands in America with US System-wide Sales North of \$20 Billion





USCELLULAR.COM

Stock Symbol:

Market Cap (7/3/2025)

Enterprise Value (7/3/2025)

Revenue (FY 2024)

Standard & Poor's Credit Rating

NYSE | USM

\$5.41 Billion

\$9.05 Billion

\$3.77 Billion

BB+



588+ Locations



4,100+ Employees



\$3.77 Billion in Revenue (2024)



42 Years Experience

- » Fourth-largest full-service wireless carrier in the United States
- » Offers postpaid and prepaid voice, data and messaging services
- » Voice, in-home/business high-speed internet, international calling, and internet of things (IoT) services offered
- » Headquartered in Chicago, Illinois
- » 588 locations (As of May 2025)
- » 4,100 full and part-time associates (2025)
- » Founded in 1983
- » Recognized as "2025 North Central Region's #1 Wireless Network Quality" by J.D. Power
- » Received the "2024 Stevie Award Gold Winner" from The American Business Awards





HRBLOCK.COM

Stock Symbol:

HRB | NYSE

Market Cap (7/3/2025)

\$7.48 Billion

Enterprise Value (7/3/2025)

\$8.63 Billion

Revenue (FY 2024)

\$3.61 Billion

Net Income (FY 2024)

\$595.32 Million

Standard & Poor's Credit Rating

BBB+

- » Global consumer tax and small business service provider
- » Operates under H&R Block, Block Advisors, Wave, and Spruce Brands
- » Located in all 50 states and internationally
- » Over 70,000 experienced tax pros working in over 12,000 offices across the globe
- » 11.4 million U.S. tax returns were prepared by H&R Block (2024)
- » Founded in 1955 | 70 years of experience
- » BBB credit rating
- » Full year total revenue of \$3.6 billion, 4% increase over previous year (2024)
- » Ranked on 2024 Forbes America's Best Tax and Accounting Firms list



70 Years Experience



\$3.6 Billion in Revenue



4% Increase in Revenue



11.4 Million U.S. Tax Returns



All About EYES®

ALLABOUTEYES.COM

- » Optometrist retailer
- » Offers comprehensive eye exams, ocular disease diagnosis and management, contact lens evaluation and fitting, and prescriptions for the whole family
- » Products include lens options, contact lenses, sunglasses, safety glasses, and quality eyeglasses
- » Utilizes the latest technologies and evidence-based treatments to maintain optimal eye health
- » 21 locations in Illinois and Iowa
- » Founded in 2005



21
Locations



20 Years
Experience



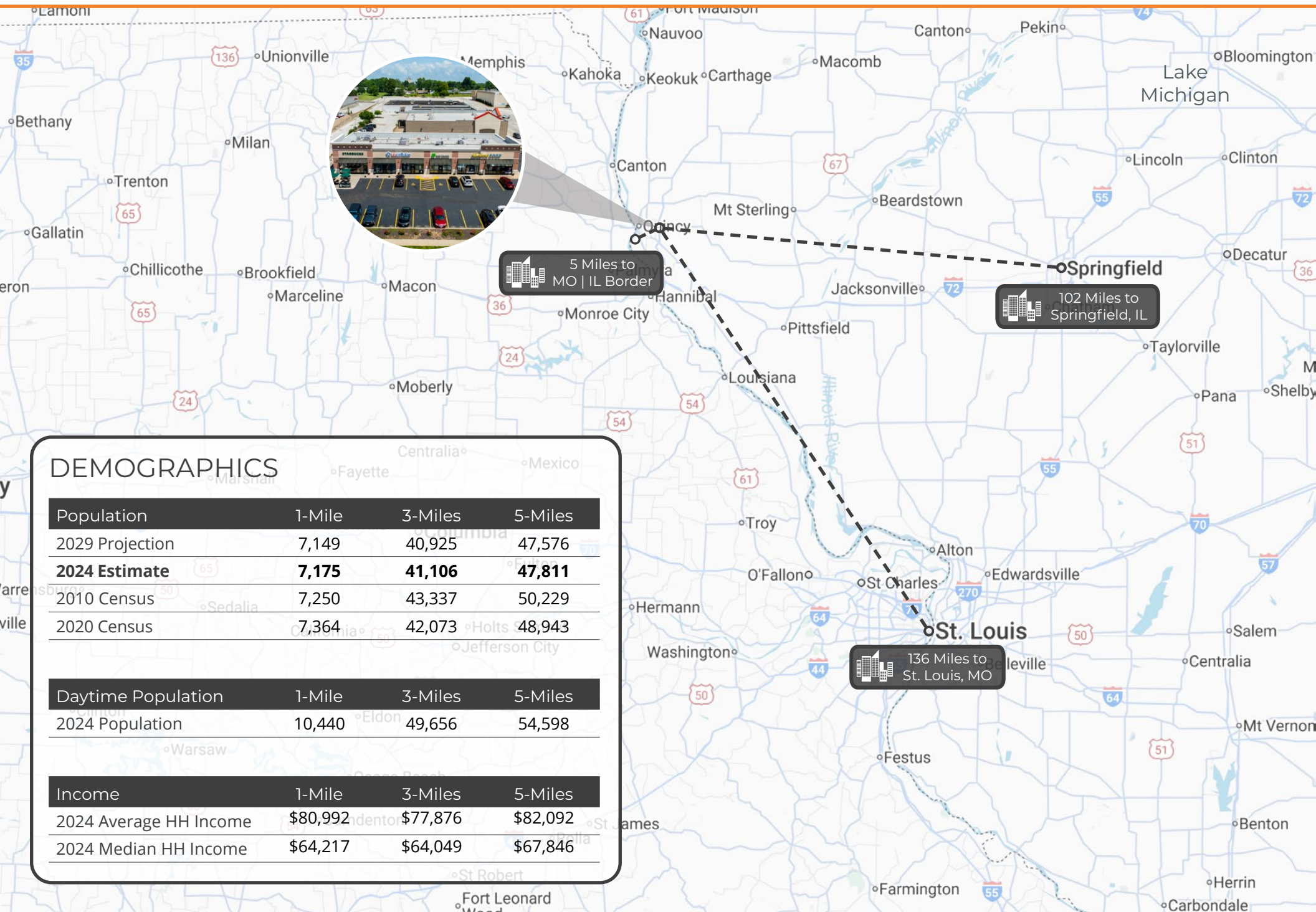
Optometrist
Retailer



Regional
Tenant



LOCATION OVERVIEW



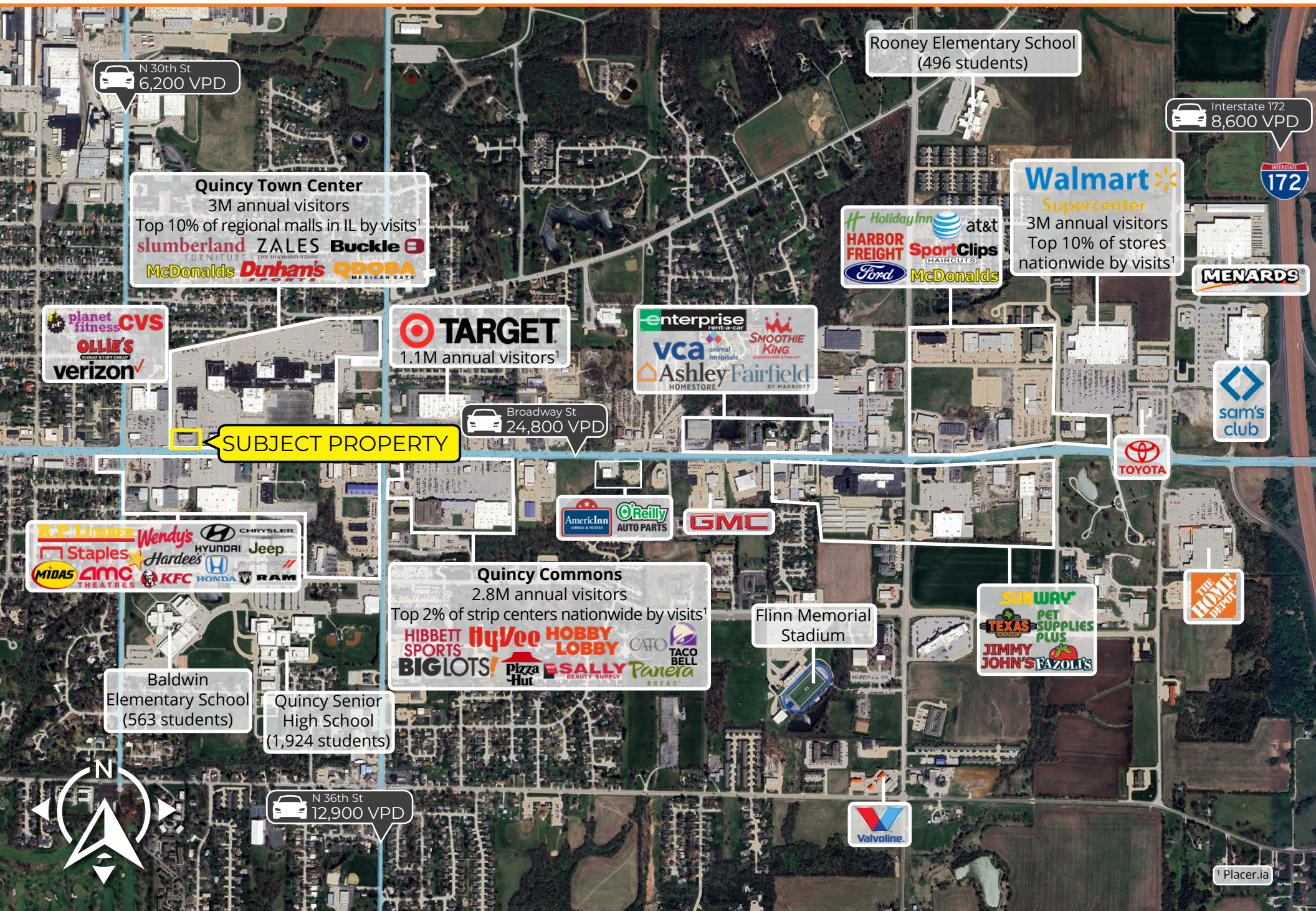
DEMOGRAPHICS

Population	1-Mile	3-Miles	5-Miles
2029 Projection	7,149	40,925	47,576
2024 Estimate	7,175	41,106	47,811
2010 Census	7,250	43,337	50,229
2020 Census	7,364	42,073	48,943

Daytime Population	1-Mile	3-Miles	5-Miles
2024 Population	10,440	49,656	54,598

Income	1-Mile	3-Miles	5-Miles
2024 Average HH Income	\$80,992	\$77,876	\$82,092
2024 Median HH Income	\$64,217	\$64,049	\$67,846

AERIAL



Quincy Town Center
 3M annual visitors
 Top 10% of regional malls in IL by visits!
 slumberland ZALES Buckle
 McDonalds Dunhans QDOBA

Rooney Elementary School
 (496 students)

Interstate 172
 8,600 VPD

Walmart
 Supercenter
 3M annual visitors
 Top 10% of stores nationwide by visits¹

planet fitness
 CVS
 OLLIE'S
 verizon

TARGET
 1.1M annual visitors¹

enterprise
 vca
 Ashley Fairfield

SUBJECT PROPERTY

Broadway St
 24,800 VPD

Quincy Commons
 2.8M annual visitors
 Top 2% of strip centers nationwide by visits¹
 HIBBETT SPORTS HyVee HOBBY LOBBY
 BIG LOTS! Pizza Hut SALLY BEAUTY SUPPLY Panera

SUBWAY
 TEXAS PET SUPPLIES PLUS
 JIMMY JOHN'S FAZOL'S

Baldwin Elementary School
 (563 students)

Quincy Senior High School
 (1,924 students)

N 36th St
 12,900 VPD



DIVERSE ECONOMIC BASE

- Over 100 manufacturers operate in Quincy, ranging from century-old industrial firms to innovative small and hi-tech businesses
- A growing commercial services sector supports a balanced retail landscape, anchored by both a vibrant downtown and numerous national retailers

MAJOR HEALTHCARE PROVIDERS

- Blessing Health System
 - › Regional leader with 347 licensed beds
- Quincy Medical Group
 - › Multi-specialty physician group offering a wide range of outpatient services
- Combined, these two systems offer the largest and most advanced medical services within a 100-mile radius

TRANSPORTATION & ACCESSIBILITY

- Mississippi River access enhances multimodal shipping and commerce
- Interstate 172 offers direct highway access to and from the city
- Quincy Transit Lines provides fixed-route services, paratransit, and senior transportation
- Intercity travel via Amtrak and Greyhound Bus Service Stations

EDUCATION & WORKFORCE DEVELOPMENT

- Quincy University
 - › Private liberal arts college with approximately 1,011 students
- John Wood Community College
 - › Two-year college with around 1,728 students

TOP EMPLOYERS

- Titan International (agricultural and construction tires/wheels), Blue Cross Blue Shield, The Knapheide Manufacturing Company (truck bodies and equipment), Quincy Public Schools, Quincy University, & John Wood Community College

BUSINESS & DEVELOPMENT INCENTIVES

- Q-Fund: Revolving loan fund to support local business development
- Enterprise Zone: State and local tax incentives for qualified businesses
- Two Tax Increment Financing (TIF) Districts
- Downtown Rental Rehabilitation Program: Encourages revitalization of upper-story units
- Retail Incentive Program:
 - › Designed to attract and retain specialty retailers not currently in the market
 - › Developers may qualify for annual sales tax reimbursement incentives

Economic Strength & Business Climate

#19 in the World

Largest Economy
— If Illinois were a country

#2 in the Nation

Corporate Investments
664 business expansions or relocations in 2024

#4 in the Nation

Access to Capital
— Up from #6 in 2023

#6 in the Nation

Tech & Innovation
— Up from #14 in 2023

Infrastructure & Transportation

#1 in the Midwest

Transportation & Warehousing Infrastructure

#4 in the Nation

Transportation & Warehousing Infrastructure

Workforce & Population

#3 in the Nation

Population Size

#1 in the Midwest

Workforce Development

Home to over
30 Fortune 500
 Companies

As well as, 2,000+ international industry
 leaders, 1,900 major corporate headquarters
 and 1.2 million small businesses.



5th Highest GDP in the Nation (2024)

\$1.1 Trillion Economy

Data was released from the Bureau of Economic Analysis at the U.S. Department of Commerce showing Illinois now produces over \$1 trillion in annualized economic activity; the fifth highest GDP in the nation.



A recent study found the total economic impact of manufacturing in Illinois is estimated to be between \$580 billion and \$611 billion every year – the largest share of any industry to the state’s Gross Domestic Product.

World-Class Education

Including Some Ranked Among the Highest Rated in the World

254 Higher Education Institutions Statewide | 148 Schools are Within a 25-Mile Radius of Chicago
 Northwestern University #6, University of Chicago #11, University of Illinois #33 for Top National Universities by U.S. News (2025)

Illinois 2024 Economic Development Milestones



RECORD-BREAKING INVESTMENTS & JOB GROWTH

- EDGE & REV incentivized investments surged by \$2 billion, reaching nearly \$5 billion since 2023. New jobs quadrupled, from 3,000 to 12,800, including 4,100 directly from these programs.
- State incentive programs doubled corporate investments from \$6.3 billion in 2023 to \$12.5 billion in 2024.
- Clean energy investments doubled from \$2 billion to \$4 billion, with growth in key sectors such as quantum computing, tourism, and exports.



MAJOR BUSINESS EXPANSIONS & MANUFACTURING GROWTH

- Rivian (\$1.5B) and Avina Clean Hydrogen (\$820M) invested in EV and sustainable aviation fuel production.
- Wiegel Tool Works, Crysalis Biosciences, Ymer Technology, and Bedrock Materials expanded operations in Illinois.
- Wieland Rolled Products (\$500M) and Voortman Steel Machinery strengthened Illinois' advanced manufacturing sector.
- PsiQuantum's MICRO Act partnership will create a \$20B quantum computing hub in Chicago.



TOURISM & EXPORT RECORDS

- Illinois had record-breaking export sales of \$78.7 billion in 2023, ranking #1 in the Midwest & #5 in the U.S..
- FY24 hotel tax revenue reached \$321.5 million, exceeding the previous record of \$308 million in FY23.
- Illinois welcomed 112 million visitors in 2023, generating \$47 billion in spending—a \$3 billion increase from 2022.
- International tourism surged 39%, with 2.16 million visitors spending \$2.7 billion in 2023, a 47% increase from the previous year.



TECH, INNOVATION, & QUANTUM ADVANCEMENTS

- Illinois designated as home to two of 31 federal Tech Hubs and one of 21 Recompete Pilot Program finalists.
- iFAB Regional Tech Hub (Decatur & Champaign) is one of 12 federally funded tech hubs.
- The Bloch Quantum Tech Hub expected to generate \$60 billion in economic impact.
- Current (Chicago-area water innovation hub) received up to \$160 million in NSF funding for Great Lakes ReNEW Innovation Engine.

MARKETING PLAN

PRIOR TO LISTING

1 OFFERING MEMORANDUM

Client will be sent package prior to listing the property.

2 DIRECT CALLING

Listing team will compile a hyper focused list of investors appropriate for this property type. Thereafter, agents will continue to call leads, consisting of active buyers of similar properties, local owners within the properties sub-market, etc.

LISTING - DAY 1

3 LIVE IN THE INTERNAL "MLS"

Property goes live in the Marcus & Millichap's MNET System. The offering memorandum will be accessible to over 2,000 agents. Immediately after the property goes live in the system, notifications are sent out to brokers that have preferences that match with the subject property.

4 FIRST BLAST

Initial email campaign goes out to only investors within the team's constant contact database currently in excess of 17,000 investors.

5 PRESENT PROPERTY

Property will be presented to the appropriate regional office(s), as well as the Midwest offices in the subsequent Monday morning sales meeting.

6 SWMPROPERTYADVISORS.COM

Property will be added to the Sharko | Weisenbeck | Mendoza website. Anyone can download the offering memorandum after inputting their name, email, and phone number, and identifying whether they are a buyer or broker.

LISTING - DAY 10

7 SECOND BLAST

The second email blast goes to brokers within the team's database, a database in excess of 13,700.

8 ADDED TO M&M PLATFORM

Property is selected on the MNET platform as a feature property to be marketed on the Marcus & Millichap's public facing website.

9 ADDED TO COSTAR

Details are added by CoStar and enhanced by Sharko | Weisenbeck | Mendoza staff.

10 ADDED TO LOOPNET

Within CoStar, the property is selected as a featured property to be put on Loopnet.

11 ADDED TO CREXI

A detailed listing page is added to Crexi. Users are required to have contact information present to view properties. Brokers have access to who viewed and followed the property, as well as who downloaded the offering memorandum.

*The 10-Day mark is approximately 10 business days after the property goes live in MNET

ON GOING MARKETING

12 DIRECT CALLING TO LEADS

Agents will be pro-actively calling and following up with any new promising leads that come from email blasts, the Sharko | Weisenbeck | Mendoza website, Loopnet, CoStar, Crexi, and new and active buyers in the market. In addition, we stay in touch with previously interested investors on updates on the property or price.

13 CONSTANT CONTACT

After the first initial two blasts, the property is marketed as follows:

1. **Every week** on the single or multi-tenant blast.
2. After the 10 day mark, the property is marketed approximately every **30 days**, as needed.
3. Specialized group blasts that meet a certain criteria, as applicable.
4. If there is a **price change** or major change to the offering memorandum.

Note: To ensure abundant and quality subscribers, we do not over market a property within the same platform.

14 CREXI

Crexi has internal marketing blasts that our listings, as a paid feature, are selected to be marketed to hyper focused groups of investors. Typically a property is sent out **1-3 times per month**, depending on the demand for the type of asset.

15 LOOPNET

To give the feel that all our properties are newly featured properties on Loopnet we continuously update these. First at the 10 day mark for roughly a month and then regularly thereafter.

CONFIDENTIALITY AGREEMENT

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SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

DISCLOSURE AND CONSENT TO DUAL AGENCY

The undersigned Broker may undertake a dual representation (represent both the seller and the buyer) for the sale of property. The undersigned Buyer and Seller acknowledge they were informed of the possibility of this type of representation. Before signing this document, please read the following:

Representing more than one party to a transaction presents a conflict of interest since both clients may rely upon Broker's advice and the client's respective interests may be adverse to each other. Broker will undertake this representation only with the written consent of ALL clients in the transaction.

Any agreement between the clients as to a final contract price and other terms is a result of negotiations between the clients acting in their own best interests and on their own behalf. You acknowledge that Broker has explained the implications of dual representation, including the risks involved, and understand that you have been advised to seek independent advice from your advisors or attorneys before signing any documents in this transaction.

WHAT A BROKER CAN DO FOR CLIENTS WHEN ACTING AS A DUAL AGENT

- 1) Treat all clients honestly
- 2) Provide information about the property to the buyer.
- 3) Disclose all latent material defects in the property that are known to the Broker.
- 4) Disclose financial qualification of the buyer to the seller.
- 5) Explain real estate terms.
- 6) Help the buyer to arrange for property inspections.
- 7) Explain closing costs and procedures.
- 8) Help the buyer compare financing alternatives.
- 9) Provide information about comparable properties that have sold so both clients may make educated decisions on what price to accept or offer.

WHAT A BROKER CANNOT DISCLOSE TO CLIENTS WHEN ACTING AS A DUAL AGENT

- 1) Confidential information that Broker may know about a client, without that client's permission.
- 2) The price the seller will take other than the listing price without permission of the seller.
- 3) The price the buyer is willing to pay without permission of the buyer.
- 4) A recommended or suggested price the buyer should offer.
- 5) A recommended or suggested price the seller should counter with or accept

If either client is uncomfortable with this disclosure and dual representation, please let Broker know. You are not required to sign this document unless you want to allow Broker to proceed as a Dual Broker in this transaction.

By signing below, you acknowledge that you have read and understand this form and voluntarily consent to Broker action as a Dual Broker (that is, to represent BOTH the seller and the buyer) should that become necessary.

SELLER: _____ DATE _____

BUYER: _____ DATE: _____

BROKER: Marcus & Millichap Real Estate Investment Services of Chicago, Inc.

BROKER: _____ DATE: _____

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