

VALUE-ADD NEIGHBORHOOD CENTER

DESIRABLE LAKE COUNTY LOCATION

ANCHORED BY THE SECOND MOST VISITED DOMINO'S PIZZA IN ILLINOIS
ADD-VALUE OPPORTUNITY | LONG-OPERATING HISTORY | DENSELY POPULATED AREA

2201-2303 GRAND AVE,
WAUKEGAN, IL 60085

Marcus & Millichap
SHARKO | WEISENBECK | MENDOZA
GROUP

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THE OFFERING

Grand Plaza East offers investors a rare opportunity to acquire a long-standing neighborhood retail center priced well-below replacement cost at \$90.23 per square foot. Current rents are substantially below market, with all tenants operating under gross leases. 10 of the 15 tenants are on month-to-month leases, allowing an investor to implement a value-add strategy by signing firm leases and gradually bringing rents to market levels. Additionally, an investor can transition the existing gross leases to more landlord friendly triple net leases. The property is anchored by a top-performing Domino's Pizza. This location ranks in the top 1% of Domino's Pizza stores nationwide by visits and is the second most visited location in Illinois, generating approximately 92,600 annual visitors. The tenant roster is well seasoned, with multiple operators in place since 2008–2011, complemented by recent leasing momentum from new leases executed in 2024 and 2025. The property benefits from strong visibility and access along Grand Avenue, which sees 19,300 vehicles per day, along with convenient proximity to Metra rail service. The surrounding trade area is extremely dense, with more than 100,000 residents within a three-mile radius and average household incomes exceeding \$92,000 within a five-mile radius.





**MIDWEST AMERICA
REALTY Inc.
847-244-2600**

**INSPIRADO POR
DIOS
LIBRERIA CRISTIANA**

T&M DOLLAR PLUS+

 **Domino's**

			
<p>\$3,250,000 LIST PRICE</p>	<p>8.15% CAP RATE</p>	<p>\$90.23 PRICE / SF</p>	<p>\$264,953 NET OPERATING INCOME</p>



2201-2303 GRAND AVE,
WAUKEGAN, IL 60085



\$3,250,000

LIST PRICE



8.15%

CAP RATE



\$90.23

PRICE / SF



\$264,953

NET OPERATING INCOME

FINANCIAL SUMMARY

PRICE	\$3,250,000
CAP RATE	8.15%
Price/ SF	\$90.23
Gross Leasable Area	36,018 SF
Year Built	1972
Lot Size	2.91 Acres +/-
Parcel Numbers	08-20-102-003 08-20-102-030
Parking	167 Surface Spaces +/-
Current Rent	\$365,884
Total Reimbursements	-
Vacancy/Collection Allowance	(\$9,600)
Effective Gross Income	\$382,032
Expenses	\$117,079
NOI	\$264,953



PROPOSED FINANCING

LTV	70%	Debt Service	\$180,090
Interest Rate Amortization	6.25% 25 Years	Debt Coverage Ratio	1.47
Down Payment	\$975,000	Net Cash Flow After Debt Services Return %	\$84,863 8.70%
First Trust Deed/Mortgage	\$2,275,000	Principal Reduction	\$39,007
		Total Return Return %	\$123,870 12.70%

CASH FLOW YR 1 - STARTING 7/1/2026

BASE RENT	CURRENT	PER SF
Occupied Space	\$382,032	\$11.54
Available Space	\$9,600	\$3.31
Gross Potential Rent	\$391,632	\$10.87
Total Expense Reimbursements	-	-
Gross Potential Income	\$391,632	\$10.87
Vacancy/Collection Allowance	(\$9,600)	(\$0.27)
Effective Gross Income	\$382,032	\$10.61
Expenses		
Real Estate Taxes	\$41,649	\$1.16
Insurance	\$30,000	\$0.83
CAM	\$33,430	\$0.93
Management Fee	\$12,000	\$0.33
Total Expenses	\$117,079	\$3.25
NET OPERATING INCOME	\$264,953	\$7.36



CAM BREAKDOWN

CAM	CURRENT	PER SF
Common Electricity	\$2,430.00	\$0.07
Maintenance & Parking Lot Cleaning	\$10,000	\$0.28
Snow Removal	\$10,000	\$0.28
Repairs	\$11,000	\$0.31
TOTAL CAM	\$33,430	\$0.93

*CAM and insurance expense numbers were adjusted upward by the broker. Actual seller CAM expense numbers are lower and do not include a management fee.

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			
J's Bar & Slots Suite 2201 - 2203	2,100	5.83%	8/1/2020	MTM	-	Base	Current	\$2,000	\$24,000	\$11.43	-	6%	None	Gross
						-	-	-	-	-	-			
Vacant Suite 2205	800	2.22%	-	-	-	Base	Current	\$800	\$9,600	\$12.00	-	2%	None	Net
						-	-	-	-	-	-			
Taste of Belize Suite 2207	1,000	2.78%	3/1/2010	MTM	-	Base	Current	\$1,400	\$16,800	\$16.80	-	4%	None	Gross
						-	-	-	-	-	-			
M & M Dollar Plus Store Suite 2209	4,675	12.98%	6/1/2008	MTM	-	Base	Current	\$5,000	\$60,000	\$12.83	-	15%	None	Gross
						-	-	-	-	-	-			
Midwest American Realty Suite 2211A	3,000	8.33%	7/15/2011	MTM	-	Base	Current	\$1,200	\$14,400	\$4.80	-	4%	None	Gross
						-	-	-	-	-	-			
Domino's Pizza Suite 2211B T: Chido Corporation	3,500	9.72%	3/1/2015	2/28/2030	3.7 Years	Base	Current	\$3,333	\$40,000	\$11.43	-	10%	2, 5-Year	Gross
						Option 1	3/1/2030	\$3,542	\$42,500	\$12.14	6%			
						Option 2	3/1/2035	\$3,750	\$45,000	\$12.86	6%			

Continue on next page

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			
Infinity Hair Salon & Barber Shop Suite 2213A T/G: Personal	950	2.64%	4/13/2021	4/12/2026	-	Base	Current	\$1,400	\$16,800	\$17.68	-	4%	None	Gross
						-	-	-	-	-	-			
						-	-	-	-	-	-			
Quinceanera's Boutique Suite 2213B	2,800	7.77%	1/1/2009	MTM	-	Base	Current	\$1,800	\$21,600	\$7.71	-	5%	None	Gross
						-	-	-	-	-	-			
Charlotte's Learning Center Suite 2215B	3,200	8.88%	1/1/2008	MTM	-	Base	Current	\$3,500	\$42,000	\$13.13	-	11%	None	Gross
						-	-	-	-	-	-			
Tacos El Vale Suite 2215A T: Tacos El Vale LLC G: Personal	1,000	2.78%	1/15/2025	1/14/2027	0.5 Years	Base	Current	\$1,200	\$14,400	\$14.40	-	4%	None	Gross
						-	-	-	-	-	-			
						-	-	-	-	-	-			
Centro Cristiano de Avivamiento Suite 2217	3,193	8.87%	12/1/2020	MTM	-	Base	Current	\$1,800	\$21,600	\$6.76	-	5%	None	Gross
						-	-	-	-	-	-			

Continue on next page

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			
Maria's Hair Salon Suite 2221 T: Personal G: Personal	800	2.22%	1/1/2024	MTM	-	Base	Current	\$1,000	\$12,000	\$15.00	-	3%	2, 1-Year	Gross
						-	-	-	-	-	-			
						-	-	-	-	-	-			
Nava Produce Suite 2225 T: Nava Produce Inc G: Personal	2,000	5.55%	3/1/2021	2/28/2027	0.7 Years	Base	Current	\$1,803	\$21,630	\$10.82	-	5%	None	Gross
						-	3/1/2026	\$1,857	\$22,284	\$11.14	3%			
						-	-	-	-	-	-			
Gina's Little Kitchen Suite 2229 T: Personal G: Personal	2,400	6.66%	12/1/2021	MTM	-	Base	Current	\$2,400	\$28,800	\$12.00	-	7%	None	Gross
						-	-	-	-	-	-			
						-	-	-	-	-	-			
Mariscos Mi Pueblo Restaurant Suite 2301 - 2303 T: Restaurante Mi Pueblo Inc G: Personal	4,600	12.77%	8/1/2023	12/31/2027	1.5 Years	Base	Current	\$4,400	\$52,800	\$11.48	-	13%	1, 5-Year	Gross
						-	1/1/2027	\$4,800	\$57,600	\$12.52	9%			
						Option 1	1/1/2028	\$5,100	\$61,200	\$13.30	6%			
						-	1/1/2029	\$5,400	\$64,800	\$14.09	6%			
						-	1/1/2030	\$5,700	\$68,400	\$14.87	6%			

Notes: The renewal option increases at 6% annually

Occupied	35,218	98%						\$389,884	\$11.07
Vacant	800	2%						\$9,600	\$12.00
Total	36,018	100%						\$399,484	\$11.09

*The seller does not have copies of the leases with Taste of Belize and Midwest American Realty.

*For the month-to-month tenants, the seller will not be obtaining tenant estoppel certificates. Copies of deposited rent checks will be available for buyer's review.


RAC boost mobile
DOLLAR GENERAL
H&R BLOCK


LEWIS
Fresh Market
1.2M Annual Visitors

cricket
wireless



O'Reilly
AUTO PARTS



 Grand Avenue
19,300 VPD

SUBJECT PROPERTY





Edith Smith Middle School
558 Students

Whittier Elementary School
454 Students



Lake Michigan

Grand Avenue
19,300 VPD

SUBJECT PROPERTY



98% OCCUPIED SHOPPING CENTER | ADD-VALUE OPPORTUNITY | LONG-OPERATING HISTORY

- Ability to raise rents to market rate levels and sign firm lease terms
- Add-value opportunity | 800 SF of vacant space available to lease
- Long-operating history:
 - › Charlotte's Learning Center & M&M Dollar Plus Store have been operating since 2008
 - › Quinceanera's Boutique since 2009
 - › Taste of Belize since 2010
 - › Midwest American Realty since 2011
 - › Domino's Pizza since 2015
- New leasing momentum:
 - › Tacos El Vale signed a lease in 2025 and Maria's Hair Salon signed a lease in 2024
- Second most visited Domino's Pizza location in Illinois, attracting 92.6K annual visitors¹
 - › Ranks in the top 1% of stores nationwide by visits¹

HEAVILY TRAVELED

- Frontage along Grand Avenue, which sees 19,300 vehicles per day
- 2.2 miles from Waukegan Metra Station
 - › The UP-N Line had 5.16 million passengers in 2024
- 3.3 miles from Waukegan National Airport, the second busiest international airport in Illinois

STRONG SURROUNDING DRIVERS

- 0.5 miles from Lewis Fresh Market, which attracts 1.2 million annual visitors¹
- Other notable retailers in the area include O'Reilly Auto Parts, Dollar General, Rent-A-Car, Baskin-Robbins, Jiffy Lube, Ross Dress for Less, Burlington, Popeye's, KFC, Shoe Carnival and more
- 0.5 miles from Waukegan High School, which serves 4,325 students
- Three more schools located within a mile radius, serving a total of 1,642 students
- 2 miles from Vista Park Medical Center, which has 274-beds
- 3 miles west of Waukegan Municipal Beach and Lake Michigan

EXTREMELY DENSE TRADE AREA

- 100,889 people live and 85,434 people work within a three-mile radius
- Average household income of \$92,638 within a five-mile radius



GRAND AVENUE | 19,300 VPD

LEITH AVE

The site plan shows a large paved area bounded by a dashed yellow line. The area is divided into several sections, each labeled with a business name. From left to right, the labels are: Mariscos Mi Pueblo, Gina's Little Kitchen, Nava Produce, Maria's Hari Salon, Centro Cristiano de Avivamiento, Charlotte's Learning Center, Tacos El Vale, Quinceanera's Boutique, Domino's, Midwest American Realty, M & M Dollar Plus Store, Taste of Belize, Vacant, and J's Bar & Slots. Arrows indicate traffic flow on Grand Avenue and Leith Ave.

- Mariscos Mi Pueblo
- Gina's Little Kitchen
- Nava Produce
- Maria's Hari Salon
- Centro Cristiano de Avivamiento
- Charlotte's Learning Center
- Tacos El Vale
- Quinceanera's Boutique
- Domino's
- Midwest American Realty
- M & M Dollar Plus Store
- Taste of Belize
- Vacant
- J's Bar & Slots
- Infinity Hair Salon & Barber Shop





Domino's®

DOMINOS.COM

Stock Symbol:

Market Cap (1/7/2026)

Enterprise Value (1/7/2026)

Revenue (FY 2024)

Net Income (FY 2024)

Standard & Poor's Credit Rating

SBUX | NASDAQ

\$13.73 Billion

\$18.65 Billion

\$4.71 Billion

\$584.17 Million

BBB+

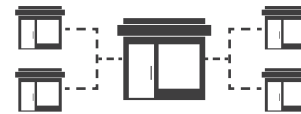
- » The largest pizza company in the world in delivery and carryout
- » Among the world's top public restaurant brands
- » Over 20,500 stores across 90 markets
- » Global net store growth of 775 stores, including 160 net store openings in the U.S. in 2024
- » More than 350,000 employees globally
- » 33 million active rewards members
- » Delivers more than 1.5 million pizzas each day
- » Independent franchise owners account for 99% of locations
- » Global retail sales, excluding foreign currency impact, increased 5.9% as compared to 2023
- » Income from operations increased 7.3% in 2024
- » Founded in 1960



Global
Tenant



33 Million Active
Loyalty Members



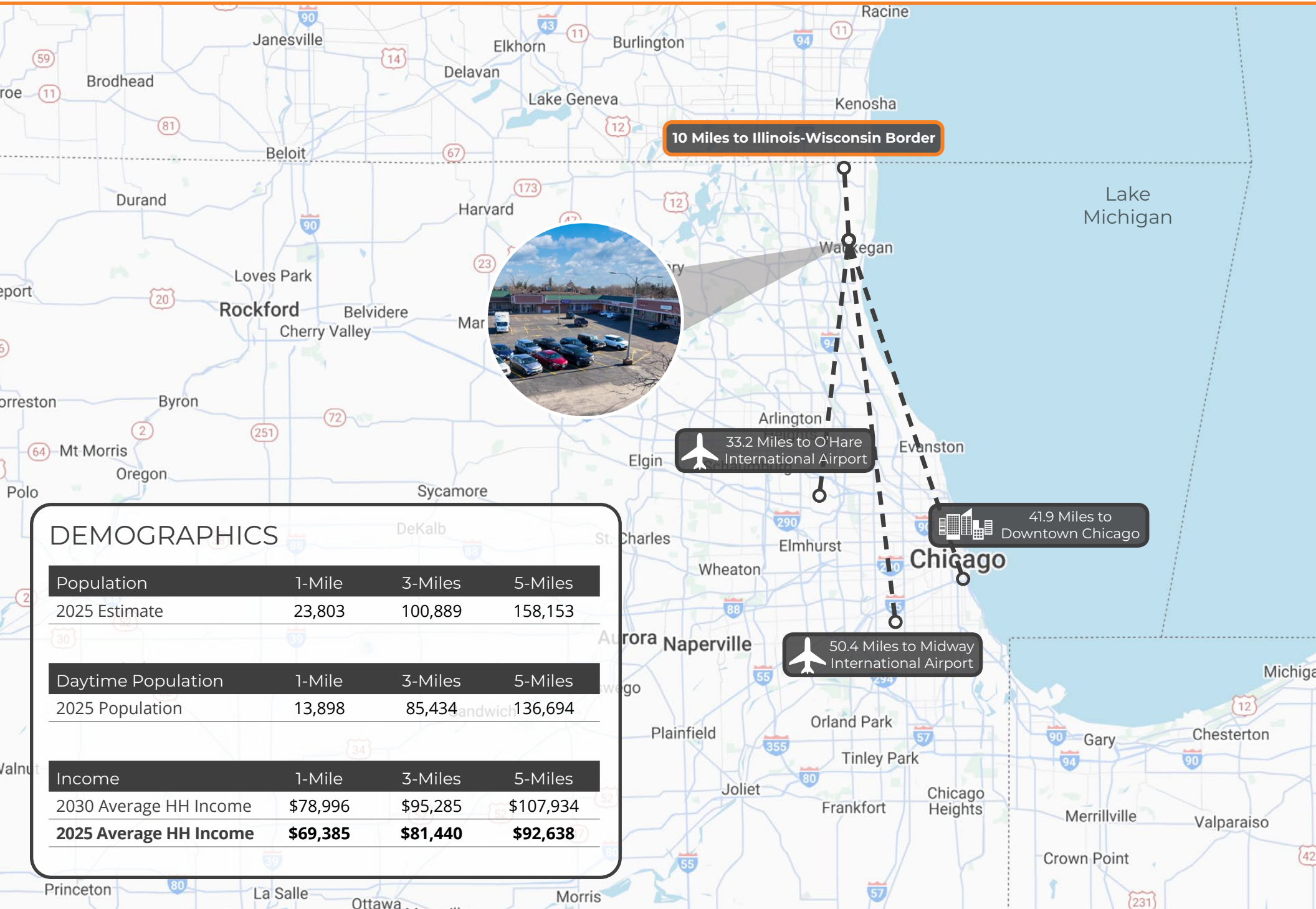
775 New
Stores in 2024



5.9% Increase
in Global Retail
Sales

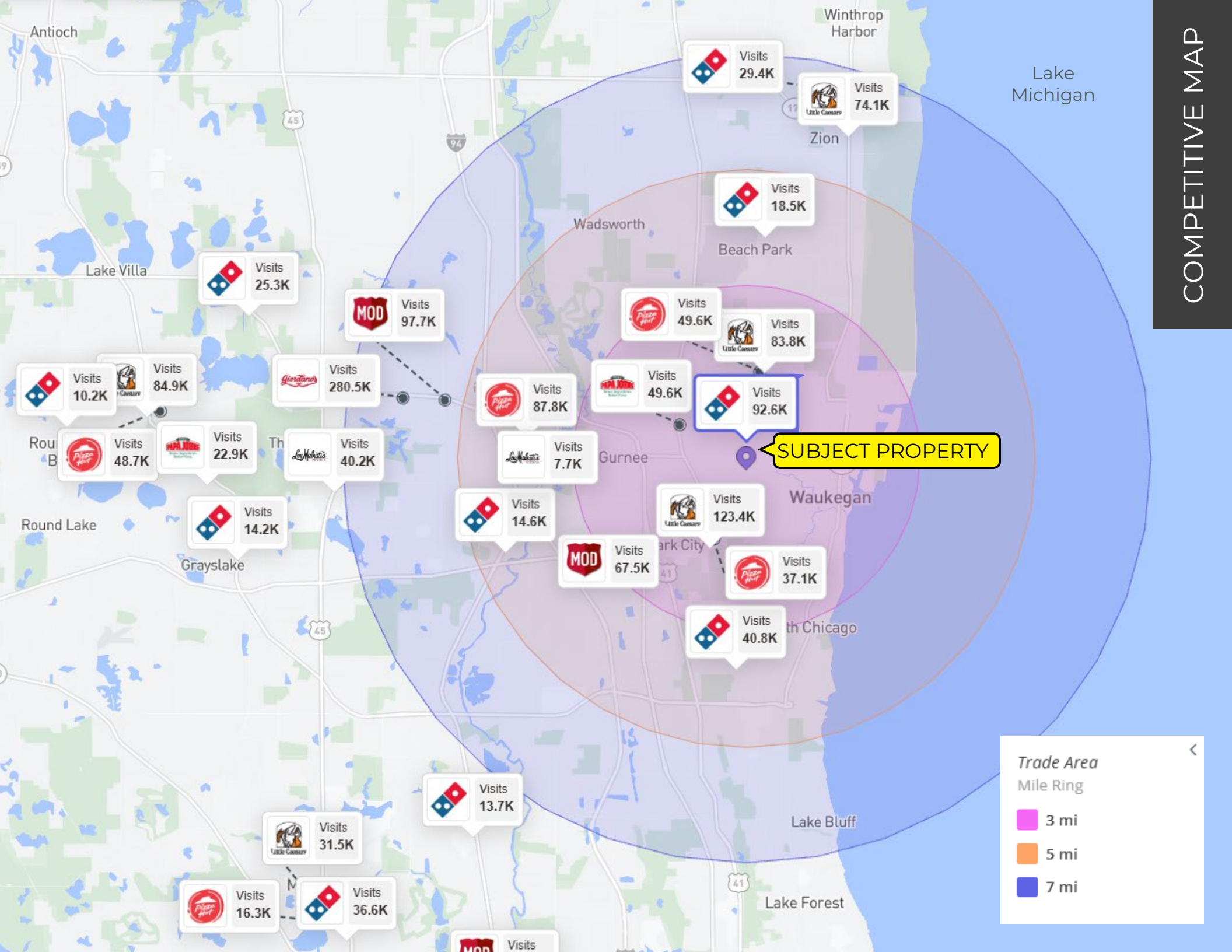


LOCATION OVERVIEW



DEMOGRAPHICS

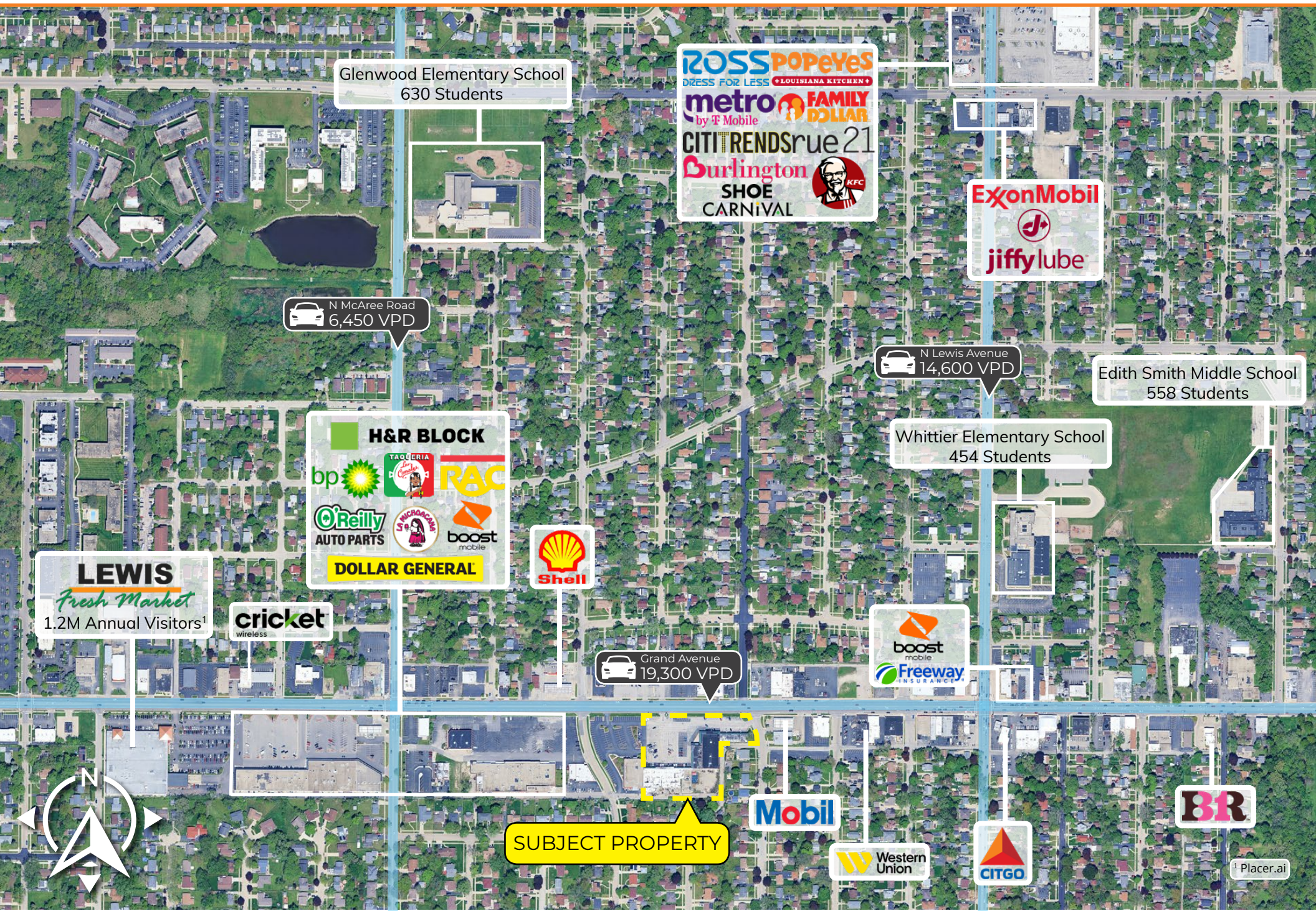
Population	1-Mile	3-Miles	5-Miles
2025 Estimate	23,803	100,889	158,153
Daytime Population	1-Mile	3-Miles	5-Miles
2025 Population	13,898	85,434	136,694
Income	1-Mile	3-Miles	5-Miles
2030 Average HH Income	\$78,996	\$95,285	\$107,934
2025 Average HH Income	\$69,385	\$81,440	\$92,638



Trade Area
Mile Ring

- 3 mi
- 5 mi
- 7 mi

AERIAL



Glenwood Elementary School
630 Students

ROSS **POPEYES**
DRESS FOR LESS + LOUISIANA KITCHEN +
metro **FAMILY DOLLAR**
by T Mobile
CITITRENDS **rue 21**
Burlington **KFC**
SHOE CARNIVAL

ExxonMobil
jiffylube

N McAree Road
6,450 VPD

N Lewis Avenue
14,600 VPD

Edith Smith Middle School
558 Students

H&R BLOCK
bp **TACERIA** **RAC**
O'Reilly AUTO PARTS **LA MICROCASINO** **boost mobile**
DOLLAR GENERAL

Shell

Whittier Elementary School
454 Students

LEWIS
Fresh Market
1.2M Annual Visitors¹

cricket
wireless

Grand Avenue
19,300 VPD

boost mobile
Freeway
INSURANCE

SUBJECT PROPERTY

Mobil

Western Union

CITGO

BR

LOCATED IN THE CHICAGO MSA

- Largest city and county seat of Lake County
- 10th largest city in the state of Illinois
- 55 miles to Milwaukee, Wisconsin and 40 miles to Chicago, Illinois
- Bordered by Lake Michigan
- 10 miles south of the Illinois & Wisconsin border

EASILY ACCESSIBLE

- Interstate-94, U.S. Route 41 and Illinois Route 131 are located on the western edge of the city
- Waukegan National Airport is categorized by the FAA as a “reliever airport” for Chicago’s O’Hare International Airport
 - › Waukegan has the second-busiest international airport in Illinois
- Served by the Pace Bus System
- Served by Metra Rail System, providing easy access to Chicago, Illinois and Kenosha, Wisconsin
 - › The UP-N Line had 5.16 million passengers in 2024

HOME TO ROOSEVELT UNIVERSITY AND A MAJOR HOSPITAL

- Roosevelt University is a small, 4-year, private university
 - › Serves 4,500 students
- Vista Park Medical Center | 274-beds

TOP TOURIST ATTRACTIONS NEARBY

- American Place Casino | A \$375 million casino and hotel built in 2023
 - › 3 miles from Six Flags Great America
 - › Ranked as the #1 attraction in Illinois and attracts 2.4 million annual visitors¹
- 3.9 miles from Illinois Beach Nature Preserve
- 6.1 miles from Great Wolf Lodge Water Park
- 7 miles from Gurnee Mills, which is the #1 most visited factory outlet in Illinois attracting 9.8 million annual visitors¹
 - › Ranks in the top 1% of shopping centers nationwide by visits¹

ABUNDANCE OF NEW DEVELOPMENTS

- Waukegan has one of the Midwest’s largest lakefront and downtown redevelopments, including four miles of lakefront property and approximately 200 acres of net new development area
- Large corporations like Amazon and Astronics have moved to and/or expanded in this area
- New developments:
 - › 43,900 SF industrial warehouse was built in 2025
 - › Chipotle | 2,350 SF fast food restaurant was built in 2025
 - › 8,441 SF multi-tenant retail strip with Jimmy John’s and Five Guys was built in 2025
 - › 27,144 SF shelter is currently under construction

**THREE CHICAGO-AREA NEIGHBORHOODS RANK AMONG THE 2025 'BEST PLACES TO LIVE'
IN THE UNITED STATES - ONLY 50 NEIGHBORHOODS MADE THE LIST**

#1

U.S. Metro for corporate relocations for 12th Consecutive Year

30 Relocations
110 Expansions

255,967

Businesses in the Chicago metro area, the

4th

most in the U.S.

3rd

Largest supply in labor in the U.S.

On average, 4.76M people were employed throughout 2024 — the highest level seen since at least 1990

145,545

Graduates and secondary program finishers in the Chicago metro area in 2023

1.2B sqft

Chicago industrial real estate market, the largest in the United States

\$4.32B

Growth capital raised by Chicagoland startups in 2024

Chicago's economy is the **nation's third largest**. If Chicago were a nation, it would be the **world's 22nd largest economy** (Illinois is 19th). Chicago's GDP was \$886B in 2024.

Chicagoland area is growing, adding 70,762 people between 2023 and 2024 — **the ninth most among metro areas**. 9.46 million people live in the MSA (Census 2020).



O'Hare International Airport is the **10th Busiest Airport in the World & Most-connected airport in the U.S.** No. 2 spot globally for aircraft movements and No. 8 for passengers with more than 80 million passengers. \$295 billion in trade value flowed through O'Hare in 2024 (3rd largest port by value).

Plus, Chicago is home to **Midway International Airport** with 22 million passengers.



10
Interstate highways converge in the Chicago Metro Area

3rd in the nation
for total interstate miles



450M
Bus and Train Rides.

Chicago Transit Authority (CTA) Operates the **Nation's Largest Public Transportation System**



Chicago Union Station is the nation's **3rd busiest station** overall, and it is Amtrak's 4th busiest



Chicago's MSA is generally considered a highly walkable region. Chicago itself has a Walk Score of 77, placing it **among the most walkable cities in the U.S.**

Chicago recorded a record-breaking 11 million bike and scooter trips in 2024. The city has 303 miles of bike lanes and 19 miles of lakefront bicycle paths.

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.

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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: _____

NO REPRESENTATION IS MADE BY BROKER AS TO THE LEGAL OR TAX EFFECT OR VALIDITY OF ANY PROVISION OF THIS DOCUMENT. BROKER IS NOT QUALIFIED TO GIVE ADVICE ON LEGAL OR TAX MATTERS. IF YOU DESIRE LEGAL OR TAX ADVICE, CONSULT YOUR ATTORNEY OR TAX ADVISOR.

Marcus & Millichap

SHARKO | WEISENBECK | MENDOZA
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