AT&T AND FEDEX ANCHORED MED-TAIL CENTER

UNION WELLNESS CENTER EXPANDED INTO ADJOINING SPACE | JUST OFF I-294 (153,900 VPD)
LOCATED IN A RETAIL HUB | AT&T OPERATING SINCE 03' & FEDEX SINCE 08'

4756 W CAL SAG RD,
CRESTWOOD, IL 60445

PREPARED FOR : REUVEN KAHANE

Marcus & Millichap
SHARKO | WEISENBECK | MENDOZA GROUP

TABLE OF CONTENTS

** TABLE OF CONTENTS HYPERLINKED*

THE OFFERING

This fully occupied retail asset is anchored by long-term national tenants, including AT&T (23+ years) and FedEx (18+ years with approximately 9 years remaining), providing stable and predictable cash flow. The property also features a medical tenant that recently expanded into an additional 3,787 SF, reinforcing commitment with nearly five years of term remaining across both suites. Positioned at the signalized intersection of Cicero Avenue and Cal Sag Road (48,100 VPD) and just 1.2 miles from Interstate 294 (153,900 VPD), the asset benefits from excellent visibility and regional access. The site is located within a high-performing retail cluster, adjacent to Rivercrest Shopping Center (top 3% of shopping centers nationally by visits) and surrounded by strong national retailers that drive consistent traffic. The property is supported by a dense and affluent trade area with over 84,000 residents and 86,000 employees within three miles, along with average household incomes exceeding $100,000 within a five-mile radius.

$6,135,000	6.75%	$388.00	$414,129
LIST PRICE	CAP RATE	PRICE / SF	NET OPERATING INCOME

Walmart Supercenter
2.3 million annual visitors
MENARDS
1.2 million annual visitors
SmartStop Self Storage
MATTRESS FIRM
H&R BLOCK
SUBWAY
WING STOP
Raising Cane's Chicken Fingers
Pep Boys
Wendy's
Buffalo Wild Wings
Jersey Mike's Subs
Chipotle Mexican Grill
Culver's
Holiday Inn
MAVIS TIRES & BRAKES
POTBELLY SANDWICH SHOP
BANK OF AMERICA
Cal Sag Rd
12,900 VPD
SUBJECT PROPERTY
FedEx Office
AT&T
Cicero Ave
35,200 VPD
83
50

FINANCIAL SUMMARY

PRICE	**$6,135,000**
CAP RATE	**6.75%**
Price/ SF	$388.00
Gross Leasable Area	15,812 SF
Year Built	2007
Lot Size	1.40 Acres +/-
Parcel Numbers	24-34-300-018-0000
Parking	100 Surface Spaces +/-

Current Rent	$415,042
Total Reimbursements	$173,889
Effective Gross Income	$588,931
Expenses	$174,802
NOI	$414,129

5-Year CAGR	2.36%

PROPOSED FINANCING

LTV	60%
Interest Rate | Amortization	6.45% | 25 Years
Down Payment	$2,454,000
First Trust Deed/Mortgage	$3,681,000
Debt Service	$296,874
Debt Coverage Ratio	1.39
Net Cash Flow After Debt Services | Return %	$117,255 | 4.78%
Principal Reduction	$61,239
Total Return | Return %	$178,494 | 7.27%

PRICING MATRIX

	CAP RATE	PRICE	PRICE/SF
Target List Price	**6.75%**	**$6,135,000**	**$388.00**
	6.80%	$6,090,000	$385.15
Expected Sale Price	6.85%	$6,046,000	$382.37
	6.90%	$6,002,000	$379.59
Outside Sale Price	6.95%	$5,959,000	$376.87

CASH FLOW YR 1 - STARTING 12/1/2026

BASE RENT	CURRENT	PER SF
Occupied Space	$415,042	$26.25
Available Space	-	-
Gross Potential Rent	$415,042	$26.25
Expense Reimbursements		
Real Estate Taxes	$119,640	$7.57
Insurance	$6,223	$0.39
CAM	$23,943	$1.51
Management Fee	$15,611	$0.99
Administrative Fee	$8,472	$0.54
Total Expense Reimbursements	$173,889	$11.00
Effective Gross Income	**$588,931**	**$37.25**
Expenses		
Real Estate Taxes	$119,640	$7.57
Insurance	$6,223	$0.39
CAM	$24,856	$1.57
Management Fee	$24,083	$1.52
Total Expenses	$174,802	$11.06
NET OPERATING INCOME	**$414,129**	**$26.19**

CAM BREAKDOWN

CAM	CURRENT	PER SF
Snow Removal	$8,720	$0.55
Utilities	$4,994	$0.32
Landscaping	$3,818	$0.24
Fire/Life Safety	$3,274	$0.21
Parking Lot Sweep	$2,100	$0.13
Maintenance	$1,950	$0.12
TOTAL CAM	**$24,856**	**$1.57**

EXPENSE REIMBURSEMENTS

TENANT	TAXES	INSURANCE	CAM	MGMT FEE	ADMIN FEE	PSF	GROSS INCOME
AT&T	$25,124	$1,307	$4,307	$884	$974	$9.82	$32,596
FedEx	$13,806	$718	$2,868	-	$359	$9.73	$17,752
Union Wellness Clinic	$52,055	$2,708	$10,815	$8,138	$4,332	$11.34	$78,048
Union Wellness Clinic	$28,654	$1,490	$5,953	$6,589	$2,807	$12.01	$45,493
TOTAL	**$119,640**	**$6,223**	**$23,943**	**$15,611**	**$8,472**	**$42.91**	**$173,889**

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			
AT&T Retail, Suite 4756 T: New Cingular Wireless PCS, LLC	3,320	21.00%	6/30/2003	6/30/2029	2.6 Years	Base	Current	$9,268	$111,220	$33.50	-	27%	None	Net
						-	-	-	-	-	-			
Notes: Controllable 10% CAM cap. CapEx and replacement are part of CAM expense pool at amortized cost.														
FedEx Retail, Suite 4754 T: FedEx Office and Print Services, Inc.	1,824	11.54%	8/29/2008	8/31/2035	8.8 Years	Base	Current	$4,712	$56,544	$31.00	-	14%	1, 5-Year	Net
						-	9/1/2030	$5,183	$62,198	$34.10	10%			
						Option 1	9/1/2035	$5,702	$68,418	$37.51	10%			
Notes: Controllable 10% CAM Cap. 10% Admin fee. Tenant responsible for 50% of an HVAC replacement expense.														
Union Wellness Clinic Retail, Suite 4742	6,881	43.52%	9/1/2021	12/31/2031	5.1 Years	Base	Current	$11,181	$134,172	$19.50	-	33%	1, 5-Year	Net
						-	1/1/2027	$11,405	$136,855	$19.89	2%			
						-	1/1/2028	$11,633	$139,593	$20.29	2%			
						-	1/1/2029	$11,865	$142,384	$20.69	2%			
						-	1/1/2030	$12,103	$145,232	$21.11	2%			
Notes: CapEx expense included in CAM expense pool at amortized cost (excluding roof). Option period rent will increase in an amount equal or greater of two percent (2%), based upon the previous year's rent, or the change in the CPI index; assumed 2% for underwriting purposes.														
Union Wellness Clinic Retail, Suite 4752	3,787	23.95%	8/15/2026	8/31/2031	4.8 Years	Base	Current	$9,152	$109,823	$29.00	-	27%	2, 5-Year	Net
						-	8/15/2027	$9,426	$113,118	$29.87	3%			
						-	8/15/2028	$9,710	$116,526	$30.77	3%			
						-	8/15/2029	$10,001	$120,010	$31.69	3%			
						-	8/15/2030	$10,301	$123,608	$32.64	3%			
Notes: CapEx expense included in CAM expense pool at amortized cost (excluding roof). Option periods rents increase 3% annually.														

Occupied	15,812	100%	$415,042	$26.25
Vacant		-	-	-
Total	**15,812**	**100%**	**$415,042**	**$26.25**


CRESTWOOD
MARKETPLACE
BANK OF AMERICA
UWC
Union
Wellness
Centers
FOR LEASE
CALL FRANK
317-755-9977
AT&T
FedEx Office

AT&T
AT&T
FedEx Office

AT&T
AT&T
FedEx Office

UWC
UWC

FULLY OCCUPIED BY LONG-TERM NATIONAL TENANTS

- AT&T has been a tenant for over 23 years
- FedEx has been a tenant for over 18 years and has nearly 9 years of term remaining
- Union Wellness Clinic recently expanded into the adjoining 3,787 square foot space
  - Over five years remaining on this original lease
  - Nearly five years remaining on the expanded suite
  - Annual rental increases and renewal options on both suites

SIGNALIZED INTERSECTION | JUST OFF INTERSTATE 294

- Positioned at the signalized intersection of Cicero Avenue and Cal Sag Road, which sees a total traffic count of 48,100 vehicles per day
- 1.2 miles from the on/off ramp of Interstate 294, which sees 153,900 vehicles per day
- 3 miles form Midlothian Metra train station | The Rock Island District Main Line served 3.36 million passengers in 2025

LOCATED WITHIN A MAJOR RETAIL HUB | STRONG SURROUNDING DRIVERS

- Kiddy corner to Rivercrest Shopping Center, which ranks in the top 3% of shopping centers nationwide by visits and attracts 6.5 million annual visitors[1]
  - Notable tenants include Burlington, Target, AMC Theatres, Portillo's, Kohl's, Planet Fitness, Sketchers, Culver's, Petsmart, Dollar Tree and more
- 0.4 miles from Menards, which attracts 1.2 million annual visitors[1]
- 0.6 miles from Walmart Supercenter, which attracts 2.3 million annual visitors[1]
- Other notable retailers in the area include Dunkin', ALDI, Chick-fil-A, ALDI, Starbucks, Raising Cane's, Chipotle, Wing-stop, Chase, Mattress Firm, Discount Tires, Walgreens, McDonald's, Popeyes and more
- 1.4 miles from Nathan Hale Primary and Middle Schools, which serves a combined total of 688 students
- Dense industrial corridor located to the northeast

DENSE TRADE AREA WITH AN AFFLUENT DEMOGRAPHIC

- 84,541 residents and 86,764 employees within a three-mile radius
- Average household income of $100,547 within a five-mile radius

[1] Placer.ai


SITE PLAN
Cal Sag Rd
12,900 VPD
Cicero Ave
35,200 VPD
50
83
BANK OF AMERICA
(Not Included)
UWC
Union Wellness Centers
POWERED BY Marathon Health
FedEx
at&t

AT&T

ATT.COM

Stock Symbol:	**NYSE | T**
Market Cap (6/16/2026)	**$161.83 Billion**
Enterprise Value (6/16/2026)	**$298.64 Billion**
Revenue (FY 2025)	**$125.6 Billion**
Net Income (FY 2025)	**$24.2 Billion**
Standard & Poor's Credit Rating	**BBB**

- Largest communications company in the world
- More than 1.5 million postpaid phone net adds for fifth straight year
- Mobility service revenues of $67.4 billion, up 3.1% year over year
- More than 1 million AT&T Fiber net adds for eighth consecutive year, and 875,000 AT&T Internet Air net adds
- Consumer Wireline fiber revenues of $8.6 billion, up 17.0% year over year
- Ranked 37 on the Fortune 500 list and 78th on the Global 500 list in 2025
- #37 on Fortune's list for America's Most Innovative Companies
- Ranked on several Forbes lists in 2026, #335 America's Dream Employer, #205 Most Trusted Companies in America, #119 Best Customer Service
- Founded in 1876

Global Tenant
210 Countries

$125.6 Billion Revenue
Up 2.7% YOY

500

Fortune 37 Company

150 Years in Business

FedEx®

FEDEX.COM

Stock Symbol:	NYSE | FDX
Market Cap (6/16/2026)	$80.83 Billion
Enterprise Value (6/16/2026)	$114.84 Billion
Revenue (FY 2025)	$87.92 Billion
Net Income (FY 2025)	$4.10 Billion
Standard & Poor's Credit Rating	BBB

- Global leader in transportation, e-commerce, and logistics services, providing integrated supply chain solutions worldwide
- Founded in 1971 and headquartered in Memphis, Tennessee; operates a vast international network serving over 220 countries and territories
- Employs approximately 440,000 employees
- FedEx Office locations provide full-service printing, copying, and integrated packing/shipping in a one-stop retail format
- Handles millions of daily shipments through a highly integrated global distribution and air/ground network
- #50 on the 2026 Fortune 500 list
- Forbes Global 2000 (2025): #212 overall

$87.92 Billion Revenue
(2025)

Global Tenant

500

Fortune 500 Company

440,000+ Employees


AT&T
FedEx Office
UWC

AT&T
FedEx Office
UWC
Cane's

UWC
KNIGHT

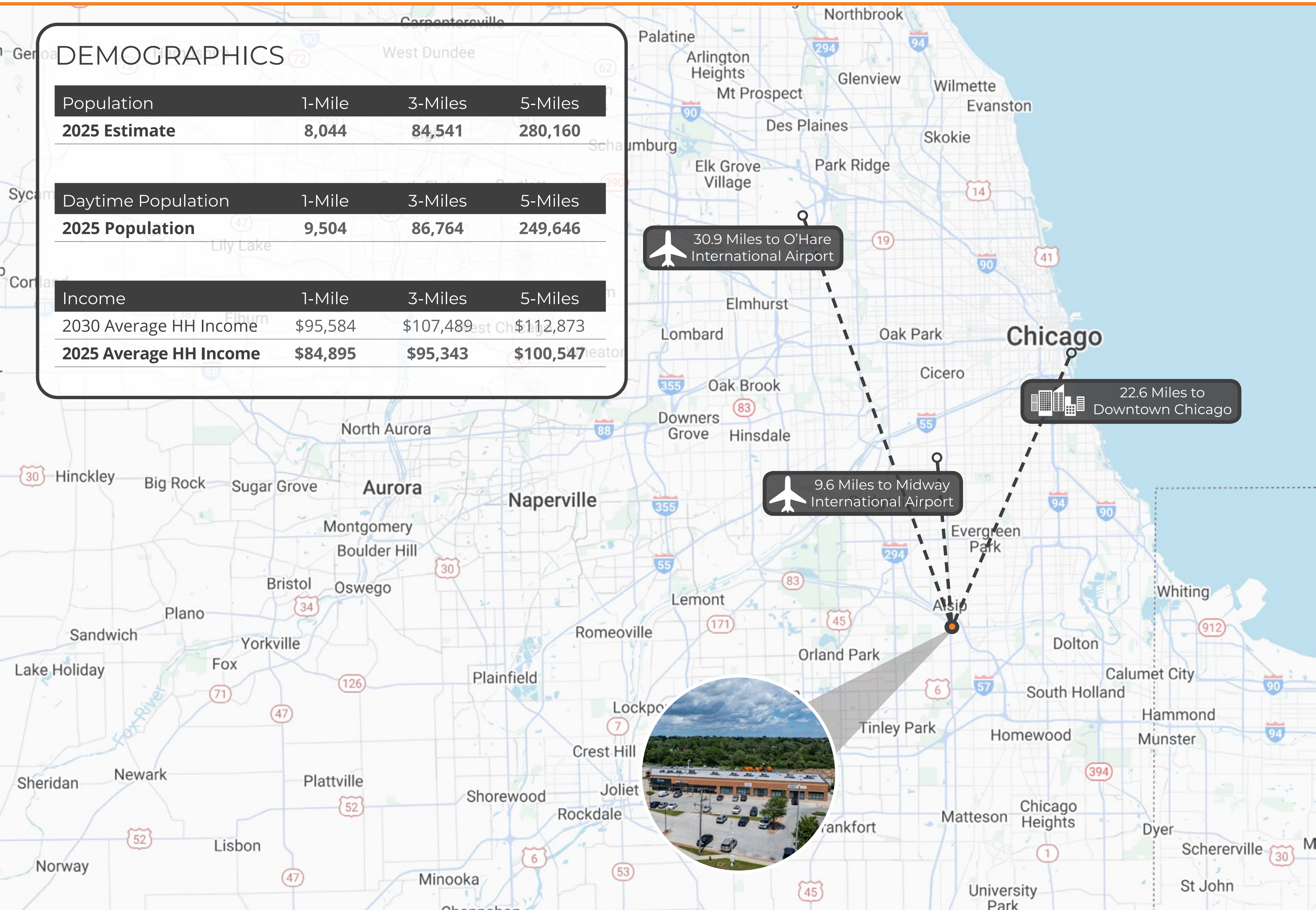
LOCATION OVERVIEW

DEMOGRAPHICS

Population	1-Mile	3-Miles	5-Miles
2025 Estimate	**8,044**	**84,541**	**280,160**

Daytime Population	1-Mile	3-Miles	5-Miles
2025 Population	**9,504**	**86,764**	**249,646**

Income	1-Mile	3-Miles	5-Miles
2030 Average HH Income	$95,584	$107,489	$112,873
2025 Average HH Income	**$84,895**	**$95,343**	**$100,547**



AERIAL

DUNKIN'
Cal Sag Rd
12,900 VPD
Public Storage
DOUBLETREE BY HILTON
motel 6
Interstate 294
153,900 VPD
INTERSTATE
294
BAYMONT INN & SUITES
SWAP O RAMA
The First Name In Flea Markets
Rivercrest Shopping Center
Top 3% of shopping centers nationwide by visits
6.5 million annual visitor[1]
Burlington
DOLLAR TREE
TARGET
amc THEATRES
five BELOW
Portillo's
PETSMART
planet fitness
ROSS DRESS FOR LESS
Culver's
KOHL'S
SKECHERS
ALDI
SUBJECT PROPERTY
MENARDS
1.2 million annual visitors[1]
Nathan Hale Middle School (338 students)
Raising Cane's CHICKEN FINGERS
SUBWAY
CHIPOTLE MEXICAN GRILL
WING STOP
CHASE
MATTRESS FIRM
Pep Boys
Wendy's
Holiday Inn
Cicero Ave
35,200 VPD
50
83
Walmart Supercenter
2.3 million annual visitors[1]
Nathan Hale Primary School (350 students)
N
DISCOUNT TIRE
POPEYES LOUISIANA KITCHEN
McDonalds
Walgreens
PANDA EXPRESS
[1] Placer.ai

PART OF THE CHICAGO MSA

- 23 miles from downtown Chicago
- 15 miles west of the Illinois and Indiana state border

EASILY ACCESSIBLE

- Served by Pace bus routes 383 and 385
- Interstate 294 is located just outside of city borders
- Close proximity to Midlothian Metra train station
  - The Rhode Island line had 3.36 million passengers in 2025
- 10 miles from Chicago Midway International Airport
  - Had 15.6 million passengers in 2025

NEW DEVELOPMENTS

- 12,000 SF retail property, built in 2026
- BoldAge PACE | 10,000 SF medical office, built in 2025
- Jiffy Lube | 2,188 SF retail property, built in 2023
- Belle Tire | 7,000 SF retail property, built in 2023
- Raising Cane's | 3,626 SF retail property, built in 2023

ATTRACTIONS NEAR BY

- In The Game Hollywood Park | An amusement park featuring go-kart tracks, mini golf, arcade games, and both indoor and outdoor attractions
- Near Lake Katherine Nature Center | An 85-acre restored natural refuge offering hiking, cycling, wildlife watching, environmental programs, and public events
- Close proximity to forest preserves including Midlothian Meadows and Rubio Woods, offering trails, biking, and outdoor recreation

B	A-	A	B	B+
OVERALL GRADE	OUTDOOR ACTIVITIES	DIVERSITY	GOOD FOR FAMILIES	HEALTH & FITNESS

(GRADES FROM NICHE.COM)

Photo by Nate Wielgosiak

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 years

30 Relocations
110 Expansions

252,322

Businesses in the Chicago metro area, the

3rd

most in the U.S.

#3

in total Job Postings in the U.S.

On average, 5.07M people were employed throughout 2024

145,525

Graduates and secondary program finishers in the Chicago metro area in 2024

1.3B sqft

Chicago MSA industrial real estate market, the 2nd largest in the United States

$8B

Growth capital raised by Chicagoland startups in 2025 - ($4.32 billion 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.

Dense City with 9.61 million people that live in the MSA (Census 2020).

SITE SELECTION

CHICAGO METRO AREA IS 4TH-HOTTEST TECH HUB

Josh Bandoch - January 27, 2026 | Source: IL Policy and Site Selection IL Policy & Site Selection

The Chicago metropolitan area is the fourth-hottest tech hub nationally, up two spots since 2024, according to new rankings released by Site Selection magazine. Chicago's robust tech talent pool and strong infrastructure were key drivers of its high ranking. To remain a top tech hub, Chicago needs to ensure it businesses have the workforce and infrastructure they need to continue growing.

77 COMPANIES IN CHICAGO PUSHING THE CITY TO NEW HEIGHTS

Matt Urwin - Updated March 10, 2026 | Read Here

Compiled List of the top companies making Chicago a vibrant tech hub

Google, ENERGY CX, CATERPILLAR, GRUBHUB, Mondelēz International, beyond, BITNOMIAL, CISCO, salesforce, Capital One, TransUnion, McCain, JOHN DEERE, DISCOVER, QuantumRise

CHICAGO TOURISM SAW A BOOST IN 2025

Melody Mercado - February 10,2026 | Read Here

Choose Chicago reported record-breaking demand for accommodations, citing 11.9 million hotel bookings in 2025 compared to 11.6 million in 2024. Annual visitation numbers will be released in the spring, but the organization expects to surpass last year's 55.3 million visitors in Chicago.

Leaders also said Choose Chicago secured 65 citywide conventions, up from 49 last year, and a record $2.9 billion in hotel revenue compared to $2.8 billion in 2024. New citywide events secured by the city include the 2026 WNBA All-Star Game, 2026 Big Ten Men's Basketball Tournament and the 2027 MLB All-Star Game.

"Chicago is never done breaking records and never outdone as a global destination," said Kristen Reynolds, President and CEO of Choose Chicago. "Despite the global tourism industry facing social and economic headwinds, leisure travelers and event planners continue to choose Chicago for our world-class culture, food, events, and hospitality. Our hotels and tourism partners have once again delivered an unforgettable summer season for millions of guests, further strengthening the industry's $20 billion annual economic impact for our city and supporting 130,000 hospitality jobs across all 77 neighborhoods." - Read Here

O'Hare International Airport is the **7th busiest airport in the world & #1 most-connected airport in the U.S.** No. 2 spot globally for aircraft movements and No. 6-8 for passengers globally with more than 84.85 million passengers. $388.22 billion in trade value flowed through O'Hare in 2025 (Largest port by value).

Plus, Chicago is home to **Midway International Airport** with 19.4 million passengers.

10
Interstate highways converge in the Chicago Metro Area

3rd in the nation
for total interstate miles

411M
Bus and Train Rides.

Chicago Transit Authority (CTA) Operates the **Nation's 2nd 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 12.9 million bike and scooter trips in 2025. The city has 500 miles of bike lanes and 19 miles of lakefront bicycle paths.

CHICAGO TOURISM

Voted Best Big City
in the U.S. (2026)
Nine Consecutive Years
-Condé Nast Traveler Magazine

55M
Visitors in 2025

Ranked in Top 50 Best Cities in the World (2026)
-Time Out Magazine

$20.9B
Tourist spent in 2024 (Estimated)

1,182
Hotels+

CULTURAL HAVEN:
Home to 200 art galleries, 60 museums, 250 music venues, 250 theatres, 400 neighborhood festivals, 7,300 restaurants, over 160 breweries and more.

Economic Strength & Business Climate

#19 in the World
Largest Economy
— If Illinois were a country

#2 in the Nation
Corporate Investments
680 Corporate Facility Deals in 2025

#2 in the Midwest
Workforce Development - Site Selection Magazine 2025

#6 in the Nation
Sustainability - Site Selection Magazine 2025

11 Top Spots - Business Facilities' 21st Annual Rankings
Nuclear Energy (#1), Foreign Direct Investment (#5), Agribusiness (#5), Exports (#5), Wind Power (#5), AI Job Hubs (#6), Cybersecurity Talent (#7), Solar Power (#7), Film and Television (#8), AI Job Market (#9), and MedTech/Medical Devices (#10)

2025 CNBC Rankings

#13 in the Nation
Doing Business

#5 in the Nation
Access to Capital

#6 in the Nation
Tech & Innovation

#3 in the Nation
Education (up from #4 in 2024)

#8 in the Nation
Infrastructure

#4 in the Nation
Technology & Innovation

Home to

32 Fortune 500

Companies

GLOBAL HEADQUARTERS HUB

- 14 Global 500 Companies
- 241 Companies on Inc. 5000 List
- 29 S&P 500 Companies
- 5,600+ Foreign-Owned Company Site Locations
- 1.4 Million Small Businesses

5th Highest GDP in the Nation (2025)

$1.2 Trillion Economy

Data was released from the Bureau of Economic Analysis at the U.S. Department of Commerce showing Illinois now produces over $1.2 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

12 Public University Campuses, 48 Community College Campuses, 104 Independent Not-for-Profit Colleges and Universities, 15 Independent For-Profit Institutions, 26 Out-of-State Institutions

University of Chicago #6, Northwestern University #7, University of Illinois #36 for Top National Universities by U.S. News (2026)

Illinois 2025 Economic Development Milestones

RECORD-BREAKING INVESTMENTS & JOB GROWTH

- Illinois reached a record $13 billion in incentivized investments in 2025, driven by EDGE, REV, MICRO, and related programs
- EDGE & REV incentives supported 2,900 new jobs and 3,700 retained jobs statewide during the year
- Major incentive wins included $2 billion Cronus Chemicals investment (130 jobs) and Fortune Brands' Deerfield headquarters expansion (400 jobs)
- Illinois earned 10 credit rating upgrades since 2021, reinforcing fiscal stability and long term investability

TOURISM & EXPORT RECORDS

- Illinois welcomed 113 million visitors in 2024, generating a record $48.5 billion in visitor spending, up $1.3 billion year over year
- FY25 hotel tax revenue reached $367 million, a 14% increase and an all time high
- Exports exceeded $81 billion in 2024, ranking Illinois #1 in the Midwest and #4 nationally
- Global trade efforts supported >$90 million in export sales, a 55% increase year over year

MAJOR BUSINESS EXPANSIONS & MANUFACTURING GROWTH

- Rivian expanded its Normal, IL footprint with a $120 million supplier park creating 100 new jobs and enabling additional supplier investments
- Cronus Chemicals committed $2 billion to a new fertilizer production facility in Tuscola
- Advanced manufacturing growth included Rockford Brake Manufacturing, Fortune Brands, Epic Pharma, and Silesia, adding hundreds of new jobs statewide
- Illinois continued ranking #2 nationally for corporate investment and Top Metro (Chicago) for 12 consecutive years

TECH, INNOVATION, & QUANTUM ADVANCEMENTS

- Illinois broke ground on PsiQuantum's facility at the Illinois Quantum & Microelectronics Park, anchoring a national quantum hub on Chicago's South Side
- Global leaders IBM, Infleqtion, Pasqal, and Diraq committed operations and investments at the park, creating dozens of high tech jobs
- Pasqal alone committed $65+ million and 50 new jobs for its U.S. headquarters
- Illinois continues to lead nationally in quantum computing, clean energy, and advanced manufacturing ecosystems

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 inputing 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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Marcus & Millichap
SHARKO | WEISENBECK | MENDOZA GROUP

EXCLUSIVELY LISTED BY

SEAN SHARKO

SENIOR MANAGING DIRECTOR
Chicago Oakbrook
(630) 570-2238
sean.sharko@marcusmillichap.com
IL 471.010712

AUSTIN WEISENBECK

SENIOR MANAGING DIRECTOR
Chicago Oakbrook
(630) 570-2169
austin.weisenbeck@marcusmillichap.com
IL 475.140200

FINANCING CONTACT

DEAN GIANNAKOPOULOS

Senior Managing Director- Debt & Equity Structured Finance - MMCC
O: (312) 327 5423 | **M:** (312) 218 7443 | **E:** Dean.Giannakopoulos@marcusmillichap.com
License: IL: 475.136018

DESIGNATED MANAGING BROKER

STEVEN WEINSTOCK

Chicago Oakbrook
O: (630) 570-2200 | E: Steven.Weinstock@marcusmillichap.com
IL 471.011175