



SANDS INVESTMENT GROUP  
NET INVESTMENTS... NET RESULTS





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SIG ADVANTAGE



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# ABOUT US

We're a commercial real estate brokerage firm that specializes in the buying and selling of net lease properties for private investors and institutions across the United States.

**\$800 MILLION**

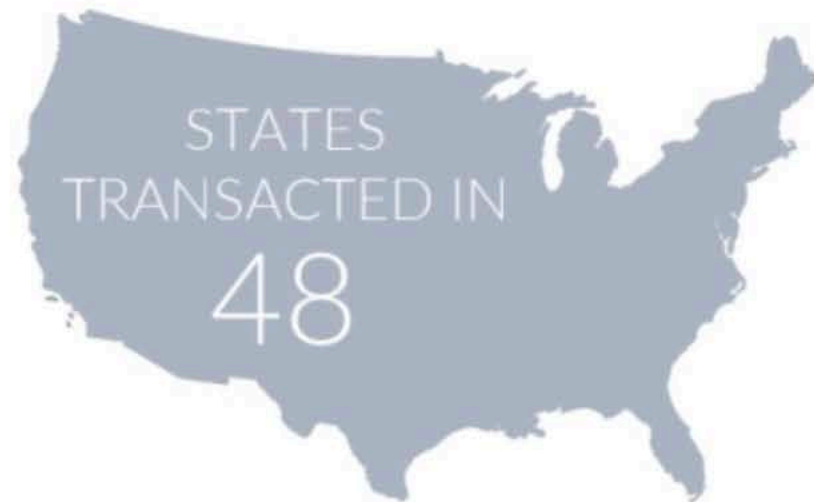
In Active Inventory

**2,500+**

Transactions

**\$5.1 BILLION**

& Counting Closed



**6**

Offices



**95+**

Brokers



**12**

Product Type  
Sub-Specializations



Singular Focus  
**Investment Sales**



## PRODUCT TYPE SPECIALIZATION

Generalist brokers are a dime a dozen. That's not us. We're the Navy Seals of net lease, which means that we bring a highly specialized focus, knowledge-base and skill set to the table that's unmatched. Net lease is all we do - it's not one of our many divisions as is the case at so many other firms. It's our entire company focus. And it shows.



## 1031 ORGANIC BUYER POOL

We've never not satisfied a 1031 exchange for one of our clients. Let's do the math. Approximately 70% of our sellers that we exclusively list and sell for do 1031 exchanges. We closed 482 transactions last year. That's Over 300 1031 exchange buyers that we're actively representing. Our 90 brokers do hundreds of broker opinion of values. This means you get the highest level of access to the best deals and the most certainty in actuating your exchange. It hasn't failed yet.



## INDUSTRY-WIDE RECOGNITION

We've been recognized by GlobeSt.com Real Estate Forum as one of the country's fastest growing real estate companies and have garnered several CoStar Power Broker Top Firm Awards. So you don't have to just take our word for it. The industry knows you're in good hands too.



## BROKER COOPERATION

One company, one team, one focus. Our culture of collaboration allows us to work together to utilize our proprietary database of contacts, getting you access to a readily waiting audience that's proven to be more effective than any other outside marketing medium.



# SIG MARKETING BY THE NUMBERS



## UNPARALLELED MARKETING TRAFFIC

170,000

TOTAL MARKETING REACH

41,000

VISITORS PER MONTH

46,000

OUTBOUND CALLS PER MONTH



## ONLINE GROWTH YEAR OVER YEAR

248%

INCREASE IN EMAIL DRIVEN TRAFFIC

112%

INCREASE IN WEB TRAFFIC

25%

INCREASE IN EMAIL REACH

## COMPREHENSIVE REACH

9  
ONLINE OUTLETS

5  
SOCIAL MEDIA CHANNELS

Q1  
MARKETING PLATFORM UPDATE

## PUT YOUR PROPERTY WHERE BUYERS ARE LOOKING

Brokers and Principals are searching for commercial real estate online. And when they search, they find SIGnnn.com. In the first quarter of 2021 alone, SIG generated over 114K visitors to our website and over 30K leads for our properties.

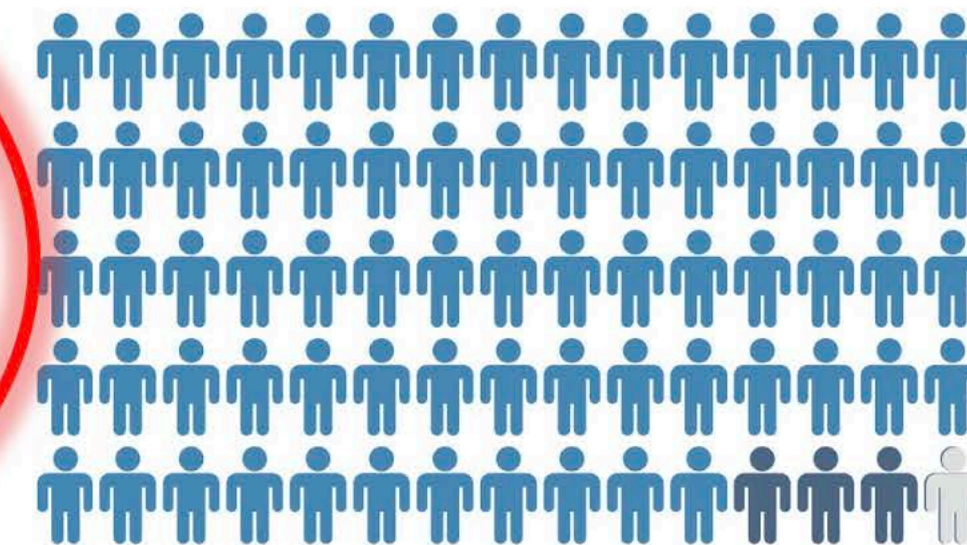


Over 71%  
of leads came from SIGnnn.com

SIG

CREXi

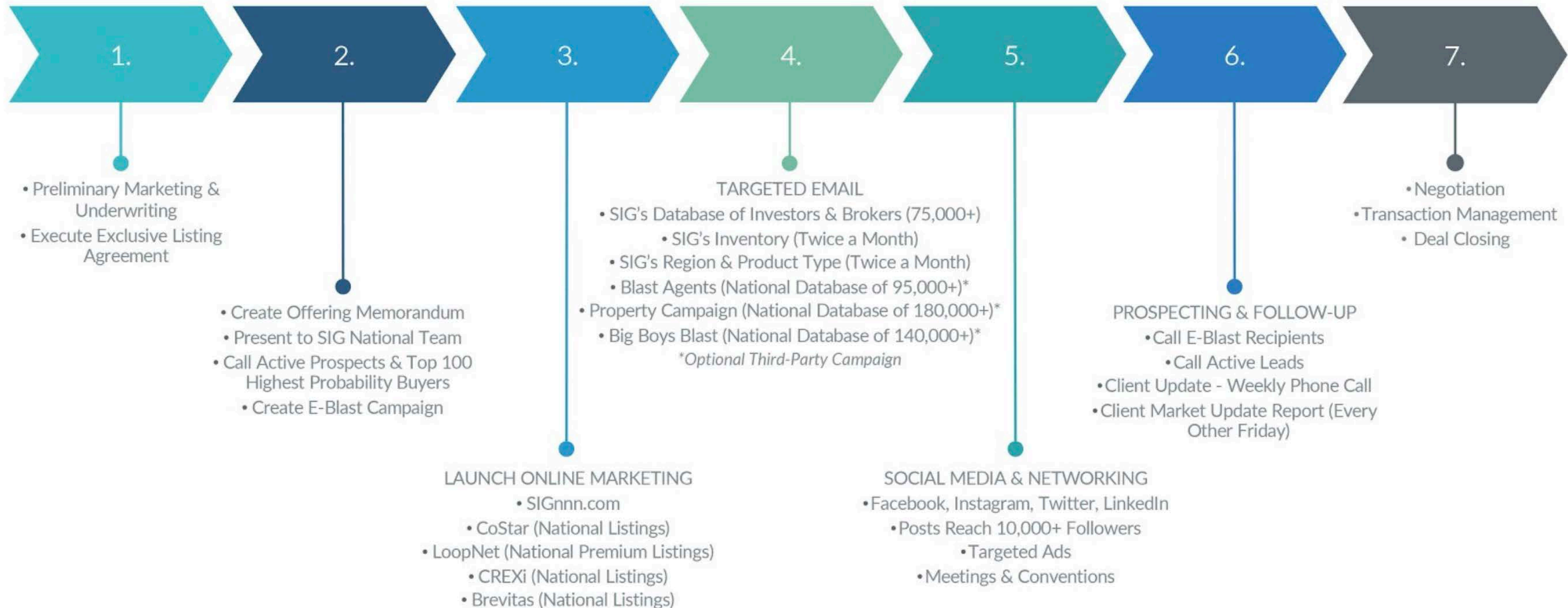
LoopNet



\*Numbers are Averages



# SIG MARKETING PLAN



# ON MARKET COMPARABLES

| Tenant                           | City           | State | Price       | Cap   | NOI       | Years | Size     | Year Built | Guaranty                     |
|----------------------------------|----------------|-------|-------------|-------|-----------|-------|----------|------------|------------------------------|
| Jiffy Lube<br>(Subject Property) | -              | -     | -           | -     | -         | 10    | -        | -          | MT Enterprises<br>(14 Units) |
| Jiffy Lube                       | South Carolina | SC    | \$5,379,303 | 5.50% | \$295,862 | 10    | -        | -          | Atlantic Coast<br>(65 Units) |
| Jiffy Lube                       | Tulsa          | AZ    | \$1,454,701 | 5.50% | \$80,009  | 11+   | 2,250 SF | 1980       | Team Car Care<br>(540 Units) |
| Jiffy Lube                       | Seffner        | FL    | \$1,157,912 | 5.75% | \$66,570  | 10    | 3,634 SF | 1988       | Franchisee                   |
| Jiffy Lube                       | Petersburg     | FL    | \$1,600,223 | 5.75% | \$92,013  | 10    | 2,040 SF | 1985       | Atlantic Coast<br>(65 Units) |
| Jiffy Lube                       | Valrico        | FL    | \$1,380,322 | 5.75% | \$79,369  | 10    | 5,149 SF | 1993       | Atlantic Cost<br>(65 Units)  |





# SOLD COMPARABLES

| Tenant                           | City             | State | Price       | Cap   | NOI       | Years    | Size     | Year Built | Guaranty                     | Date Sold  |
|----------------------------------|------------------|-------|-------------|-------|-----------|----------|----------|------------|------------------------------|------------|
| Jiffy Lube<br>(Subject Property) |                  |       | -           | -     | -         | 10       | -        | -          | MT Enterprises<br>(14 Units) | -          |
| Jiffy Lube                       | Hallandale Beach | FL    | \$2,018,419 | 5.25% | \$105,967 | 10 (SLB) | 2,024 SF | 1987       | Franchisee<br>(100+ Units)   | 08/18/2020 |
| Jiffy Lube                       | Gresham          | OR    | \$1,612,000 | 5.50% | \$88,660  | 12+      | 2,138 SF | 1987       | Franchisee                   | 10/12/2020 |
| Jiffy Lube                       | Las Vegas        | NV    | \$1,810,345 | 5.79% | \$104,819 | 10       | 1,980 SF | 2000       | Franchisee                   | 02/04/2021 |
| Jiffy Lube                       | Omaha            | NE    | \$1,675,000 | 5.97% | \$99,337  | 11+      | 3,006 SF | 2012       | Franchisee<br>(7 Units)      | 09/04/2020 |
| Jiffy Lube                       | Arlington        | WA    | \$1,400,000 | 5.95% | \$83,302  | 11+      | 1,344 SF | 1996       | Team Car Care<br>(540 Units) | 03/12/2020 |







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## Pricing Guidance



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# STRATEGY & PRICING GUIDANCE

| PROPERTY SUMMARY |                 |
|------------------|-----------------|
| ADDRESS          | Address         |
| CITY, STATE ZIP  | City, State Zip |
| COUNTY           | County          |
| BUILDING AREA    | x,xxx SF        |
| LAND AREA        | x.xx AC         |
| YEAR BUILT       | xxxx            |

| LEASE ABSTRACT |                              |
|----------------|------------------------------|
| TERM           | 10 Years                     |
| NOI            | \$41,862                     |
| LEASE TYPE     | NNN                          |
| OPTIONS        | 3 x 5 Years                  |
| INCREASES      | 10% every 5 Years            |
| GUARANTEE      | MT Property Maintenance, Inc |
| 2020 SALES     | Reports                      |

| PRICING GUIDANCE          |          |
|---------------------------|----------|
| Based on Rent of \$41,862 |          |
| PRICE                     | CAP RATE |
| \$747,536                 | 5.60%    |
| \$728,035                 | 5.75%    |
| \$686,262                 | 6.10%    |



# PRICING SUMMARY

| VALUATION RANGE   | MARKETING          | HIGH               | MID                | LOW                |
|-------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Property 1</b> | \$747,536          | \$740,920          | \$715,590          | \$686,262          |
| <b>Property 2</b> | \$595,625          | \$590,354          | \$570,171          | \$546,803          |
| <b>Property 3</b> | \$1,501,536        | \$1,488,248        | \$1,437,369        | \$1,378,459        |
| <b>Total</b>      | <b>\$2,844,696</b> | <b>\$2,819,522</b> | <b>\$2,723,128</b> | <b>\$2,611,525</b> |
| <b>Cap Rate</b>   | 5.60%              | 5.65%              | 5.85%              | 6.10%              |



SANDS INVESTMENT GROUP

## CONFIDENTIALITY AGREEMENT

The information contained in the following Valuation is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Sands Investment Group and should not be made available to any other person or entity without the written consent of Sands Investment Group. The information contained herein makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Proposal has been obtained from sources we believe to be reliable; however, Sands Investment Group has not verified or conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. By receipt of this Proposal, you agree that this Proposal and its contents are of confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose its contents. You also agree that by accepting this Proposal you agree to release Sands Investment Group and hold it harmless from any kind of claim, cost, expense, or liability relating to this property.



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JIFFY LUBE PORTFOLIO

BROKER OPINION OF VALUE  
PREPARED FOR:

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