



 **LEE &
ASSOCIATES**[®]
COMMERCIAL REAL ESTATE SERVICES

**LEE & ASSOCIATES
PRIVATE CAPITAL INVESTMENT GROUP**



BRINGING VALUE AND CERTAINTY TO TRANSACTIONS

Lee & Associates' Private Capital Investment Group assists investors and users who place their own money into commercial and industrial real estate investments with the objective of obtaining the highest possible market based returns.

We are committed to delivering enhanced expertise through a network of geographically focused and product specialized teams comprised of highly skilled professionals in order to achieve the highest sales price for your property while minimizing your capital and personal exposure in the shortest amount of time.

John Sharpe and Ronan Remandaban specialize in investment properties throughout the United States, with a major focus in the Midwest.

AN INTEGRATED TEAM

We are a distinct specialty practice within Lee & Associates. Every one of our members brings a highly focused expertise to ensure we provide unsurpassed capital liquidity to multiple geographical locations and asset classes.

Every member lives by our business principles. We focus on a commitment to share everything, without exception, in order to deliver on our promise to you.

We do not recognize our members solely for individual revenue production.

We recognize them for long-term, meaningful contributions such as client satisfaction, innovation, contribution to the platform and business growth. The health of our group is directly associated with your success.



A COLLABORATIVE PLATFORM

All investor information (10,000+ investors) resides in one database, contributed and shared by all members. In addition, John Sharpe and Ronan Remandaban have an extensive private capital investor database of high net worth, institutional, private equity family offices, and foreign investors

We use our realtime system to source the buyers appropriate for your property and immediately market your property to them. We create greater demand for your property, more qualified buyers, and a higher sales price in the shortest amount of time.

Our marketing process is automated and digitized. There is no limit to the number of buyers we can manage and to whom we can market your property. We filter through thousands of potential buyers to find the most qualified prospects and focus our marketing efforts on producing offers from them.



DELIVERING ON COMMITMENTS

We guarantee to deliver on our commitments. At the beginning of an assignment, we clearly define our scope of services and guarantee in writing that we will keep our commitments. Should we fail to deliver as agreed, you have the latitude to adjust our fees accordingly. Our service guarantee provides you with peace of mind and the knowledge that we are committed to maximizing value, minimizing risk, and accelerating the transaction velocity for your property.

Today Lee & Associates is recognized as the 4th largest full-service commercial real estate sales organization in the country. As a group of independently owned and operated companies, the organization currently has 48 offices around the country with the majority in the Western Region.

With a broad array of regional, national and international clients—ranging from individual investors and small businesses, to large corporations and institutions—Lee & Associates has successfully completed transactions with a total value of nearly \$4 billion last year alone.

BROKER/OWNER VESTED INTEREST

Each Lee group office is owned and operated by the brokers in that office. As a result, clients work directly with seasoned real estate professionals who are decision makers. Lee shareholders represent 72% of the sales force and, as principals, have a vested interest in the successful completion of client assignments and transactions. As owners, our brokers are involved in the responsibilities of running a business, allowing them to identify with their clients on a level dissimilar to that of any other real estate firm. Our associate brokers continually strive to earn ownership standing, encouraging a coordinated team effort as well as fast and effective results.

EXPERIENCE COUNTS

At Lee & Associates, our unique profit-sharing structure attracts entrepreneurial real estate experts that are known for their in-depth real estate knowledge and exceptional transactional skills. In fact, our brokers have an average of 15 years of experience in the real estate industry.

LONG TERM RELATIONSHIP

Our company boasts, by a significant margin, the lowest turnover rate in the industry. Our ownership structure encourages longevity, which creates commitment not only to the firm, but to the development of long-term relationships with our clients.



IN-DEPTH MARKET KNOWLEDGE

Each Lee group office is committed to providing the best data and analysis for the local market it serves. As a result, Lee & Associates has made specialized market knowledge and research central to its business practice.



BUSINESS STABILITY

Since the company's inception, each Lee & Associates office has been profitable, privately held and managed by its individual shareholders. Newly formed offices are stable, debt-free operations with all startup capital funded by the shareholders of all offices through our venture capital program. This further strengthens the success of all our offices.

STRONG NATIONAL AFFILIATIONS

In addition to our national offices, Lee & Associates maintains affiliations with industry associations in all major U.S. real estate markets. Our national organization affiliations include: The Society of Industrial & Office Realtors (SIOR), Core Net Global, International Facility Management Association (IFMA), The Counselors of Real Estate (CRE), International Council of Shopping Centers (ICSC), Certified Commercial Investment Member (CCIM), National Association of Industrial Office Properties (NAIOP), Urban Land Institute (ULI) and Industrial Asset Management Council (IAMC)

In 1979 founder Bill Lee established the first Lee & Associates office driven by the unique idea to turn real estate brokers into company owners or "shareholders." His guiding philosophy centered on a belief that clients' interests would be best served by a collective team effort from experienced sales agents who had an ownership stake in the privately held organization. This ownership can be earned through superior performance and demonstration of a strong sense of ethics and values.

Not merely employees, profit-sharing Lee owner/agents would strive to

create a sense of shared responsibility and cooperation throughout the organization, and would encourage an orientation toward long-term client relationships and innovative business solutions. To further create a vested interest for the Broker/Agent, each principal has the ability to invest in each new office. This underlying level of a mix of socialism and capitalism between the 48 offices around the country ensures a cooperative environment. Mr. Lee's profit-sharing concept has proven enormously successful, and has fueled the explosive growth of many group offices throughout the West and Midwest.

LEE & ASSOCIATES MISSION

The Lee & Associates group of companies is dedicated to continuing its leadership role in the commercial real estate market place. These companies provide comprehensive and quality representation to clients locally and nationally in a proactive and responsive manner integrating the highest level of information, support, professionalism and integrity. Our core philosophy of creating an organization of companies, each independently owned by active commercial real estate agents, now translates into the largest agent-owned commercial real estate organization in America.



LEE'S UNSURPASSED CLIENT SERVICE

Today's businesses are becoming increasingly complex and require unparalleled expertise and market knowledge. That's why more and more companies throughout the country are entrusting their real estate decisions to Lee & Associates.

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OFFICE BROKERAGE SERVICES

The firm's office brokers negotiate various transactions, including mid- and high-rise properties, business and office parks, mixed-use projects, office land for development, multi-tenant buildings and commercial investments. Our brokers analyze the financial arrangements to streamline transactions, and use innovative marketing efforts and unique transaction structuring to provide creative solutions to meet the client's needs. Our comprehensive service line includes owner and tenant leasing, acquisition and sales, along with marketing and consulting capabilities. We focus on strategic counseling, rather than merely the transaction, in order to execute the best possible real estate strategies for our clients. This includes building strong relationships within the brokerage community overall. As a result, our clients are assured of the broadest exposure possible.

INDUSTRIAL SERVICES

Over the years, Lee & Associates has earned a reputation as one of the leaders in industrial real estate services in selected markets throughout the United States. The firm's industrial transactional specialists offer a comprehensive range of services, such as facility, site and land acquisition/disposition; advisory services; sale or lease negotiations based on strong market knowledge and current trends; and build-to-suit analysis and planning. Lee's wide range of services are applicable to any of the diverse product types categorized as industrial buildings, from manufacturing plants and traditional bulk warehouse/distribution facilities, to more specialized research and development facilities, warehouse/showroom or flex space and high-tech laboratories. Lee's brokers represent institutional investors, individual investors, developers and publicly traded companies as well as large, mid-size and small entrepreneurial companies.

RETAIL SERVICES

We develop customized solutions for our clients' retail real estate needs through our market-to-market knowledge and vast services, such as strategy, management, finance and brokerage. Our retail team consists of seasoned brokers (typically more than 15 years of experience) who specialize in their respective markets or product types. We stay abreast of the most up-to-date, efficient and effective retail trends and market research in order to achieve our clients' goals.



SERVING THE TENANTS

Our tenant representation experts can handle not only local and regional assignments but also multi-market projects. In order to better meet our tenants' needs, we provide industry-leading research and technology, including operational and competitive analysis, demographic, zoning and density studies as well as tenant mix comparisons. We are proud to offer key market identification, store placement strategy, customer profiles, deal validation and market potential reports. Our vision is to find key locations for our clients that help make a quantifiable difference in their bottom line.

INVESTMENT SERVICES

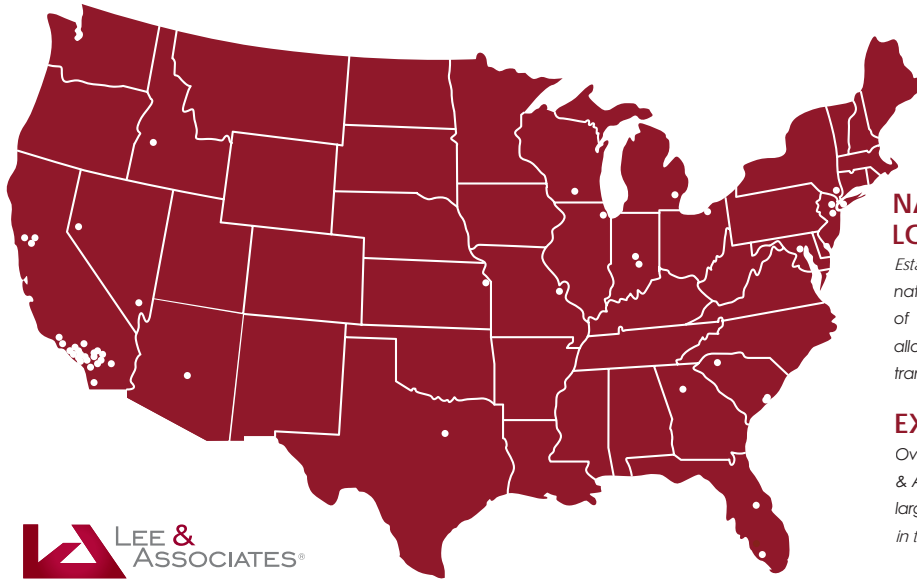
We combine our market knowledge, experience and resources, which enables our clients to capitalize on the best investment opportunities available. Today, we are one of the leading providers of real estate investment property sales as well as advisory and debt placement services. In order for our clients to achieve their investment objectives, we offer site selection, market research, financial analysis and transaction negotiation. The strength of our investment brokers lies in our collaborative platform to benefit clients, which include financial institutions, insurance companies, REITs, opportunity funds, pension funds and advisors as well as private investors. Every Lee office has financial specialists, so clients are assured that we are in constant touch with financial sources and the investor community. Moreover, we understand and monitor the subtle shifts in the real estate cycle so that our clients' goals can be met.



NATIONAL PRESENCE

50

LOCATIONS STRONG



NATIONAL ORGANIZATION, LOCAL OWNERSHIP

Established in 1979 in Irvine, California, Lee & Associates has 50 nationwide offices that are individually owned by the shareholders of that office, thus encouraging an entrepreneurial spirit and allowing more freedom and creativity to make real estate transactions work

EXPLOSIVE GROWTH

Over the past 35 years, there has been an explosive growth of Lee & Associates offices throughout the country, making it one of the largest and fastest growing commercial real estate organizations in the United States.

It is often noted that the standards of service begin with the business' ownership. So it is worth noting here that the owners of the **Lee & Associates®** offices are the brokers that you are considering as your representative. As such, we have a heavily vested interest in the successful completion of your assignments and transactions and in providing you with the ongoing service that leads to solid working relationships

We are committed to the belief that responsive, attentive, focused service is the link that connects professionalism with success. But, we recognize that our commitment to services must be proven and your confidence earned. We look forward to having that opportunity with you one day.

2014 - Cleveland, OH	2011 - Greenville, SC	2006 - Antelope Valley, CA	2004 - Calabasas, CA	1992 - Las Vegas, NV
2013 - Long Island-Queens, NY	2010 - Atlanta, GA	2006 - Dallas, TX	2004 - St. Louis, MO	1991 - Phoenix, AZ
2013 - Chesapeake Region, MD	2010 - Greenwood, IN	2006 - Madison, WI	2002 - Chicago, IL	1990 - Carlsbad, CA
2013 - Charleston-Dwntn, SC	2010 - Indianapolis, IN	2006 - Oakland, CA	2001 - Victorville, CA	1990 - Industry, CA
2012 - Edison, NJ	2009 - Long Beach, CA	2006 - Reno, NV	1999 - Temecula Valley, CA	1989 - Los Angeles, CA
2012 - Orlando, FL	2009 - Elmwood Park, NJ	2006 - San Diego - UTC, CA	1996 - Central LA, CA	1989 - Riverside, CA
2012 - Charleston, SC	2008 - Boise, ID	2006 - Ventura, CA	1994 - Sherman Oaks, CA	1987 - Ontario, CA
2011 - Fort Myers, FL	2008 - Investment Services Group, LA, CA	2006 - San Luis Obispo, CA	1994 - West LA, CA	1984 - Newport Beach, CA
2011 - Kansas City, KS	2008 - Palm Desert, CA	2005 - Southfield, MI	1993 - Pleasanton, CA	1983 - Orange, CA
2011 - Manhattan, NY	2008 - Santa Barbara, CA	2005 - Los Olivos, CA	1993 - Stockton, CA	1979 - Irvine, CA

www.lee-associates.com





JOHN E. SHARPE
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REAL ESTATE SPECIALTY

Investment Sales

PROFESSIONAL EXPERIENCE

John is an investment/retail/industrial property specialist with extensive experience creating and implementing strategic real estate programs for clients. As a market expert for the past 27 years, he specializes in assisting investors, owners, tenants, developers and institutions in sales, leasing and build-to-suit of investment industrial projects and vacant land. John is based in Chicago although much of his corporate work involves regional and national portfolio assignments.

PROFESSIONAL ACHIEVEMENTS

In 2002, John co-founded Lee & Associates of Illinois and together with his partners has built a 50 person firm providing full service support to clients. Prior to starting Lee, John had been with CB Richard Ellis for 14 years. John was named one of Chicago's Power Brokers for leasing industry activity by the CoStar Group.

EDUCATION / AFFILIATIONS

John graduated with honors from Indiana University with a degree in Finance and Real Estate. A licensed broker in the States of Illinois, Indiana, and Wisconsin, he is active in a number of industry associations: Association of Industrial Real Estate Brokers (AIRE), Certified Commercial Investment Member (CCIM) and holds LEED AP+ Building Design & Construction (BD&C) credentials.

CLIENTS

- ACCO Brands
- AMB Property Corporation
- Cabot Advisors
- CB Richard Ellis Investors
- CenterPoint Properties
- Chicago Sun-Times
- Cobalt Capital
- First Industrial Realty Trust
- General Binding Corporation
- G.E.
- Interstate Partners
- ML Realty Partners
- Morgan Realty Partners
- Panattoni Development
- Principal Capital
- ProLogis
- Seefried Properties
- The Estate of James Campbell
- Towne Realty
- Village of Schaumburg
- Wispark





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REAL ESTATE SPECIALTY

Investment Sales

PROFESSIONAL EXPERIENCE

Ronan Remandaban is an investment property specialist in the Private Capital Investment Group. Throughout his career he has advised investors, companies, lenders, and developers in acquisition and disposition of investment real estate. He uses his geographically-focused and product-specialized knowledge to assist investors and users obtain the highest possible market based returns in the shortest amount of time.

Ronan strives to establish long-term working relationships with his clients by providing unparalleled service along with the highest level of enthusiasm and dedication to the assignments he undertakes. He continues to achieve maximum results for his clients through his extensive database of qualified institutional, high-net worth, family office, real estate investment trust, real estate private equity, and foreign investors.

PROFESSIONAL ACHIEVEMENTS

In 2002, Ronan joined Lee & Associates of Illinois, a 50+ person firm providing full service support to clients. Prior to joining Lee, Ronan had been with CB Richard Ellis where he was a past winner of the Industrial Specialty Rookie of the Year award for the Chicago Region. Over the past twelve years, Ronan has completed over 6,000,000 square feet in transactions and \$400,000,000 in total consideration.

EDUCATION / AFFILIATIONS

Ronan graduated from Kenyon College in Ohio with a degree in Political Science. He is a licensed salesperson in the State of Illinois, a CCIM (Certified Commercial Investment Member) Candidate, a member of AIRE (Association of Industrial Real Estate Brokers), a member of NAIOP (National Association of Industrial and Office Properties), a member of the Chicago chapter of the Association for Corporate Growth, and an Advisory Board member of the Chicago chapter of the Urban Land Institute.

CLIENTS

- Washington Properties
- Giant Bicycle
- Associated Global Systems
- Janko Group
- Principal Capital Management
- Betson Imperial
- Finch & Barry
- Blackrock Realty
- Manulife Financial
- JP Morgan Chase
- Molto Capital
- Charter One Bank
- RBS Citizens
- Samwon Inc.





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