

MEET THE TEAM

ROWLETT GROUP

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RETAIL - STNL - INDUSTRIAL - MEDICAL



INDUSTRIAL



SINGLE-TENANT RETAIL



MULTI-TENANT RETAIL



MEDICAL OFFICE



Are Your Commercial Real Estate Investment Goals Being Met? Let's Discuss

As an experienced commercial real estate broker team, we have witnessed firsthand the importance of conducting regular evaluations of your property holdings. Whether you are looking to hold, sell, or refinance, an objective evaluation of your property is critical in making informed decisions that will help maximize your returns and minimize risks.

Here are some reasons why you should consider having a broker evaluation for your commercial real estate investments:

- 1. Determine Your Property's True Value:** A broker evaluation considers a wide range of factors that can influence your property's value, including location, condition, tenant occupancy, and market trends. By having a broker evaluate your property, you can get a realistic and accurate valuation that can help you make informed decisions about the future of your investment.
- 2. Identify Opportunities for Improvement:** A broker evaluation can also help you identify potential areas for improvement in your property, such as upgrading facilities, increasing rent, or adjusting other lease terms. These improvements can help increase your property's value, attract new tenants, and improve your overall ROI.
- 3. Decide Whether to Hold, Sell, or Refinance:** Based on the evaluation results, your broker can provide you with informed advice on whether to hold, sell, or refinance your property. This can help you make smart decisions about your investment strategy and ensure that you are maximizing your returns while minimizing your risks.

In short, a broker evaluation is an essential tool for any commercial real estate investor. By providing you with an objective assessment of your property's value and potential, a broker evaluation can help you make informed decisions that will ensure the long-term success of your investments. If you're interested in learning more about how a broker evaluation can benefit your commercial real estate investments, please don't hesitate to contact us. We would be happy to discuss your investment goals and provide you with a comprehensive evaluation of your property.

NET LEASE PROPERTY ADVISORS - WWW.NLCRE.COM

Net Lease Property Advisors have a primary focus on selling single tenant and multi-tenant net leased investment properties. We specialize in the retail, industrial and medical sectors. As a team we offer over 40 years of market experience and a high quality of service to our clients. Our team consists of six brokers, a real estate financial analyst and a paralegal/transaction coordinator. The team has 351 career closings representing roughly \$1.1 billion and 11.1 million square feet.





JEFF ROWLETT

SENIOR MANAGING DIRECTOR INVESTMENTS
SENIOR DIRECTOR - NATIONAL RETAIL GROUP
SENIOR DIRECTOR - NET LEASED PROPERTIES GROUP
CHICAGO & MILWAUKEE

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Jeff Rowlett is a leading Investment Advisor at Marcus & Millichap serving private capital investors in Chicago, Milwaukee and nationwide. Mr. Rowlett is widely recognized as a leading investment properties specialist. His expertise is in understanding the capital markets, knowing and accessing private capital investors, as well as underwriting and developing marketing strategies for investment properties. Mr. Rowlett has represented numerous private investors in the disposition of their shopping centers and Single Tenant Net Leased properties.

Previously, Mr. Rowlett was the founder and Managing Director of Rowlett Commercial Real Estate Services, LLC after serving as a First Vice President with CB Richard Ellis, where he led the Chicago Retail Private Client Group and was a founding member of the Private Client Group Business Development Committee. Prior to that he was an Associate Vice President of Investments with Marcus & Millichap in Chicago. While there, he was honored with numerous awards and rankings including Rookie of the Year, recognizing the most accomplished first year agents nationally.

Jeff has been consistently recognized for his achievement firm-wide being awarded Marcus & Millichap’s National Achievement Award in 2005, 2006, 2007, 2008, 2014, 2015, 2016, 2017, 2019, 2021 and 2022 as well as Sales recognition awards in 2004, 2005, 2006, 2007, 2008, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021 and 2022.

PROFESSIONAL HISTORY:

- Started with Marcus & Millichap in April, 2003
- Promoted to Senior Associate in April, 2006
- Promoted to Vice President Investments In July, 2012
- Promoted to First Vice President Investments in January, 2017
- Promoted to Senior Vice President Investments in April, 2017
- Promoted to Senior Managing Director Investments May 2022

MEET THE TEAM

ROWLETT GROUP

WWW.NLCRE.COM



351 CAREER TEAM
CLOSINGS NATIONWIDE



\$1,100,779,000 IN CAREER
INVESTMENT SALES



11,132,800 CAREER
SQUARE FEET SOLD



96% CAREER LIST-TO-
CLOSE SALE PRICE



OVER 20 YEARS
REAL ESTATE BROKER
EXPERIENCE



KELLY FLOWERS

ASSOCIATE
MEMBER OF ROWLETT GROUP
MILWAUKEE

Kelly Flowers specializes in multi-tenant retail properties throughout Wisconsin and single-tenant assets throughout the Midwest.

She takes the time to understand her clients' real estate objectives and then utilizes her market knowledge, impressive work ethic, and strong negotiation skills to help them achieve success.

Prior to joining Marcus & Millichap in 2019, Kelly graduated from Northwestern University with a degree in economics and worked in the financial services industry for several years. Her background in finance has given her a solid understanding of investment strategies and an ability to identify opportunities for her clients.

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QUINN DYE

ASSOCIATE
MEMBER OF ROWLETT GROUP
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Quinn Dye specializes in net lease medical assets across the Midwest.

Originally from central Illinois, Quinn worked in the healthcare industry for over fourteen years before joining Marcus & Millichap. She holds an Associate of Applied Science degree and a Bachelor of Business Administration Finance Degree, with an emphasis on real estate and data analytics, through the Sheldon B. Lubar School of Business at the University of Wisconsin-Milwaukee.

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ARI CHARGO

ASSOCIATE
MEMBER OF ROWLETT GROUP
MINNEAPOLIS

Ari Chargo is a real estate investment specialist advising on the acquisition and disposition of Net Leased Retail properties throughout the United States. Based out of Marcus & Millichap's Minneapolis office, Ari works with honesty and transparency to ensure all clients make educated investment decisions. Ari is diligent and detail oriented, putting client needs first. Ari graduated from the University of Kansas with a degree in Strategic Communications and Business. Outside of the office, Ari can be found golfing, exercising, traveling, and spending time with his family.

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JOEY SOFO

ASSOCIATE
MEMBER OF ROWLETT GROUP
MINNEAPOLIS

Joey Sofo specializes in multi-tenant retail and single-tenant properties throughout the Midwest.

He graduated from the University of St. Thomas - Minnesota with a degree in Economics while also dedicating his time to college hockey. After college, Mr. Sofo continued playing professional ice hockey.

His athletic background has instilled a disciplined and results-driven approach to maximizing value to clients. His knowledge of economic trends and investment strategies paired with his competitiveness and enthusiasm allow him to advise his clients in all stages of the ownership process.

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JACK MAHLER

ASSOCIATE
MEMBER OF ROWLETT GROUP
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Jack Mahler specializes in multi-tenant retail property throughout the Midwest. With a passion for both real estate and retail, Jack is a dynamic and results driven expert in the area. Jack's unwavering commitment to his clients makes him a trusted advisor in the commercial real estate business. Jack received his degree in Economics from Miami University, where he became an expert in reading market trends. He firmly believes that his passion, innovative solutions and client-centric approach provide the highest quality services to the clients he advises.

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KYLE FAHLGREN

SENIOR FINANCIAL ANALYST
MEMBER OF ROWLETT GROUP
MILWAUKEE

Kyle Fahlgren is a Real Estate Investment Analyst for Marcus & Millichap bringing over 10 years of industry experience to the firm. In 2013 Mr. Fahlgren received a bachelor's degree in Finance and Real Estate from the University of Wisconsin-Milwaukee. He brings previous experience from another national real estate firm prior to joining Jeff Rowlett's Team.

Promoted to Senior Financial Analyst in June 2017, he is responsible for all team underwriting and financial modeling.

Mr. Fahlgren specializes in the financial analysis of client portfolios to be put on the market. Kyle also offers a valuable approach to providing a future analysis for investors seeking new opportunities. His overall experience has been extremely beneficial to clients and the team's overall success.

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NATASHA DIAZ

PARALEGAL & ESCROW MANAGER
MEMBER OF ROWLETT GROUP
HOUSTON

Natasha Diaz brings over 15 years of industry knowledge to the team. She began working with a company providing services to local real estate brokers. Here she gained contract knowledge along with experience offering superior client support. During that time, she received a Paralegal Degree with an emphasis in Real Estate Law. She then went on to obtaining a Business Management Degree with a Minor in Technical Communication from Milwaukee School of Engineering. Natasha received her Wisconsin Real Estate License in 2011 while working with a local real estate firm. She is now the Escrow Manager and Marketing Coordinator for the Net Lease Property Advisors team. Her assistance ranges from contract drafting and delivery, marketing available properties and seeing deals from offer acceptance through the time of closing.

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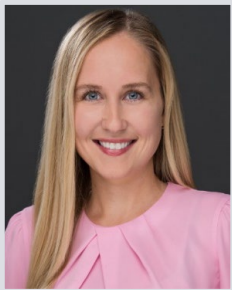
TODD LINDBLOM

REGIONAL MANAGER
NATIONAL DIRECTOR
MILWAUKEE

Todd Lindblom is regional manager of Marcus & Millichap's Milwaukee office and serves as National Director of Marcus & Millichap's National Seniors Housing Division. He joined the Milwaukee office in February 2011 as an associate vice president investments where he specialized in multifamily investments and led a four-person team. Mr. Lindblom joined the firm's management team as sales manager of the Milwaukee office in July 2015 and was promoted to regional manager in February 2016.

He began his real estate career as a senior trainer and team leader in the asset management department of a mortgage company. Following that, Mr. Lindblom worked as a broker/sales manager for a Milwaukee-based investment realty company, where he was a consistent top performer.

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ANDREA FOSTER

OPERATIONS MANAGER
MINNEAPOLIS & MILWAUKEE

Andrea Foster graduated from the University of Iowa in 2010 and joined Marcus & Millichap as an Operations Manager in 2016. Andrea's responsibilities include training agents on new technology and company software, creating marketing materials and submitting all listings and closings pursuant to state-specific regulations. She also participates in the recruiting and retention of successful commercial real estate brokers in the Milwaukee and Minneapolis offices.

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MICHAEL HUGHES

VICE PRESIDENT CAPITAL MARKETS
MMCC
MILWAUKEE

Michael J. Hughes joined the Milwaukee office of Marcus & Millichap Capital Corporation (MMCC) in March 2016. As a Director with MMCC, Mr. Hughes is responsible for securing commercial debt and equity financing for an array of property types including multifamily, office and industrial, retail, seniors housing and hospitality. He is well connected with national, regional and local funding sources including, but not limited to, agency lenders, commercial banks, CMBS lenders, life insurance companies, private and public funds and hard money lenders. Mr. Hughes has more than 20 years of commercial real estate finance experience and has closed more than \$600,000,000 in transactions. Prior to joining MMCC, Mr. Hughes served as the President of MJH Commercial Capital, LLC. Mr. Hughes is a graduate of The University of Wisconsin-Whitewater, where he earned a BBA degree in Finance.

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MARCUS & MILLICHAP CAPITAL CORPORATION

Marcus & Millichap Capital Corporation (MMCC) is a leading intermediary of commercial real estate capital. MMCC brings together a highly experienced team of capital markets financing experts with deep relationships with foreign, national, regional and local capital sources. We provide tailored, hands-on capital markets solutions on behalf of our clients.

OPTIMAL FINANCING

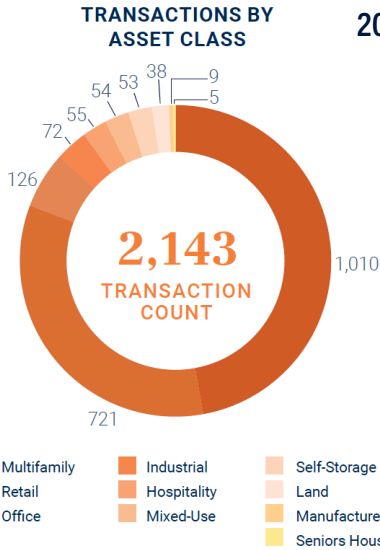
Marcus & Millichap Capital Corporation is uniquely positioned to provide competitive capital markets financing solutions for a full range of investment properties, including multifamily, retail, office, industrial, net lease, mixed-use, seniors housing, hospitality, student housing, manufactured housing and self-storage.

CAPITAL MARKETS RELATIONSHIPS

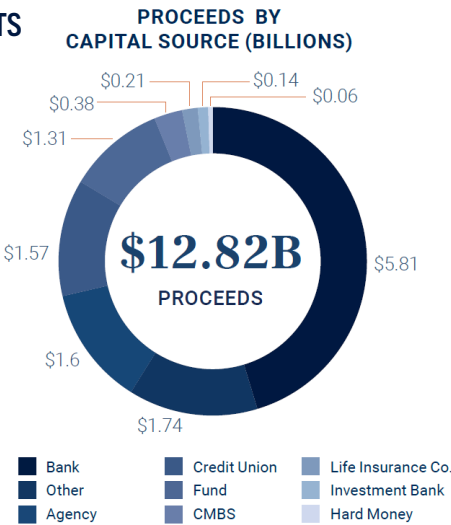
Marcus & Millichap Capital Corporation provides owners and investors with access to the most competitive commercial real estate capital markets financing solutions, through prominent foreign, national, regional, and local capital sources including commercial banks, securitized lenders, debt and equity funds, Fannie Mae, Freddie Mac, HUD and life insurance companies.

2022 RESULTS

95 ORIGINATORS		37 OFFICES	
2,143 CLOSED TRANSACTIONS	\$12.82B PROCEEDS	450 CAPITAL SOURCES	46 STATES CLOSED



2022 RESULTS



WHY MMCC?

Optimum financing solutions to enhance value

Enhanced control through investor qualification support





















Enhanced control through MMCC's ability to qualify investor finance contingencies

Enhanced control through quickly identifying potential debt/equity sources, processing, and closing buyer's finance alternatives

Enhanced control through MMCC's ability to monitor investor/due diligence and underwriting to ensure timely, predictable closings



RECENTLY CLOSED
TRANSACTIONS

OFFICE/INDUSTRIAL	MULTI-TENANT RETAIL	SINGLE-TENANT RETAIL	MEDICAL	UNDER CONTRACT / LISTINGS
 <p>TAYLOR DRIVE FLEX INDUSTRIAL SHEBOYGAN, WI \$2,975,000</p>	 <p>CROSSROADS COMMONS PLOVER, WI \$5,300,000</p>	 <p>SHERWIN-WILLIAMS SHERIDAN, WY \$900,000</p>	 <p>MIDWEST DENTAL – SUPPORT CENTER MONDOVI, WI \$1,900,000</p>	 <p>STARBUCKS WAUWATOSA, WI \$2,500,000</p>
 <p>ROBINSON INC. DE PERE, WI \$16,000,000</p>	 <p>BROADMOOR TOWNE CENTER COLORADO SPRINGS, CO \$14,275,000</p>	 <p>CVS PHARMACY BESSEMER CITY, NC \$3,016,000</p>	 <p>NU-ART BROOKFIELD, WI \$3,250,000</p>	 <p>FESTIVAL FOODS ANCHORED CENTER PADDOCK LAKE, WI \$9,500,000</p>
 <p>55 OAKS CORPORATE CENTER MADISON, WI \$2,445,000</p>	 <p>ELMORE AVENUE SHOPPES DAVENPORT, IA \$1,782,320</p>	 <p>THE LEARNING EXPERIENCE RICHMOND, TX \$3,406,500</p>	 <p>TWIN CITY ORTHOPEDICS HUDSON, WI \$3,150,000</p>	 <p>VCA ANIMAL HOSPITALS JANESVILLE, WI \$2,240,000</p>
 <p>MERRILL LYNCH ANCHORED OFFICE BURLINGTON, WI \$1,135,000</p>	 <p>AT&T & JIMMY JOHN'S ANCHORED BURLINGTON, WI \$3,280,000</p>	 <p>DOLLAR TREE MILWAUKEE, WI \$1,215,000</p>	 <p>DAVITA DIALYSIS OZARK, AL \$3,325,000</p>	 <p>TOMMY'S EXPRESS CAR WASH WAUSAU, WI \$6,250,000</p>

ISN'T 12%* MORE WORTH A CONVERSATION?

THIS IS WHY CLIENTS CHOOSE MARCUS & MILLICHAP OVER
LOCAL, REGIONAL OR OTHER NATIONAL FIRMS

There are many options available when choosing a partner to help in the sale of your investment asset. Making the wrong decision can be costly. With a track record of achieving a 12% pricing premium over other alternative firms, our consistent and successful execution for clients has made us the #1 option for commercial investment brokerage for the last decade.

LARGEST BUYER POOL

With more inventory than any other firm, buyers seek Marcus & Millichap to fulfill their investment acquisition needs.

MORE 1031 BUYERS

We maintain active relationships with the industry's largest pool of 1031 exchange buyers, the most coveted buyers in the market.

COMPETITIVE BID PROCESS

Our structured marketing process, coupled with the industry's largest sales force, creates a competitive bidding environment for your listing.

*Based on analysis for closed transactions between 7/1/2019 and 9/30/2020 for select U.S. markets comparing pricing achieved from Marcus & Millichap versus local, regional and national firms. Source: MNet and CoStar

OUR VALUE PROPOSITION

2 MINUTE STORYTELLING

Marcus & Millichap

NYSE:MMI



02:19



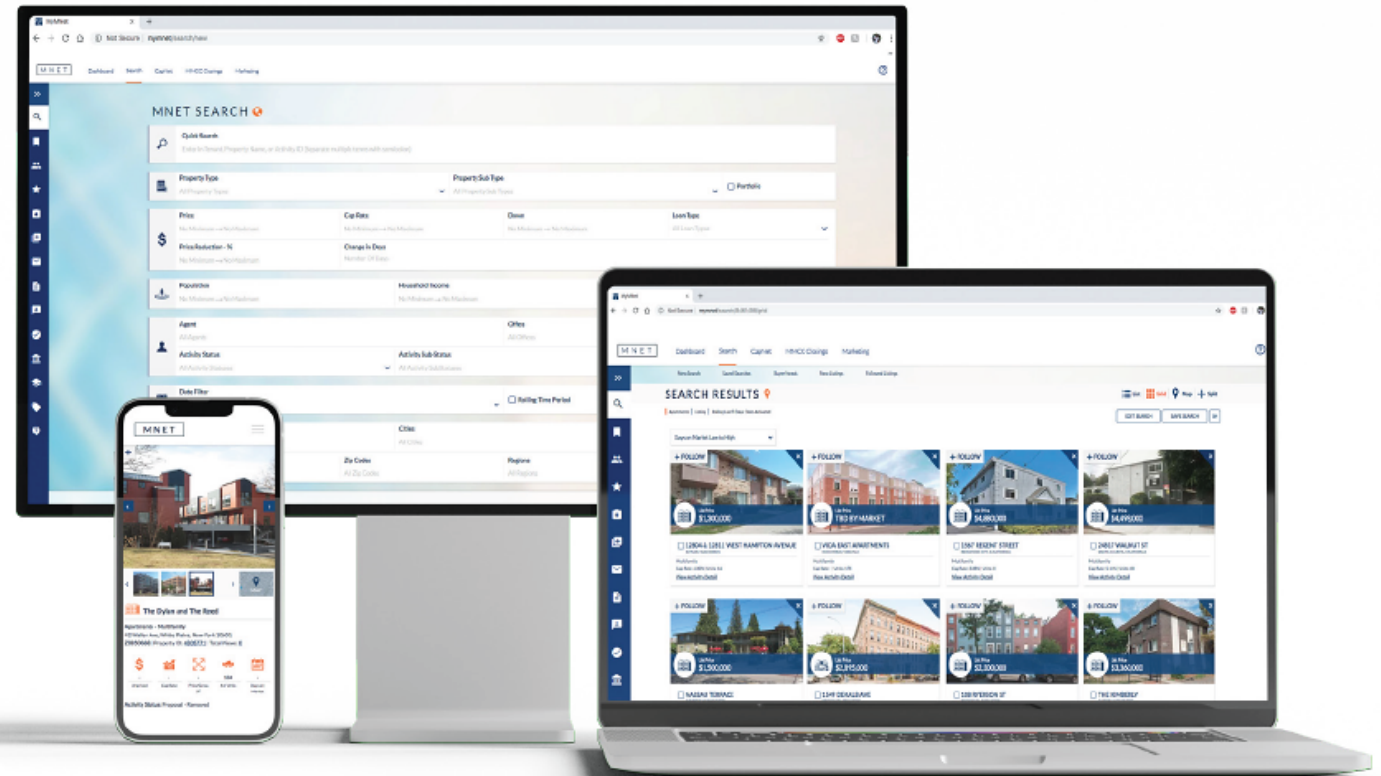
MNET. The Most Powerful Tool in Commercial Real Estate.

As the industry leader, Marcus & Millichap closes more than twice as many investment sales transactions as our next closest competitor. Our proprietary intelligent search technology platform, MNet, powers that success.

Put the Power of MNET to Work for You

- Connecting nearly 2,000 investment sales professionals throughout the US and Canada.
- Matching exclusive listings with the industry's most diverse and extensive buyer pool.
- Accelerating the transaction process and ensuring that every property is matched with the most qualified investors.

No other firm offers anything like it or the powerful property search tools and automated property matching capabilities it features.



Leverage the Power of Our Platform

Marcus & Millichap brings together specialized market knowledge, the industry's leading brokerage platform and exclusive access to inventory to achieve exceptional results for our clients, year after year.



Specialization

Expertise in all major markets and property types.

With unmatched knowledge of the characteristics and requirements of both the local markets and within each property type, our investment specialists are able to maximize value for our clients. Each team of investment professionals utilizes specialized training, marketing and tailored communication tools to produce remarkable results for the unique needs of each transaction.



Access

Our vast network becomes your own.

With the most closely-knit salesforce in the industry and five decades of experience —during which we've completed more transactions than any other firm — we've put in the time and made the connections to offer more access to qualified buyers than anyone else can.



Culture

Provide exceptional service and the best results.

When building Marcus & Millichap, our founders set out to create a culture of information sharing and collaboration. Throughout the years, this has fostered a non-competitive system where clients' needs come first.

Supporting that system is our industry leading management team of seasoned veterans and our innovative technology platform. These resources free up our agents to do what they do best — provide exceptional service and achieve the best results possible.



Complete Brokerage

Everything you need. Every step of the way.

Our comprehensive suite of tools helps with everything from research and marketing to financing. Our huge network of experienced professionals ranges from expert agents to loan originators. Our deep knowledge of the markets gives us the confidence to help you accurately price your property. And all of these things, combined with our extensive experience in executing transactions, ensure a smooth process and help our clients reach their investment objectives.

1031 Exchange

Marcus & Millichap, the largest real estate firm focused exclusively on investment brokerage, is one of the industry's leaders in 1031 exchanges. Our long-term relationships with owners and investors of every major property type allow us to match properties and exchange buyers with speed and efficiency.



Leveraging the Market

Owners of investment property struggle with the dilemma of how to take advantage of built-up equity in their income-producing properties and increase their return on equity while deferring payment of capital gains taxes. The current market environment encourages private investors to upgrade or reposition their real estate holdings.



Benefits of a 1031 Exchange

With proper guidance from a tax professional or attorney, well-informed investors are utilizing the 1031 provision in the Internal Revenue Code, also known as a Starker exchange, to meet the dual objectives of “trading up” to larger or higher-quality properties, while at the same time deferring capital gains taxes. Some investors, especially aging baby boomers, are trading into properties that are less management intensive.



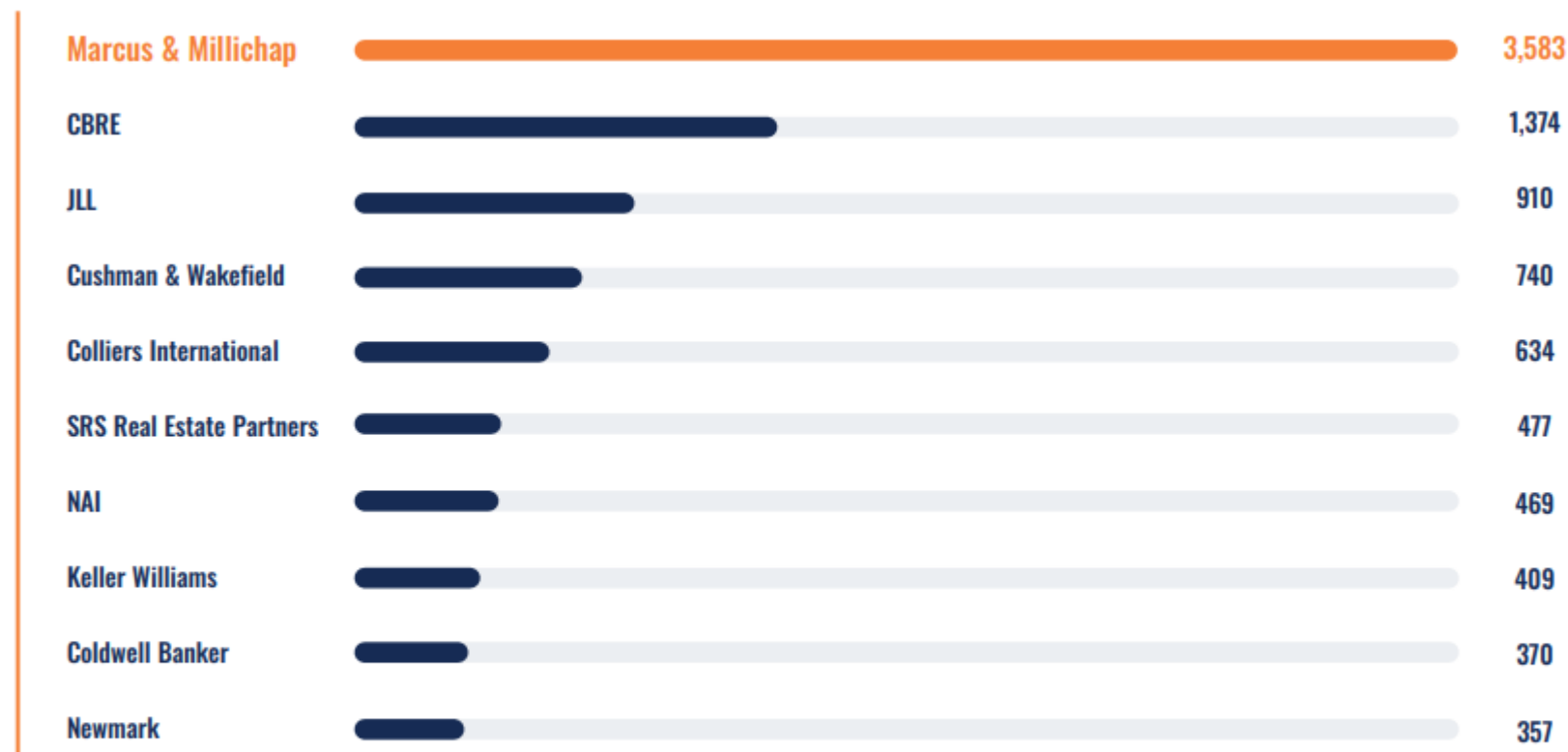
Knowing the Basics

While there are three basic types of exchanges—simultaneous, reverse and deferred—95 percent are deferred. When selling an investment property, the code allows a seller 45 days from the close of escrow of the relinquished property (the “down leg”) to identify up to three replacement properties (the “up leg”), and an additional 135 days to close escrow on at least one of the identified properties. Alternatively, more properties can be designated if certain valuation tests are met. The seller must contract with a neutral third party, known as a qualified intermediary or accommodator, to hold the funds from the sale of the relinquished property and to purchase the replacement property for the seller's benefit. Completing this process allows sellers of real property held for investment purposes to delay or defer the payment of capital gains and recapture the depreciation tax benefit. Deviating from the process described above may result in tax consequences or costly penalties.

MARCUS & MILLICHAP CLOSES MORE TRANSACTIONS THAN ANY OTHER FIRM

Retail Investment Sales Brokerage Company Ranking*

Closed Transactions



Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics, NICMap

*Trailing 12-months through 4Q 2022. Includes sales \$1 million and greater in which the brokerage firms represented either the buyer or seller. Deals that were double-ended by the same brokerage are counted as one deal. Deals brokered by different firms on the buy side and sell side count as one deal for each brokerage.

Marcus & Millichap

Looking for A Higher Sale Price?

Visit [MarcusMillichap.com](https://www.MarcusMillichap.com) Today To Search Our Vast Exclusive Inventory

Search North America's largest exclusive inventory on [MarcusMillichap.com](https://www.MarcusMillichap.com) and find out why more buyers trust the #1 brokerage.

3.2M

Website visits annually

Get access to the industry's largest pool of qualified buyers.

#1

Choice for buyers in North America

Gain exposure to serious buyers for your property.

OVER

48

Transactions closed every business day

We close more transactions than any other brokerage.

OVER

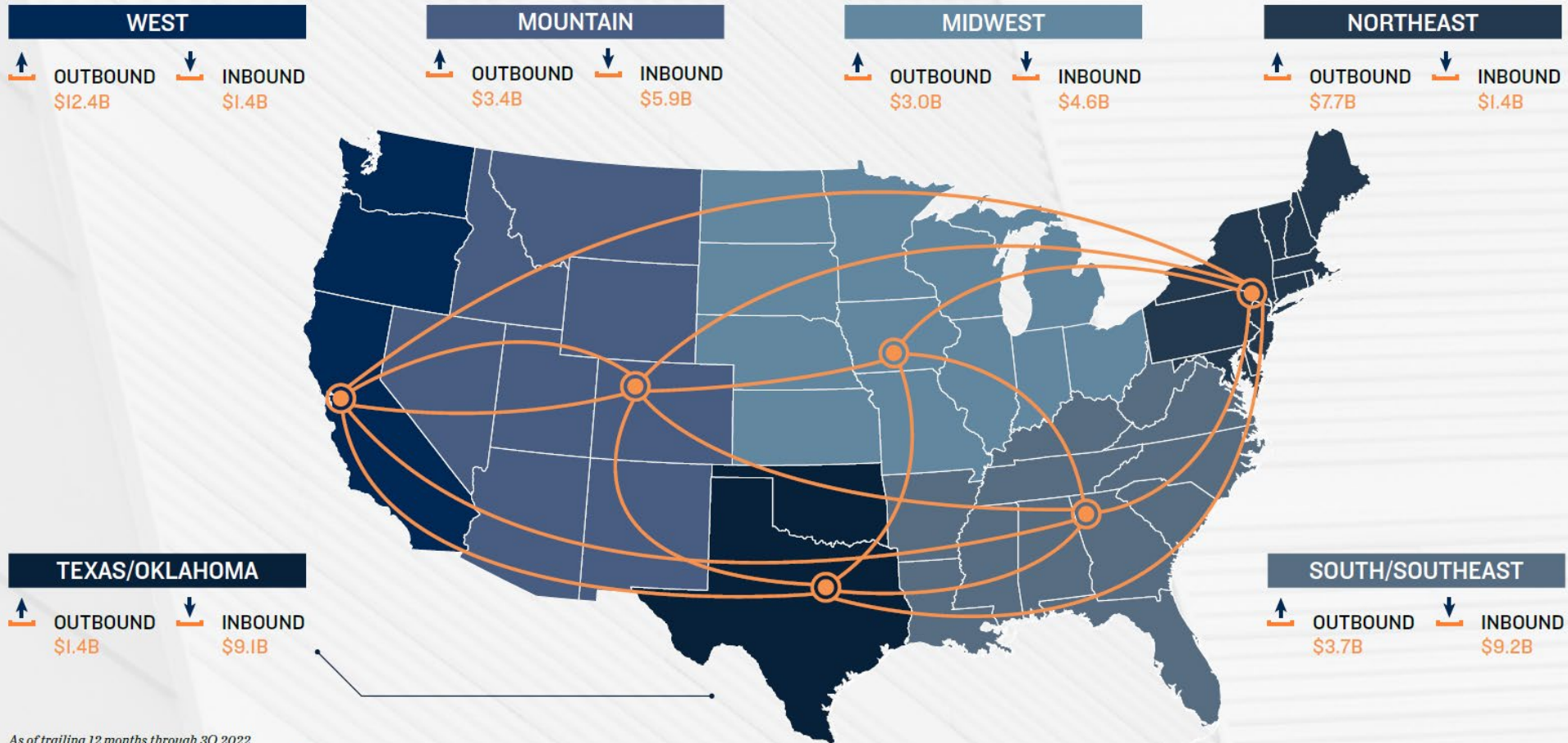
2,200

1031 Exchanges closed last year

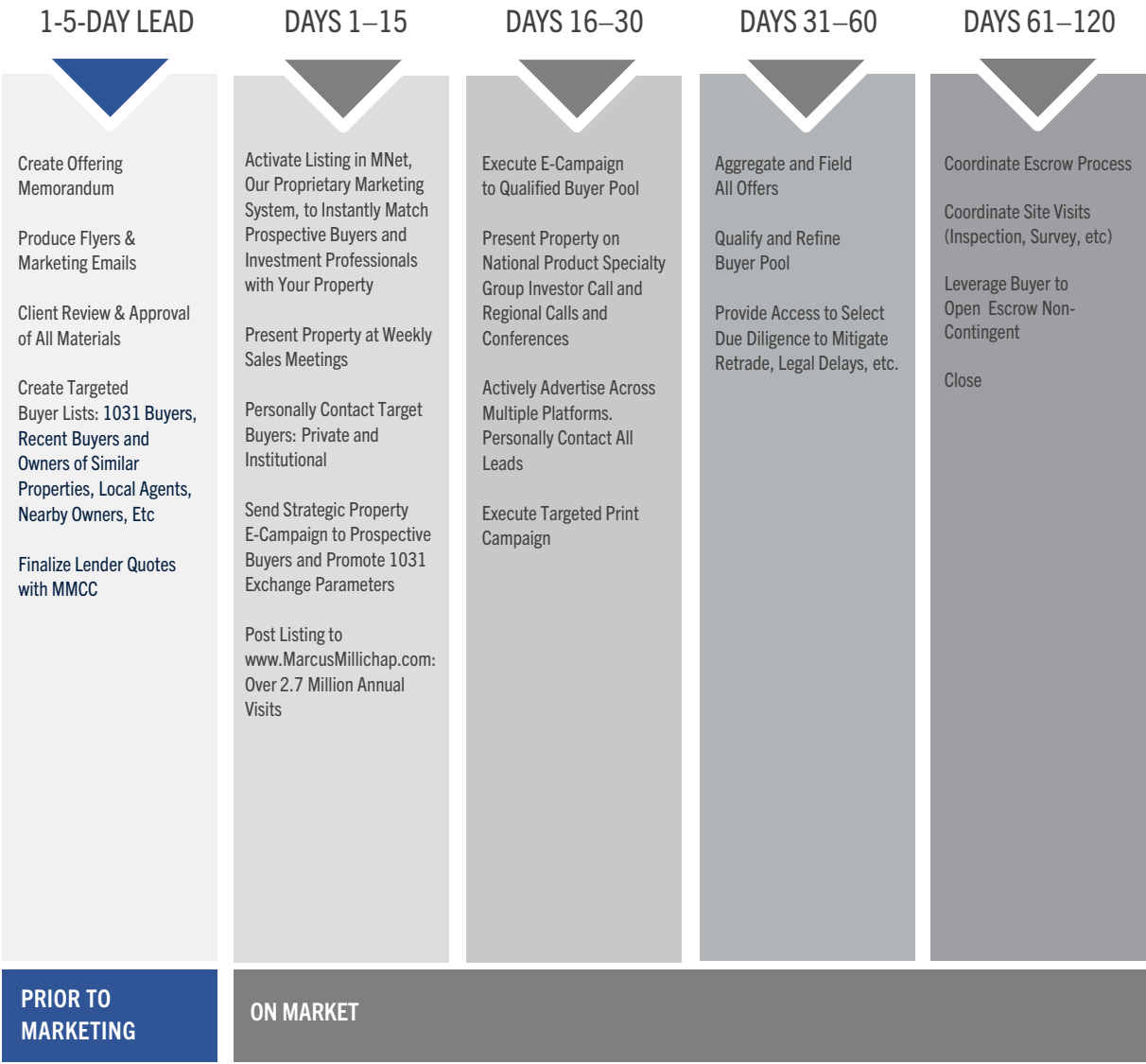
Exchange buyers are motivated and pay a premium on transactions.

CLIENTS AREN'T BOUND BY GEOGRAPHIC BOUNDARIES

NEARLY \$32 BILLION MOVES ACROSS DOMESTIC BORDERS



As of trailing 12 months through 3Q 2022
Source: Marcus & Millichap Research Services, MNet



MAXIMUM EXPOSURE CREATES
MAXIMUM VALUE

Our comprehensive marketing plan provides strategic exposure for your asset. Whether the optimal strategy requires maximum exposure within a single profile, broad exposure across all investor profiles, or a hybrid approach, our platform ensures maximum value across every client profile.

- FOREIGN AND INTERNATIONAL BUYERS**

As the leader in investment sales transactions annually, Foreign capital is drawn to our firm as the conduit to the nation's largest exclusively listed inventory. Foreign investors seek our advice, market reach and long-standing client relationships with the industry's largest pool of buyers and sellers.
- 1031 EXCHANGE CAPITAL**

Access the Industry's largest pool of 1031 exchange buyers, as a result of closing more transactions annually than any other commercial real estate brokerage firm.
- CROSS-PRODUCT CAPITAL**

Our collaborative culture across product types, enabled through MNet, ensures access to the broadest pool of qualified investors.
- 1ST TIER INVESTORS**

Marcus & Millichap maintains long-term relationships with these investors via our IPA divisions, national product specialty groups, and over 700 senior investment professionals.
- 2ND TIER INVESTORS**

We access via our highly organized national product specialty groups and the regional and national marketing opportunities they present.
- 3RD TIER INVESTORS**

Specializing exclusively in investment sales, our network of more than 1,819 investment professionals throughout the U.S. and Canada guarantees your property is exposed to the largest pool of qualified buyers.

“Jeff did an excellent job with meeting our needs as a seller. The property went under contract quickly and we were all able to maintain momentum throughout the process to keep the deal moving forward to a successful closing.”

- Robert E. Schmidt III (Boulder Venture)

“I wanted to take a moment to commend your office on the excellent work in completing the sale of Bradley Village Retail Center. Specifically, Jason Ladner and Jeff Rowlett, were outstanding in their representation of the property and helped us achieve the goals we had in going to the market. Their level of commitment and attention to detail kept the transaction together and ultimately to closing.”

- General Capital Group

“Jeff Rowlett and Joe Powers of Marcus & Millichap were a great team to work with. I appreciated their efforts to maintain constant contact with myself, as well as other parties involved, to keep everyone in the loop on the acquisition. Advising us to remove the property from the market during the merger was a classy move.”

- Dennis Klein

“Jeff Rowlett was outstanding in his representation of the property and helped us achieve the goals we had in going to the market. Their level of commitment and attention to detail kept the transaction together and ultimately to closing. I would recommend his level of service and professionalism to anyone.”

- Wangard Partners, Inc.

“Jeff Rowlett was outstanding in his representation of the property and helped us achieve the goals we had by going to the market. Their level of commitment and attention to detail kept the transaction together and ultimately led to a successful closing for our bank. During the proposal, they discussed the ability of their team to use the Marcus & Millichap network of agents along with their own connections to reach a national market of buyers. We were somewhat skeptical that a property in Menomonie, WI would attract interest. Ultimately, our negotiation position was strengthened from the multiple offer we received from a mix of local and regional investors. Finally, Jeff and his team showed the true commitment to the sale by resolving a difficult tenant situation which arose during the buyer’s due diligence. Their ability to pull from experience and bring this too to a resolve proved worth of the fee. I would recommend their level of service and professionalism to anyone.

- Steven Names, Director of Special Assets Bank Mutual

“I have been fortunate to work with all of you over the past six months to bring the Safelite deal to a closing. I want to express my deepest gratitude for everything you have done. Jeff has reached out to all of you on my behalf to maximize the full resources of Marcus & Millichap Real Estate Investment Services and his business connections. His guidance and resources cannot be measured! When it comes to investing, everything is built on trust, and trust doesn't happen overnight or with a single phone call. Trust is earned through the values that guide every conversation, strategy, and decision. Thank you!”

- Dawn M. Krupa

Marcus & Millichap

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