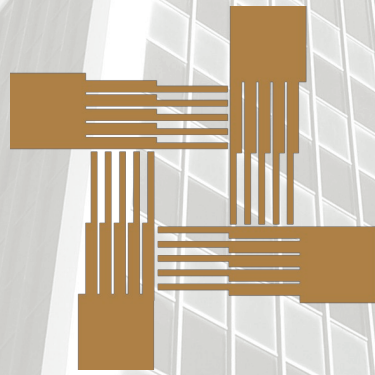


CHARLES WAYNE PROPERTIES, INC.

BROKERAGE SERVICES



CHARLES WAYNE PROPERTIES, INC.

Office • Retail • Industrial • Hotel • Land



**CHARLES WAYNE
PROPERTIES, INC.**

Lic. Real Estate Broker

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(386) 238-3600 Ph. (386) 255-8758 Fax

www.charleswayne.com

CHARLES WAYNE PROPERTIES, INC.

BROKERAGE SERVICES



BROKERAGE SERVICES SUMMARY

Investment Sales

Site Selection & Tenant Representation

Leasing

Advisory Services



CHARLES WAYNE PROPERTIES, INC.

BROKERAGE SERVICES



INVESTMENT SALES

Charles Wayne Properties' investment sales team's mission is to maximize value and structure smooth transactions with as high a certainty of close as possible. We are proactive throughout the transaction lifecycle and work diligently to assist businesses in achieving their real estate investment objectives, utilizing:

Subject Matter Experts

Charles Wayne Properties has experts in retail, industrial, hotel, healthcare, office, land/development and commercial real estate valuation, asset management and transaction structuring. Properties are positioned to achieve the best possible prospect activity and sale price.

Modern and Traditional Marketing Tools

Charles Wayne Properties incorporates the latest secure marketing technology to expose your property to the right audience. We use email, Internet and extensive international databases of potential buyers to attract prospects. In addition, Charles Wayne Properties heavily utilizes in-person networking, regional contacts, phone calls and hard-copy materials to generate interest in listed properties to attract a full-range of potential bidders.

Experience

Charles Wayne Properties has been in business since 1978, and has been retained by private individual landowners and investors, as well as large institutional and public firms including banks and hedge funds seeking to invest, divest, develop or sell assets in the areas we serve. Our staff is composed of seasoned industry professionals with direct experience in commercial real estate investment, banking, law, and business. Many members of our sales team hold advanced graduate degrees and industry certifications in their areas of expertise.



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BROKERAGE SERVICES

As your company grows or needs to manage, lease or sell excess locations, our site selection and tenant representation team can help. This team identifies opportunities and guides businesses through the process of acquiring, selling, managing and leasing real estate in target markets.

SITE SELECTION & TENANT REPRESENTATION

- Experienced with retail, office and industrial properties and sites
- Demographic and site analysis
- Identification of properties meeting criteria objectives
- Formulation of documents, including requests for proposals from landlords
- Comparison of landlord proposals including detailed economic analysis
- Coordination of negotiation of lease or contract documents
- Space-planning and monitoring of construction
- Budget development and acquisition/disposition strategy



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BROKERAGE SERVICES



LEASING

- Retail, office and industrial leasing specialists
- Proactive regional and national prospecting approach
- Strong local tenant networks
- Internet, digital and traditional leasing expertise
- Competitive analysis and regular leasing reports
- Attention to tenant mix and finding ideal users for each availability at the property
- Strong proficiency in lease negotiation and documentation
- Tenant qualification (financial, operating experience, etc.)
- Outstanding internal and external tenant broker networks



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BROKERAGE SERVICES



ADVISORY SERVICES

SALES & INVESTMENT

- Bank OREO & Lender Services
- Entitlement and Development Services
- Broker Opinions of Value (BOV's)
- Asset & Portfolio Strategy
- Capital Structuring & Equity Sourcing
- Corporate Real Estate and Facilities Planning

OTHER SERVICES & CAPABILITIES

- Property Management & Accounting
- Construction Services & Management
- Facilities Management
- Detailed Land & Feasibility Studies
- Real Estate Tax Appeals
- Ownership and Operation



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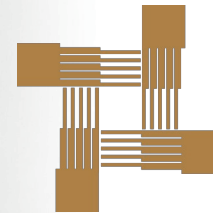
BROKERAGE SERVICES

Charles Wayne Properties, Inc. is an active full-service commercial real estate firm and one of Central Florida's largest real estate brokerage and management firms.

Charles Wayne has been serving the needs of the real estate community since 1978. It has developed and managed shopping centers, freestanding retail, office buildings and industrial parks, as well as residential and apartment projects.

CWP has worked with institutional clients including banks, hedge funds, national corporations, retailers and governmental authorities. The firm has also assisted small businesses, individuals and private equity groups in capacities including development, investment sales, tenant representation, leasing, brokerage, property management and receivership.

Charles Wayne Consulting, Inc. was founded in 1982. It is a diversified real estate research and advisory firm. With corporate offices located in Orlando, Florida, the firm's professionals provide services for clients and development projects located throughout the state. Specializing in residential and large-scale mixed-use development planning, Charles Wayne Consulting, Inc. has become recognized throughout Florida as an expert advisor to the lending, investment, development and planning communities.



CHARLES WAYNE PROPERTIES, INC.

Lic. Real Estate Broker

Property Management

Brokerage

Leasing

Tenant Representation

Site Selection

Construction Management

Development

Consulting

Acquisitions & Dispositions



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