

THE NLPG – #1 IN SINGLE-TENANT NET-LEASE SALES

- ✓ THE NATION'S LARGEST INVENTORY OF STNL PROPERTIES
- ✓ A TEAM OF EXPERTS FOCUSING EXCLUSIVELY ON STNL PROPERTIES
- ✓ INDUSTRY LEADING TECHNOLOGY
- ✓ INSTANTANEOUS NATIONAL EXPOSURE



With the nation's economy in a downturn, the single-tenant net-lease segment of the market is becoming a preferred alternative for investors, particularly in 1031 tax exchanges. These transactions allow investors to defer capital gains in a sale and, at the same time, meet their financial goals without assuming property management responsibilities. As the nation's leading STNL brokerage, the NLPG has the resources and listing inventory to make a market for each 1031 exchange.

The NLPG's database of thousands of investment properties allows agents to qualify and match STNL properties to the specific needs of each investor. In the

successful exchange involving a Tempe, Ariz., Village Inn, the Southern California-based buyer had considered several potential exchange properties under the guidance of her NLPG agent. In each case, however, the structure of the exchange did not meet the buyer's specific requirements. Within a short time, the selling agent accessed the Tempe listing in the CNL Franchise Network portfolio, one of over 200 NNN-leased investment properties totaling more than \$250 million that the NLPG marketed on behalf of CNL. The property matched the buyer's needs exactly, and the transaction closed at maximum value in a short period of time.

Bernard J. Haddigan, National Director
Retail / Net Leased Properties Group
(770) 393-1700
bhaddigan@marcusmillichap.com