



DIRECT PRINCIPAL – Acquisition Requirement

Seeking Ground Leases, Single & Multi-Tenant Retail and Industrial Properties, Developable Pads and Corners for Development

I am constantly looking for properties that fit the criteria described herein in multiple western states (California, Hawaii, Oregon, Colorado and Washington). If you are aware of the following types of retail and industrial properties: ground leased (fee interest), single and multi-tenant retail, fast food, gas station and bank properties with below market rents, which may fit my criteria.

I would prefer to purchase the land under single family residences, condominium projects, shopping centers, industrial properties, fast food restaurants, mobile home parks, apartment buildings, hotels/motels, or office buildings. I'll buy property from \$500,000 to \$10,000,000. Basically, I want the ground lease tenant to have a substantial equity position, so that I know that they will be likely to continue tenancy and payments on the lease. I want to purchase sites where, in the event that I get the improvements back (due to a lease default or reversion at the end of the lease term), then I am rewarded for the time and trouble. I can react quickly and close quickly.

I also acquire multi-tenant and single tenant below market leased retail, fast food, bank, and industrial properties as long as they have mature below market leased (no sale-leasebacks or recently leased) buildings that will have a residual value later. I will accept lower than current market returns in exchange for future increases and/or fair market value rent adjustments. (I'll buy at low cap rates to get what I want!)

Please keep me in mind as a **Direct Principal Buyer** to whom you could broker these types of properties. Even if the property is not currently for sale, you could let the owner know that you have a Buyer when they are ready to sell. I own numerous fee land parcels which are ground leased to tenants who have their own improvements on the sites. (This is my main focus) But I also am actively involved in buying properties with below market rents. I am looking to acquire many more of these. If you know of any properties which may fit my criteria, please keep me in mind now or at any time in the future. I am buying as a principal. As a Broker, I know you need to earn a living. If you do not control the property, I am willing to pay your fee and sign any paperwork necessary to protect your commission. In most instances, I am an all cash Buyer so there will not be a loan contingency.

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Jones RE

Commercial Real Estate

Recent Acquisitions, Developments, Management and Renovation Projects

Listed below are some projects I am currently working on:

Recent Acquisitions:

- J* A major ground lease on a signalized corner containing a supermarket.
- J* A five tenant retail center behind Disneyland.
- J* Two tenants on pads in Los Angeles.
- J* Four acres in Orange County.
- J* Fifty-five acres for subdivision in Hawaii.

Developments:

- J* Now leasing a free standing single or 4 tenant signalized retail pad. Approximately 1,000 to 5,000 square feet. Prospects include retail, medical/office, financial institutions, and restaurants.
- J* Vons anchored retail pad former Exxon Mobil on the NWC of Imperial Hwy. & Beach Blvd. in La Habra – 2 financial institutions are offering to ground lease. We closed non entitled and contaminated. We are currently obtaining entitlements subject to no further action letter on the pad.
- J* A five tenant retail pad adjacent to a Starbucks & Subway with Big Lots as the anchor. Tenants include: H&R Block, Verizon Wireless, Flame Broiler, OC Yogurt, and WingStop.
- J* A five tenant retail pad NWC of Imperial Hwy. and Beach Blvd. anchored by Vons in La Habra. Tenants include: Quiznos, Great Clips, Star Nails, L&L Hawaiian BBQ, and UPS Store.
- J* 70,000 square foot free standing bldg. on 10 acres. Tenant Home Depot/ HD Supply. Long term hold value add at Lease expiration.
- J* A free standing single tenant retail pad for Starbucks adjacent to McDonalds at the I-10 and Waterman off ramp in San Bernardino.

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Management and Renovation Projects

Property Renovation Projects:

- J* A 15,000 square foot, ten tenant, retail center completely remodeled and upgraded with below market gross rents converting to net leases.
- J* A four tenant, 7-Eleven anchored, retail pad under renovation and façade enhancement with below market rents.
- J* A 17,000 square foot, multi-tenant shopping center with below market rents to start renovation and façade enhancements first quarter 2011.
- J* Four two-story, office buildings converted to Office Condominiums.
- J* Ten acres formerly HD Supply. Plans call for a supermarket, home improvement tenant acre, drug store, and fast food pads.

All properties are located on signalized or point corners.

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