

Success Marketing Plan

My Focus: To establish a success marketing plan with the ultimate goal of selling your property for the highest price the market will allow in the shortest period of time possible.

What I Know

- (1) It's unacceptable to leave your money on the table
- (2) Properties sell for two reasons: Price and Exposure
- (3) The pricing game is all about justification--Buyer's, Buyer's Agent's, Appraiser's
- (4) Pricing is more about the actual numbers
- (5) Pricing and Value can change based on the current rent roll, closed sales, new competitive properties and market condition shifts

Success Marketing Plan

My Role--What you can expect from me as your listing consultant

- (1) Stay focused on satisfying your needs
- (2) Provide continuous comprehensive market information and recommend the best pricing strategy
- (3) Communicate openly and frequently
- (4) Respect your time, needs, and finances
- (5) Represent your best interest in any and all negotiations
- (6) Withhold any confidential information that will affect the sale of your property

My Three Vital Listing Agent Responsibilities

- (1) Marketing exposure
- (2) Lead Generation--Finding the buyer
- (3) Lead Conversion--Attracting the buyer

Success Marketing Plan

SUCCESS STEPS

- (1) List on SmartMLS: Prepare and submit your listing to SmartMLS which represents over 18,000 real estate professionals and covers all eight Connecticut counties, making it among the twenty largest MLS systems in the country. Though the third smallest state, Connecticut has the highest per capita income in the United States and boasts a massive \$13B in real estate transactions annually.
- (2) Once your property is listed on SmartMLS it will be syndicated to close to 100 websites to include remax.com and global.remax.com.
- (3) Your property will be exposed to the RE/MAX Commercial network which is one of the largest commercial networks in the world. We currently have 4,000 plus RE/MAX Commercial Practitioners who transacted 38,000 plus transactions in 2019 representing \$13.6B in commercial sales and lease volume. We currently have 665 Commercial offices and divisions in 73 countries that have commercial representation.

Success Marketing Plan

SUCCESS STEPS

- (4) Your property will be listed on LoopNet. LoopNet is an online marketplace for commercial property with more than 8 million registered members and 5 million unique monthly visitors.
- (5) Your property will also be listed on CREXi. The CREXi platform combines an active sales and leasing marketplace with marketing, analytics, and deal management tools designed to help brokers, buyers and tenants eliminate time-consuming processes, find properties, and close deals faster. CREXi has \$600B in property value listed and more than \$100B in property closed.
- (6) Your property will also be listed with CTCList. CTCList is the Connecticut Commercial Information Exchange for commercial property listings for sale or lease.
- (7) We will directly market your property to our list of 600+ Connecticut commercial brokers.

Success Marketing Plan

SUCCESS STEPS

- (8) Professional Photographer: I use a professional photographer in order to show your property at its best. Photos will include aerial photos done via drone.
- (9) Signage: We will maximize the showing potential of your property through the use of professional signage.
- (10) I will host a Commercial Brokers' Open House.
- (11) Office Notification: We will promote your property to our entire office within 24 hours of it being listed on SmartMLS.
- (12) Communication: Follow up on showings and advise you of results and comments.
- (13) Seller's Weekly Progress Report sent to you periodically with sold properties, competition in the market, etc.
- (14) Property Book: To display at the property. It will include photos, property description, site plan, etc.

For Sale:
\$3,450,000

Contract Rent: \$426,000/Yr. TNET

Presented by:
RE/MAX Right Choice
Commercial and Investment



For more information contact:

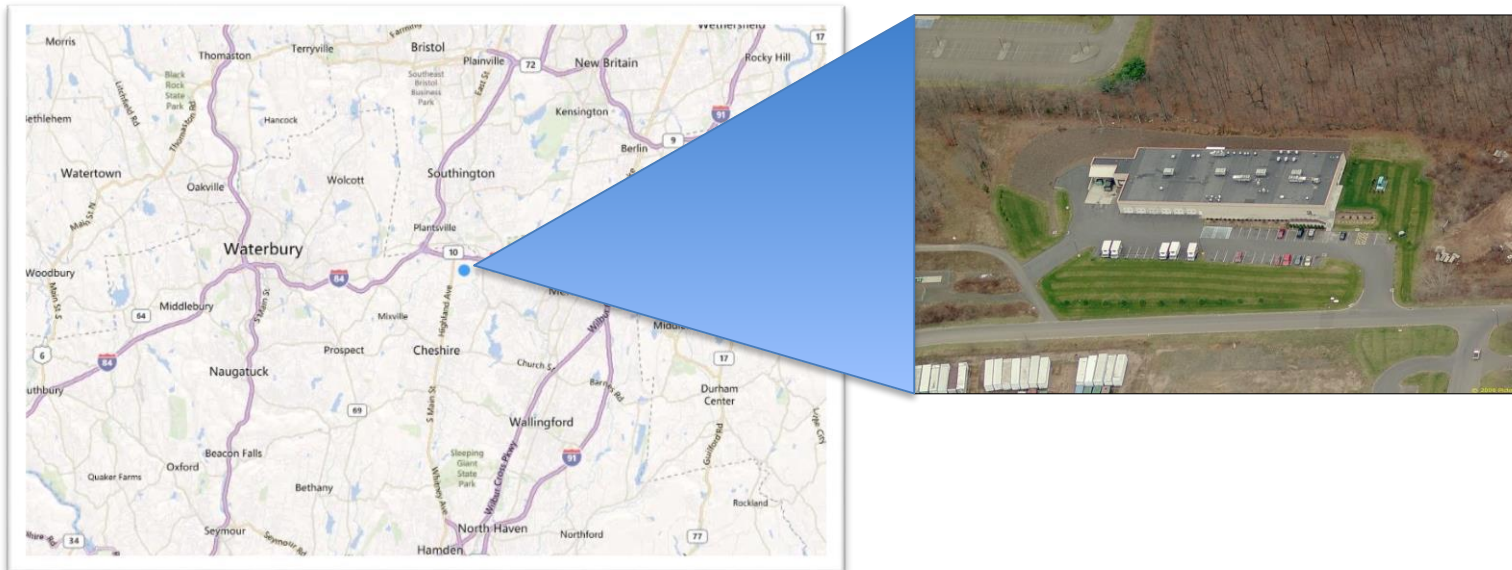
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Property Highlights:

- I-2 Zone Ind./Manufacturing
- Building Size: 23,300 SF
- Built circa 2002
- Lot Size: 3.3 Acres
- Taxes: \$33,542/yr (2011 G.L.)
- Central Location off I691 in neighborhood of Whole Foods CT Distr. Center.

For more information contact:

- **Sale Leaseback**
- Contract Rent: **\$426,000/year** TNET fixed through October 2023.
- Renewal options at \$7/SF TNET.
- Asking price represents 9% IRR.



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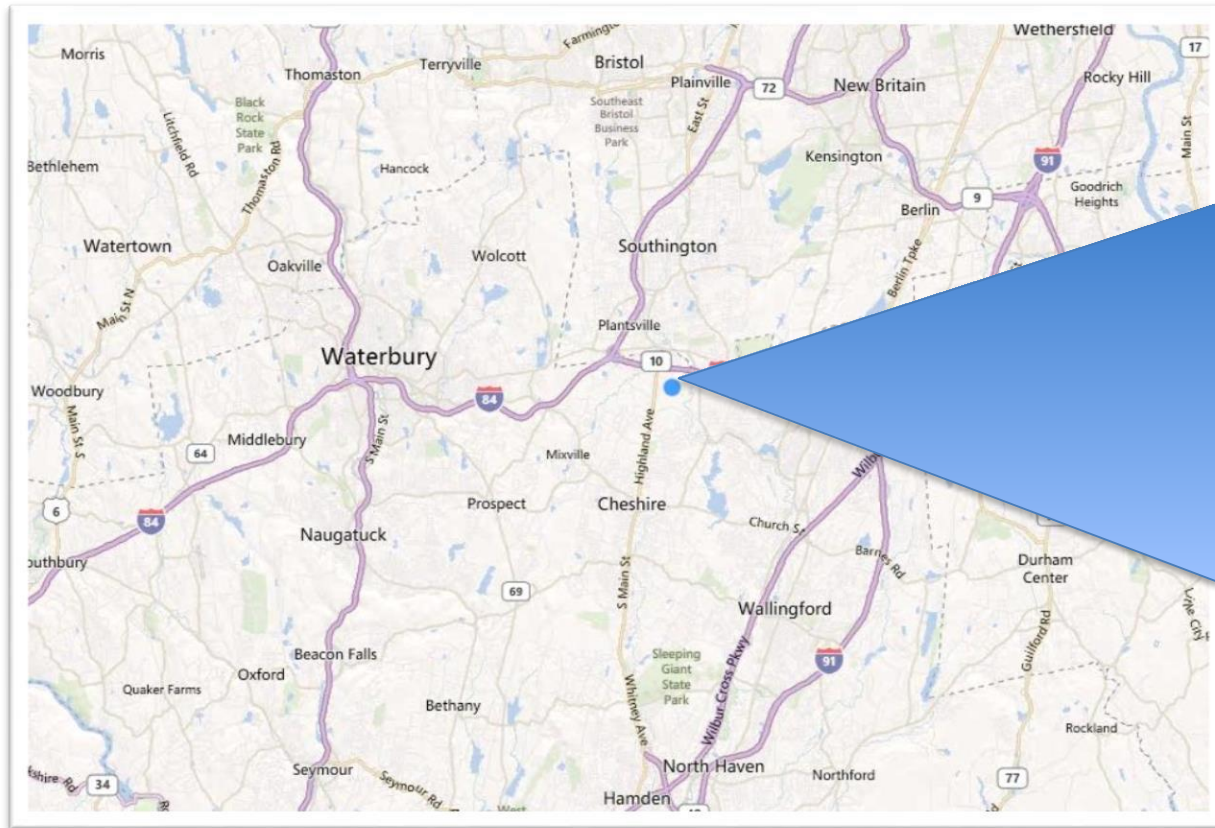
Confidential Offering Package

The information contained in the following marketing brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from RE/MAX Right Choice Commercial and Investment and should not be made available to any other person or entity without the written consent of RE/MAX Right Choice Commercial and Investment. The information contained herein is not a substitute for a thorough due diligence investigation. RE/MAX Right Choice has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, and any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this marketing brochure has been obtained from sources we believe to be reliable; however, RE/MAX Right Choice has not verified, and will not verify, any of the information contained herein, nor has RE/MAX Right Choice conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

The owner reserves the right to withdraw the Property from the market or change the terms of the offering at any time, and will have no legal obligation unless and until written agreements have been approved and executed by all parties involved in the Purchase of the Property.

This document is provided subject to errors, omissions, prior sale, change of price or terms, and other changes in the information and is subject to modification or withdrawal with or without notice.

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Executive Summary:

Price: \$3,450,000

NOI: (Yr 1-10): \$426,000

Yr 1 Cap Rate: 12.40%

Cash on Cash Return: 12.40%

IRR: 9%



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RE/MAX Right Choice
 Commercial and Investment

Financial Information

		Year 1	Year 10	Year 11	Reversion Cap Rate	9.00%
					Reversion From Sale	\$1,796,463
<u>PGI</u>		\$426,000	\$426,000	\$163,315	Cost of Sale	6.00%
<u>V&L and</u>					Net Reversion from Sale	\$1,688,675
<u>Oper. Exp.</u>	1.00%	\$4,260	\$4,260	\$1,633		
<u>EGI</u>		\$421,740	\$421,740	\$161,682		
<u>NOI</u>		\$421,740	\$421,740	\$161,682		
<u>NPV of CF</u>	9.00%	\$3,419,897				
<u>Contract Rent</u>						
<u>Y1-10</u>		\$18.28/sf				

City of Cheshire, CT

Cheshire is located in Southwestern Connecticut in New Haven County. Cheshire is located in the midst of several major cities of Connecticut. It is 14 miles north of New Haven, 25 miles south of the capital city, Hartford, 30 miles northeast of Bridgeport, and Waterbury is located directly adjacent to Cheshire.

Interstate 691 is located on the northern edge of town and connects directly to Interstate 91, one of the major north-south thoroughfares in the state of Connecticut. Interstate 84 passes through the northwest part of town and connects directly to Route 8.

As of the 2000 census, there were 28,543 people in Cheshire and 9,349 households. The median household income was \$80,466.

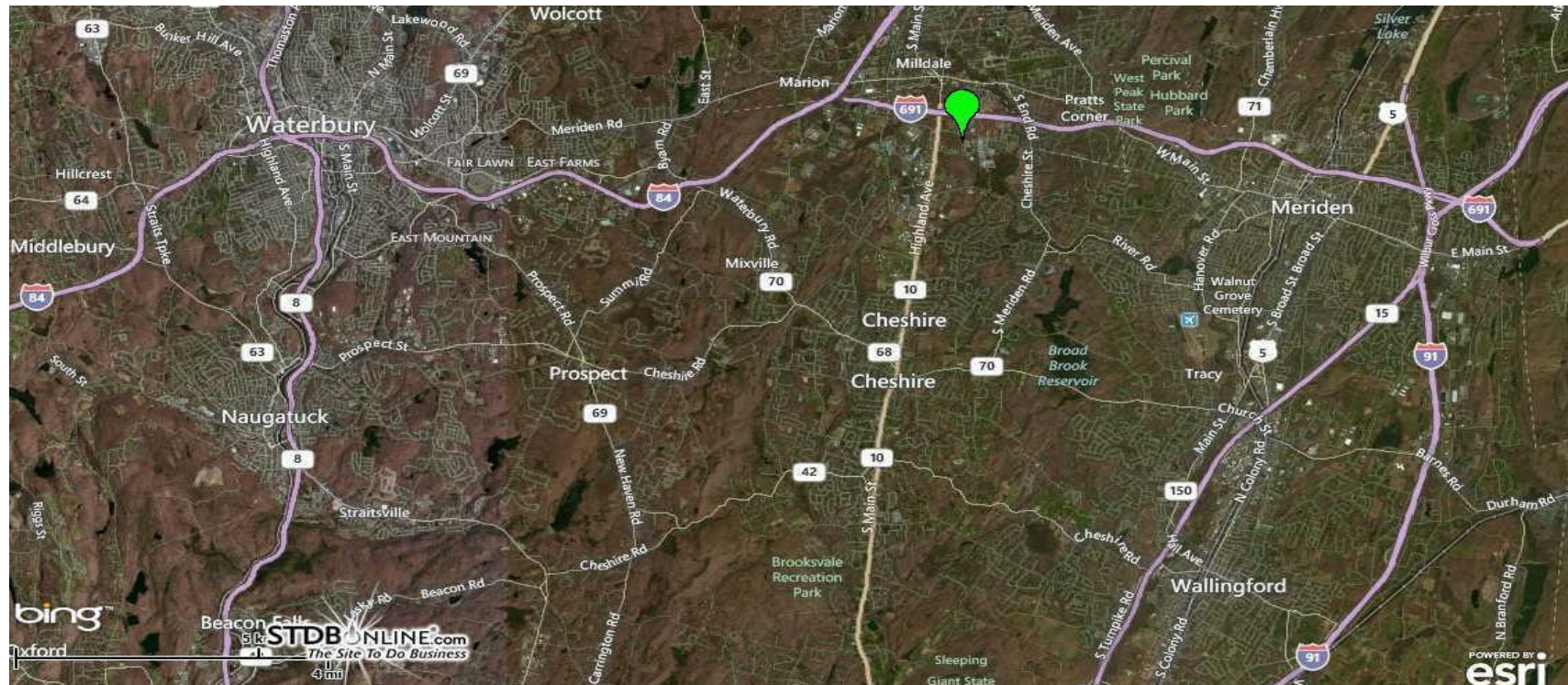
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	10 Minutes	20 Minutes	30 Minutes
2010 Population	104,333	611,627	1,348,418
2015 Population	105,311	617,977	1,360,643

	10 Minutes	20 Minutes	30 Minutes
Total Businesses	4,099	25,160	58,332
Total Employees	43,009	296,586	735,638

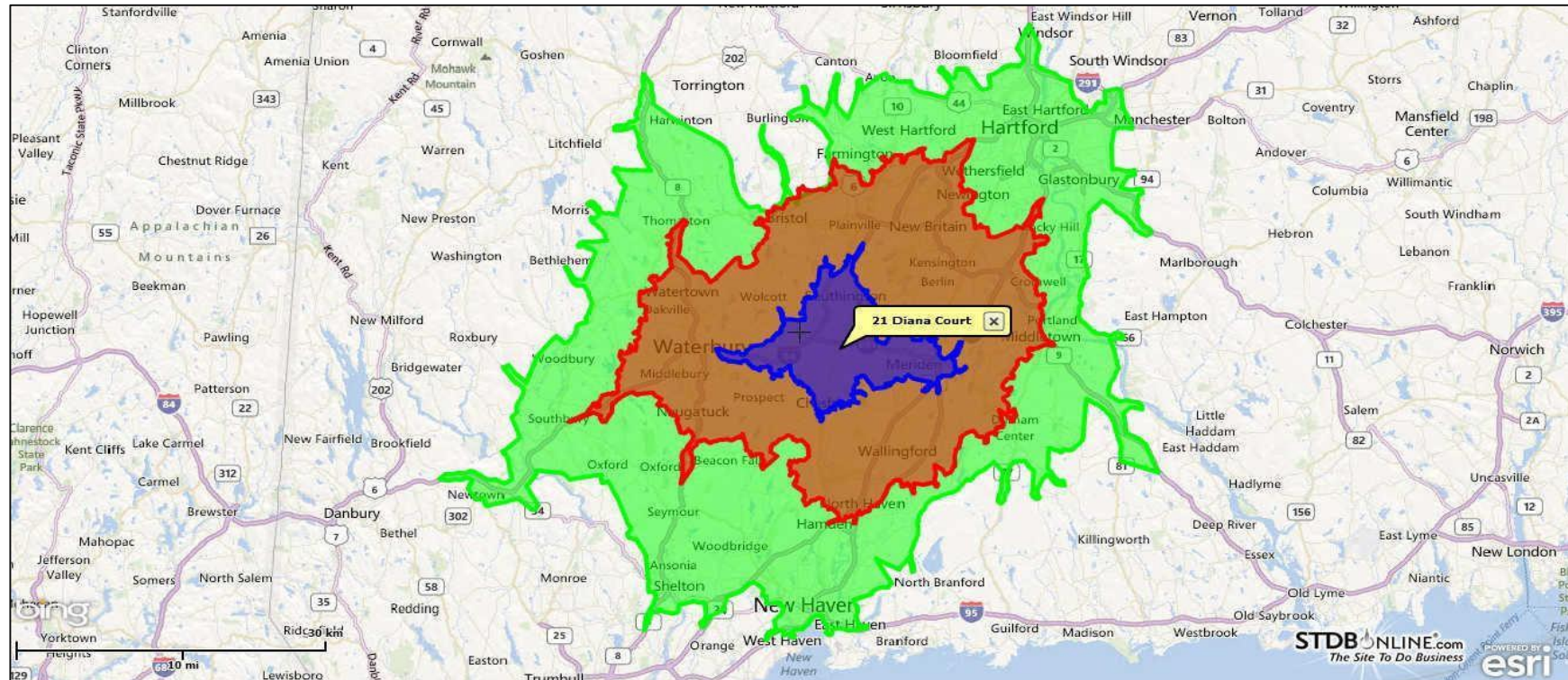
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Major Thoroughfares



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Drive Time Map



- 10 Miles
- 20 Miles
- 30 Miles

Commercial Exclusive Right to Sell/Lease/Exchange Agreement

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This Agreement made at _____, Connecticut _____
between _____
hereinafter _____
individually or collectively called SELLER and (Insert Firm or Broker Name) _____
hereinafter individual or collectively called AGENCY, as follows:

1. **SELLER**, duly authorized, hereby appoints AGENCY as exclusive agent and grants AGENCY the exclusive right to sell, lease or exchange the Property (hereinafter called "PROPERTY") known as _____, Connecticut _____.
2. This Agreement shall commence on _____ and shall expire on _____.
3. SELLER agrees to refer to AGENCY all requests for information about showings or offers for the PROPERTY, and to advise said AGENCY of any contacts made by any prospective buyer, tenant, or other broker.
4. AGENCY agrees to list the PROPERTY, and to actively attempt to sell or lease the PROPERTY, promote and solicit through advertising media such as newspapers, signs, and multiple listing services, and otherwise employ its services to bring about a sale, lease, or exchange of the PROPERTY. SELLER hereby authorizes AGENCY's use of multiple listing services, the Internet for marketing purposes, placement of appropriate signs (including "For Sale", "Sold", and "For Lease", as applicable) and cooperation with and compensation to other brokers.
5. SELLER authorizes AGENCY to offer the PROPERTY for a sale or exchange price of: \$ _____.

6. (LEASE ONLY) - An annual rental of: \$ _____ and the following lease expenses:

(Indicate those to be paid by Tenant)

- | | |
|---|---|
| <input type="checkbox"/> Taxes _____ | <input type="checkbox"/> Interior Maintenance _____ |
| <input type="checkbox"/> Tax escalation _____ | <input type="checkbox"/> Exterior Maintenance _____ |
| <input type="checkbox"/> Insurance _____ | <input type="checkbox"/> Cost of Living Adj. _____ |
| <input type="checkbox"/> Insurance escalation _____ | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Heat _____ | |
| <input type="checkbox"/> Electricity _____ | |

7. SELLER agrees that whenever during the term of this Agreement (except as set forth in paragraph 7b) the PROPERTY shall have been sold, leased, or exchanged or a buyer or tenant procured, ready, able and willing to purchase, lease, or exchange the PROPERTY for the terms as shown in No. 5 and No. 6 above, or for any other price or upon such terms as may be agreed to by the SELLER as signified by the buyer's or tenant's execution of a written purchase contract or lease, the SELLER will owe the AGENCY a commission, as follows: *(Specify commission arrangement below)*

- ☐ Building _____
- ☐ Land _____
- ☐ Exchange -Commission paid by each principal _____
- ☐ Leases: First _____ years _____
- Next _____ years _____
- Next _____ years _____

7a. The sale, transfer, transfer of substantially all of the assets, or assignment or other acquisition of an interest in an entity that has an ownership interest or controls the Property, through merger, entity conversion or otherwise, or an investment in the Property in any form or a lease with an option to purchase, or the accomplishment of any of

the foregoing through the use of a parent, subsidiary or single-purpose entity shall be considered a "sale" of a property for purposes of this Agreement. Whenever compensation is expressed as a percentage of the sale price of the Property, the "sale price" shall be defined as the gross purchase price, the appraised value, or exchange value or the consideration set forth for conveyance or controlling entity tax purposes, or the gross amount of any investment or other acquisition of an interest in the property or an entity that has an ownership interest or controls the Property, whichever amount is greater.

- 7b. All lease commissions are due and payable upon execution of lease unless AGENCY and SELLER agree otherwise. SELLER agrees to pay a commission in the amount of the "Leases" commission noted above on any renewals, enlargements, exercise of lease options, or new leases between SELLER and a tenant procured during the term of this Agreement. Such commission shall be due and payable at the commencement of the new lease, enlargement, renewal, or option term, unless Agency and Seller agree otherwise.
- 7c. SELLER also agrees to pay a service fee of \$_____ should the PROPERTY be sold to a tenant procured under this Agreement, during the term of said tenant's lease, for a purchase price of \$_____ or for any other price or upon such terms as may be agreed to by the SELLER subject to the provisions of 7a above.
8. SELLER shall pay the commission set forth above if SELLER sells, leases, or exchanges PROPERTY within _____ days of the expiration of this Agreement to anyone AGENCY introduced to the PROPERTY during the term of this Agreement. This provision shall be null and void in the event SELLER executes an Exclusive Listing Agreement with another broker that takes effect after the expiration of this Agreement.

9. SELLER agrees to pay AGENCY reasonable attorney's fees if AGENCY must take any action to collect any commission that shall become due and payable under the terms and conditions of this Agreement. SELLER agrees to name AGENCY in all agreements entered into with any purchaser or tenant procured in accordance with this Agreement and shall also reference any commissions due or which may become due pursuant to this Agreement.

10. This Agreement shall be binding upon the parties hereto, their respective heirs, successors, assigns, executors, and administrators. If SELLER is a corporation, partnership or LLC, the person signing below represents that he or she is duly authorized to execute this Agreement and understands that AGENCY relies on this representation.

11. Statements required by Connecticut Law:

- THIS AGREEMENT IS SUBJECT TO THE GENERAL STATUTES PROHIBITING DISCRIMINATION IN COMMERCIAL AND RESIDENTIAL REAL ESTATE TRANSACTIONS (C. G. S. TITLE 46A, CHAPTER 814c).
- THE REAL ESTATE BROKER MAY BE ENTITLED TO CERTAIN LIEN RIGHTS PURSUANT TO SECTION 20-325a OF THE CONNECTICUT GENERAL STATUTES.
- **NOTICE: THE AMOUNT OR RATE OF BROKER COMPENSATION IS NOT FIXED BY LAW. IT IS SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN YOU AND BROKER.**

12. SELLER acknowledges that the transaction evidenced by this Agreement is a "commercial transaction" within the meaning of Chapter 903a of the Connecticut General Statutes, as amended. SELLER waives any right which SELLER might have to a notice and a hearing or a prior court order, under said Chapter 903a or as otherwise provided under any applicable federal or state law, in the event the Agent seeks any prejudgment remedy in connection with any suit on this agreement, including any extensions or renewals of it.

13. SELLER agrees that this Agreement may be signed and kept as an electronic record. SELLER'S electronic addresses are: Fax number: _____ and E-mail address: _____.

A "signature" shall be a representation of the signatory's name on a fax or a transmission from the signatory's e-mail address which transmission contains the signatory's e-mail address, name or a representation of the signatory's signature. The parties to this Agreement will immediately inform the other party of any change to e-mail addresses or fax numbers.

Listing AGENCY

Authorized Agent

Street Address

City

State

Zip

SELLER'S Signature

SELLER'S Street Address

City

State

Zip

SELLER'S Signature

SELLER'S Street Address (If different than stated above)

City

State

Zip

CORPORATE, PARTNERSHIP OR LLC SELLER-PRINT
Name of CORPORATION, PARTNERSHIP OR LLC

Street Address

City

State

Zip

By:

Signature of authorized officer and title

Commercial Open Right to Sell/Lease/Exchange Agreement

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This Agreement made at _____, _____ between _____
_____ (hereinafter individually or collectively called "SELLER"), and
_____ (hereinafter individually or collectively called "AGENCY") as follows:

1. SELLER, duly authorized, hereby appoints AGENCY on a non-exclusive basis and grants AGENCY the right to sell, lease or exchange the Property (hereinafter called "PROPERTY") known as _____, Connecticut. SELLER reserves the right to sell, lease or exchange the PROPERTY itself or through other brokers or agents, in which case this Open Right to Sell, Lease or Exchange Agreement shall automatically terminate unless compensation has already been earned pursuant to the terms of this Agreement.

2. This Agreement shall commence on _____ and shall expire on _____.

3. SELLER agrees to advise AGENCY if SELLER executes an exclusive listing agreement with any other broker or agent.

4. AGENCY agrees to list PROPERTY, and to actively attempt to sell or lease PROPERTY, and to promote, solicit through advertising media such as newspapers, signs, and multiple listing services, and otherwise employ its services to bring about a sale, lease, or exchange of PROPERTY. SELLER hereby authorizes AGENCY'S use of multiple listing services, placement of appropriate signs (including "For Sale", "Sold", and "For Lease", as applicable) and cooperation with and compensation to other brokers, whether acting as SELLER agents or buyer agents.

5. SELLER authorizes AGENCY to offer PROPERTY for a sale or exchange price of _____.

6. (LEASE ONLY) - An annual rental of: _____ and the following lease expenses:
(Indicate those to be paid by tenant)

☐ Taxes _____
☐ Tax escalation _____
☐ Insurance _____
☐ Insurance escalation _____
☐ Heat _____

☐ Interior Maintenance _____
☐ Exterior Maintenance _____
☐ Cost of Living Adj. _____
☐ Other _____
☐ Electricity _____

7. SELLER agrees that whenever during the term of this Agreement, PROPERTY shall have been sold or exchanged, to a purchaser procured by AGENCY and ready, willing and able to purchase or exchange property for the list price, or for any other price or upon any other terms as may be agreed to by SELLER, SELLER will owe AGENCY compensation as set forth below.

Building _____ Land _____
 Exchange - Compensation paid by each principal _____
 Leases: First _____ years _____
 Next _____ years _____ Next _____ years _____

The sale, transfer, transfer of substantially all of the assets, or assignment or other acquisition of an interest in an entity that has an ownership interest or controls PROPERTY, through merger, entity conversion or otherwise, or an investment in PROPERTY in any form or a lease with an option to purchase, or the accomplishment of any of the foregoing through the use of a parent, subsidiary or single-purpose entity shall be considered a "sale" of a PROPERTY for purposes of this Agreement. Whenever compensation is expressed as a percentage of the sale price of PROPERTY, the "sale price" shall be defined as the gross purchase price or exchange value or the consideration set forth for conveyance or controlling entity tax purposes, or the gross amount of any investment or other acquisition of an interest in PROPERTY or an entity that has an ownership interest or controls PROPERTY, whichever amount is greater.

7a. All sale or exchange compensation is payable upon transfer of title unless there is an acquisition of an entity in which event compensation is payable immediately.

7b. All lease compensation is due and payable upon execution of lease or occupancy by tenant, whichever first occurs, unless AGENCY and SELLER agree otherwise. SELLER agrees to pay compensation in the amount of the "Leases" compensation noted above on any renewals, enlargements, exercise of lease options, or new leases between SELLER and a tenant procured during the term of this Agreement or if tenant is a subsidiary, such tenant's parent entity. Such compensation shall be due and payable at the commencement of the new lease, enlargement, renewal, or option term, unless AGENCY and SELLER agree otherwise.

7c. SELLER also agrees to pay a service fee of _____ should PROPERTY be sold to a tenant procured under this Agreement, during the term of said tenant's lease, for a purchase price of _____ or for any other price or upon such terms as may be agreed to by SELLER.

8. SELLER shall pay the compensation set forth above if SELLER sells, leases, or exchanges PROPERTY within _____ days of the expiration of this Agreement to anyone AGENCY introduced to PROPERTY during the term of this Agreement. This provision shall be null and void in the event SELLER executes an exclusive listing agreement with another broker that takes effect after the expiration of this Agreement.

9. SELLER agrees to pay AGENCY's attorney's fees and costs of collection if AGENCY must take any action to collect any compensation that shall become due and payable under the terms and conditions of this Agreement. SELLER agrees to name AGENCY in all agreements entered into with any purchaser or tenant procured in accordance with this Agreement and shall also reference any compensation due or which may be come due pursuant to this Agreement.

10. This Agreement shall be binding upon the parties hereto, their respective heirs, successors, assigns, executors, and administrators. If SELLER is a corporation, any form of partnership or LLC, the person signing below represents that he or she is duly authorized to execute this Agreement and understands that AGENCY relies on this representation.

11. **NOTICE** - Statements required by Connecticut Law:

- THIS AGREEMENT IS SUBJECT TO THE GENERAL STATUTES PROHIBITING DISCRIMINATION IN COMMERCIAL AND RESIDENTIAL REAL ESTATE TRANSACTIONS (C. G. S. TITLE 46A, CHAPTER 814).
- THE REAL ESTATE BROKER MAY BE ENTITLED TO CERTAIN LIEN RIGHTS PURSUANT TO SECTION 20-325a OF THE CONNECTICUT GENERAL STATUTES.
- **THE AMOUNT OR RATE OF BROKER COMPENSATION IS NOT FIXED BY LAW, IT IS SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN YOU AND BROKER.**

12. SELLER acknowledges that the transaction evidenced by this Agreement is a "commercial transaction" within the meaning of Chapter 903a of the Connecticut General Statutes, as amended. SELLER waives any right which SELLER might have to a notice and a hearing or a prior court order, under said Chapter 903a or as otherwise provided under any applicable Federal or State Law, in the event AGENCY seeks any prejudgment remedy in connection with any suit on this agreement, including any extensions or renewals of it.

13. SELLER agrees that this Agreement may be signed and kept as an electronic record. SELLER'S electronic addresses are:

Fax number: _____ and E-mail address is: _____.

A "signature" shall be a representation of the signatory's name on a fax or a transmission from the signatory's e-mail address which transmission contains the signatory's e-mail address, name or a representation of the signatory's signature. The parties to this Agreement will immediately inform the other party of any change to e-mail addresses or fax numbers.

14. SELLER(S) acknowledge(s) receipt of a copy of this Agreement.

Listing AGENCY

SELLER'S Signature

Authorized Agent

SELLER'S Street Address

Street Address

City State Zip

City State Zip

PRINT Name of CORPORATION, PARTNERSHIP, LLC

Street Address

City State Zip

By: _____

Signature of officer, partner, member or manager

NOTE: This Agreement is for commercial real estate transactions as defined in §20-325a of the General Statutes
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Revised July 31, 2002; October 6, 2003; July 1, 2010

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Exclusive Sale Listing Agreement

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EXCLUSIVE SALE LISTING AGREEMENT

I _____ Owner(s) of property at _____ I _____
authorize ABC Real Estate to act as our broker for a period of _____ months. I (We) hereby grant ABC
Real Estate permission to erect a sign.

Date: _____

If during the term of this agreement ABC Real Estate produces a purchaser ready, willing and able to purchase the property at the price and terms stated herein, or later agreed upon, or if a sale or exchange of the property is made after the term of this agreement to a purchaser procured by ABC Real Estate during the term of this agreement, I (we) agree to pay ABC Real Estate a commission of ____% of the gross selling price.

Under certain circumstances the Broker may have the right to attach a lien against commercial real property to secure payment of any compensation due the Broker. Those circumstances are set forth in Section 20-325a (c) of the Connecticut General Statutes.

NOTICE: THE AMOUNT OR RATE OF REAL ESTATE COMMISSIONS IS NOT FIXED BY LAW. THEY ARE SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN THE SELLER AND BROKER. THIS AGREEMENT IS SUBJECT TO THE APPLICABLE PROVISIONS OF PUBLIC ACT 90-246 (THE CONNECTICUT FAIR HOUSING STATUTE).

Sales Price: \$ _____

Terms: _____ Inclusions: _____

Exclusions: _____ Exclusive Listing Begins: _____

Exclusive Listing Expires: _____

ABC Real Estate
123 Main Street, Trumbull, CT 06611

By: _____
(Listing Agent)

(Owner)

(Address)

This agreement is subject to Section 46a-64 of the General Statutes as amended. (Public Accommodations Act).

Leasing Commercial Real Estate – Representing a Landlord

GHAR

- Commercial Exclusive Right to Represent Buyer/Tenant Contract (B)
- Letter of intent to Lease Commercial Real Estate (C)

CTR

- Commercial Exclusive Right to Sell/Lease/Exchange Agreement (D)
- Commercial Open Right to Sell/Lease/Exchange Agreement (E)

RMRC

- Customized Commercial Exclusive Right to Represent Buyer/Tenant Contract (F)
- Customized Letter of intent to Lease Commercial Real Estate (G)
- Customized Letter of intent to Purchase Commercial Real Estate (H)
- Confidentiality Form (I)

Commercial Real Estate Terms for Leasing

Anchor Tenant

The primary and usually the largest tenant in a shopping center. Larger shopping centers may have more than one anchor tenant. Rent for anchor tenants is often significantly lower than rent for other tenants in a shopping center because they draw consumers to the center.

Base Rent

The minimum rent due to the landlord. Typically, it is a fixed amount. This is a face, quoted, contract amount of periodic rent. The annual base rate is the amount upon which escalations are calculated.

Common Area

The generally accessible areas found on each floor of an office building such as washrooms, janitorial closets, electrical rooms, telephone rooms, mechanical rooms, elevator lobbies and public corridors that are available for use by all tenants on that floor. It does not include major vertical penetrations such as elevator shafts, stairways, equipment runs, etc., (identified as percentage of rentable area).

Core Area

The common area plus vertical penetrations in an office building measured in square feet. Core area is typically expressed as a percentage of net rentable area. This factor, which ranges from 5 to 20 percent for typical office buildings, can be computed for an entire building or a single floor of a building.

Creditworthy Tenant

A tenant without a business that has been in existence for numerous years, that has strong financial statements, or that has a large market presence that could be rated as investment grade by a rating agency. Financial and business stability implies that the tenant is highly likely to honor its lease commitment; the tenant is, therefore, viewed as a low-risk renter. Buildings with credit tenants as anchors are considered less risky investments for lenders.

Gross Lease

A legally binding contract in which a landlord receives stipulated rent from a tenant and is obligated to pay all or most of the property's operating expenses and real estate taxes

Note: Disclosure of the specified costs of operation is required in some states.

Ground Lease

A lease agreement (contract) whereby the landowner (lessor) agrees to lease a parcel of land for a set period of time to a third party (lessee). Depending on the agreement, the lessor can stipulate what the lessee can or cannot do with the property or build on the property. The lease term is typically 20 years or more, but many extend to 99 years. Upon expiration of the lease agreement, the lessor typically gains control and ownership of whatever is constructed on the land, unless the lease is renewed, or an exception is created in the lease.

Load Factor or Core Factor

The load factor is calculated by dividing the rentable building area (RBA) by the usable area. This factor can then be applied to the usable area to convert it to RBA for comparison. In markets where space is leased on the basis of usable area, if the load factor is 15 percent, then the usable area can be multiplied by 1.15, resulting in RBA. (Synonym: add-on factor)

Net Lease

A lease in which the tenant pays a share of operating expenses in addition to the stipulated rent. Disclosure of the specific expenses to be paid directly by the tenant is required.

Pro Rata Share

The percentage that, when multiplied by reimbursable expenses (less an expense stops if referring to a gross lease), equals the amount to be reimbursed by a tenant to the landlord for expense recoveries. Typically, the percentage is calculated by dividing the net rentable area of a tenant's leased premises by the net rentable area of the building, although this is not always the case.

Rentable Building Area (RBA)

The total square footage of a building that can be occupied by or assigned to a tenant for the purpose of determining a tenant's total rental obligation. Generally, RBA includes common areas in the building including hallways, lobbies, bathrooms, and phone/data closets. (Synonym: gross building area).

Operating Expenses

Your annual operating expenses of the property typically include taxes, insurance, utilities common area, management fees, payroll, landscaping, maintenance, supplies, repairs, heating and air service controls, elevator service controls, and snow removal. This category doesn't include mortgage payments or interest expense.

Shell Space

Space within a property that is currently not built out.

Tenant Improvements

Preparation of leased premises prior to or during a tenant's occupancy, which may be paid for by either the landlord, the tenant, or both.

TI Allowance From Owner

Entry on the tenant's cash flow form. A specified amount of money the owner will pay for tenant improvement.

Triple Net Lease

A lease agreement whereby the tenant pays taxes, maintenance and property insurance as well as all operating costs associated with the tenant's occupancy, including personal property taxes, janitorial services and all utility costs. The landlord is usually responsible for the roof and the structure and sometimes the parking lot.

Usable Area

This relative term is best compared to rentable area. Usable area is the amount of space that can actually be used by tenants within the space they lease. For example, columns inside a tenant space are counted in the measure of rentable area, but the space occupied by a column cannot be used by the tenant. A tenant's usable area does not include common areas in the building.

Vacancy Rate

A measurement expressed as a percentage of the total amount of vacant space divided by the total amount of inventory, this measurement is typically applied to a building, a submarket or a market. Your vacancy rate is the number of vacancies divided by the number of units: $\text{Vacancy rate} = \text{number of vacancies} \div \text{number of units}$

Work Letter

A legal document that outlines the obligations of the landlord relative to the improvements necessary to prepare leased premises for a tenant's occupancy. Items typically found in a work letter include a description of the improvements, the cost thereof, and the portion of the cost to be paid by the landlord, the competition date and the insurance requirements of contractors performing the improvements.

Leasing Commercial Real Estate - Representing a Landlord

- A. Pre-touring the property
- B. Determine what the landlord is trying to accomplish....timetable, lease rate, why he has called you.
- C. Determine what is included:
 - 1. Does the landlord have a standard lease you can review?
 - 2. Is the lease NNN, Gross, or Modified Gross ?
 - 3. If it is NNN or Modified Gross, what is the additional rent?
 - 4. Is there any tenant fit-up allowance?
 - 5. Is the lease square footage being offered useable or rentable?
 - 6. Is there a minimum acceptable lease term?
 - 7. What signage is available?
 - 8. Are there are any parking restrictions?
 - 9. How many total parking spaces does the building have?
 - 10. Do you have a site plan that identifies all the available parking?

11. Is a security deposit required? If so, how many months?
12. What is the loss factor% for the building?
13. What utilities are tenants responsible for? Electric, heat, water, etc.
14. Is cleaning included inside the tenant space?
15. Are there any other expenses the tenant would be expected to pay that has not been asked?
16. Are there any time restrictions for building use?
17. Is there any time that the utilities provided by the Landlord will be shut down?
18. Are floor plans available for the space?
19. Will the Landlord provide exclusivity for the type of service my tenant provides? Attorney, Realtor, Insurance, etc.
20. Is the Landlord offering any free rent?
21. Confirm or request what commission fee is being offered.
22. Confirm if commission will be paid on renewal or options.
23. Confirm when the commission will be paid and get the commission agreement in writing.

- D. To fully understand market value prepare a CMA - search Costar, LoopNet, CREXI, CTC List (GHAR), SmartMLS for sold, active, under deposit and expired lease data
- E. Pull the field and the tax data card to see what you can learn about the property
- F. Prepare a Success Marketing Plan for the Owner
- G. Sign an Exclusive Representation Agreement.

SmartMLS Comparative Market Analysis

Stratford I Commercial I Office I For Lease I January 1, 2019-May 13, 2020

Status	Address	Town	Present Use	List Price	Closed Price	SF	Acres	DOM	Year Built	Closed Date	Zoning
Active	2900 Main St., Unit #2D	Stratford	Professional Office	1200		795	0	69	1988		CA
Active	3303 Main St.	Stratford	Office	1200		1100	0.22	197	1930		E-11
Active	2318 Main St., Unit #1175sf	Stratford	Professional office suite	1600		1175	0.51	58	1820		E-13
Active	2505 Main St., Unit #Unit14	Stratford	Office or Retail	18		1178	1.17	285	1972		MA
Active	2296 Main St.	Stratford		1700		1270	0.17	1	1790		E-13
Closed	919 Stratford Ave., Unit #5	Stratford	office	550	550	1394	0	237	1985	3/1/19	RS-3
Closed	2900 Main St., Unit #2B	Stratford	Office Condo	15	15	1450	0	174	1988	2/11/20	CA
Active	80 Ferry Blvd., Unit #103	Stratford		19		1500	1.25	655	1948		CA
Closed	1825 Barnum Ave., Unit #304	Stratford	Medical office	1600	1500	1800	0	259	1987	12/10/19	CA

Marina View Center | 80 Ferry Blvd

3,900 SF of Office Space Available in Stratford, CT



PROPERTY FACTS

Building Type	Office	Building Class	C
Year Built	1980	Typical Floor Size	11,666 SF
Building Height	2 Stories	Unfinished Ceiling Height	10'
Building Size	35,000 SF		
Parking	95 Surface Parking Spaces Covered Parking		

PROPERTY OVERVIEW

All utilities included in all the spaces. Very well maintained office building minutes from exit 32 off of 95. The 1500 sf 1st floor office layout has direct private entrance from the parking lot and public entrance from the foyer. The 2400 sf space is on the

second floor with lots of natural window light. All the offices are loaded with private offices. The landlord is great to work with. The owner prefers a minimum of a 3 year lease and is willing to consider modifying the office spaces.

MATCHED SPACES(1) ALL AVAILABLE SPACES(2)

Display Rental Rate as \$/SF/YR

SPACE	SIZE	TERM	RATE	SPACE USE	CONDITION	AVAILABLE
1st Fl-Site 103	1550 SF	Negotiable	\$19.00 SF YR	Office	N/A	30 Days

608 Ferry Blvd

3,000 SF of Office/Medical Space Available in Stratford, CT



PROPERTY FACTS

Building Type	Office	Building Size	16,312 SF
Year Built	1960	Building Class	B
Building Height	3 Stories	Typical Floor Size	5,437 SF
Parking	42 Covered Parking Spaces		

ALL AVAILABLE SPACE(1)

Display Rental Rate as \$/SF/YR

SPACE	SIZE	TERM	RATE	SPACE USE	CONDITION	AVAILABLE
1st Floor	1,000-3,000 SF	Negotiable	\$14.00 SF YR	Office/Medical	Full Build-Out	Now

Great Space can have many uses. On very very busy road with plenty of exposure and visible from I95

- Lease rate does not include utilities, property expenses or building services
- Fits 3 - 24 People
- Space is in Excellent Condition
- Mostly Open Floor Plan Layout
- 12' Finished Ceilings

Public Records & Tax Report

☐ **80 Ferry Blvd, Stratford, CT 06615-6079**

Parcel Number: **368443**

Census Block: **1001**

Zoning: **CA**

Property Use Type: **Commercial / Commercial Building**

Assessor's APN: **50 8 4 10**

Census Tract: **080600**

Latitude: **41.188020**

County: **Fairfield**

Carrier Route: **C005**

Longitude: **-73.125462**



[Click Icon to view MLS Listings](#)

Current Ownership Information

Owner(s): **80 Ferry GL LLC**

How Related:

Owner's Address: **2874 Main St, Stratford, CT 06614**

Owner Occupied: **No**

Transaction Details

Type of Sale:

Closing Date:

Type of Deed:

Arms Length Sale:

07/03/2017

Warranty

Recorded:

Sale Price:

Nominal Sale:

Vol: 4092, Page: 234

\$2,700,000

No

Most Recent Tax & Assessment Information

Lot & Exterior

Lot Size in Acres:	1.25	Lot Size in Sq Ft:	54,450	Common Ownership %:	
Type of Parking:	Covered	# of Parking Spaces:			

General Construction:

# of Buildings:	1	Building Style:		Year Built:	1948
Type of Construction:	Concrete	Building Condition:	Average	Last Major Renovation:	1981
Exterior Covering:	Brick	Type of Roof:	Flat	Roofing Material:	Tar&Gravel
Type of Basement:		Heating System:	Forced Air	Heating Fuel:	Natl Gas

Building Size Information

Gross Building Sq Ft:	42,572	# of Units:	7	Unit is on Floor #:	
Living Area in Sq Ft:	37,100	First Floor Sq Ft:	15,814	Attic Area in Sq Ft:	
Basement Area in Sq Ft:		Unfinished Bsmt Sq Ft:		# of Floors:	2
# of Rooms:		# of Bedrooms:		# of Full Baths:	
# of Half Baths:					

Property Amenities

Number of Fireplaces:		Additional Amenity:	Outbuildings	Additional Amenity:	Air Conditioned
Additional Amenity:	Elevator	Additional Amenity:	Covered Porch		

NOTICE: The public records information contained herein is provided AS IS, without any warranty or guarantee as to its accuracy. Neither the data provider nor the SMARTMLS, Inc. shall be liable for the accuracy or utilization of such data. This report was generated on 05/15/2020 11:39:17 AM

80 FERRY BLVD

Location **80 FERRY BLVD**

Mblu 50/8 4/ 10/ 1

Acct# 0575400

Owner 80 FERRY GL LLC

PBN

Assessment \$1,771,280

Appraisal: \$2,530,400

PID 5928

Building Count 1

Current Value

Appraisal			
Valuation Year	Improvements	Land	Total
2019	\$2,035,400	\$495,000	\$2,530,400
Assessment			
Valuation Year	Improvements	Land	Total
2019	\$1,424,780	\$346,500	\$1,771,280

Owner of Record

Owner	80 FERRY GL LLC	Sale Price	\$2,700,000
Co-Owner		Certificate	
Address	31 UNDERCLIFF RD	Book	4092
	TRUMBULL, CT 06611	Page	0231
		Sale Date	07/03/2017
		Instrument	00

Ownership History

Ownership History						
Owner	Sale Price	Certificate	Instrument	Sale Date	Book	Page
80 FERRY GL LLC	\$2,700,000		00	07/03/2017	4092	0231
MARINA VIEW LLC	\$2,475,000		UNKQ	05/26/1998	1383	0102
GROUP 1 CAPITAL LTD	\$620,000		UNKQ	09/29/1994	1079	0122

Valuation History

Appraisal			
Valuation Year	Improvements	Land	Total
2019	\$2,035,400	\$495,000	\$2,530,400
2018	\$2,919,200	\$475,000	\$3,394,200
2017	\$2,919,200	\$475,000	\$3,394,200

Assessment			
Valuation Year	Improvements	Land	Total
2019	\$1,424,780	\$346,500	\$1,771,280
2018	\$2,043,440	\$332,500	\$2,375,940
2017	\$2,043,440	\$332,500	\$2,375,940

Land Use

Use Code 340
 Description Off Bldg ⓘ
 Zone CA
 Neighborhood 1
 Alt Land Appr No

Land Line Valuation

Size (Acres) 1.25
 Frontage 0
 Depth 0
 Assessed Value \$346,500
 Appraised Value \$495,000

Success Marketing Plan

My Focus: To establish a success marketing plan with the ultimate goal of leasing your property for the highest price the market will allow in the shortest period of time possible.

What I Know

- (1) It's unacceptable to leave your money on the table
- (2) Properties lease for two reasons: Price and Exposure
- (3) The pricing game is all about justification--Tenant's, Tenant's Agent's
- (4) Pricing can change based on closed leases, new competitive properties and market condition shifts

Success Marketing Plan

My Role--What you can expect from me as your listing consultant

- (1) Stay focused on satisfying your needs
- (2) Provide continuous comprehensive market information and recommend the best pricing strategy
- (3) Communicate openly and frequently
- (4) Respect your time, needs, and finances
- (5) Represent your best interest in any and all negotiations
- (6) Withhold any confidential information that will affect the sale of your property

My Three Vital Listing Agent Responsibilities

- (1) Marketing exposure
- (2) Lead Generation--Finding the tenant
- (3) Lead Conversion--Attracting the tenant

Success Marketing Plan

SUCCESS STEPS

- (1) List on SmartMLS: Prepare and submit your listing to SmartMLS which represents over 18,000 real estate professionals and covers all eight Connecticut counties, making it among the twenty largest MLS systems in the country. Though the third smallest state, Connecticut has the highest per capita income in the United States and boasts a massive \$13B in real estate transactions annually.
- (2) Once your property is listed on SmartMLS it will be syndicated to close to 100 websites to include remax.com and global.remax.com.
- (3) Your property will be exposed to the RE/MAX Commercial network which is one of the largest commercial networks in the world. We currently have 4,000 plus RE/MAX Commercial Practitioners who transacted 38,000 plus transactions in 2019 representing \$13.6B in commercial sales and lease volume. We currently have 665 Commercial offices and divisions in 73 countries that have commercial representation.

Success Marketing Plan

SUCCESS STEPS

(4) Your property will be listed on LoopNet. LoopNet is an online marketplace for commercial property with more than 8 million registered members and 5 million unique monthly visitors.

(5) Your property will also be listed on CREXi. The CREXi platform combines an active sales and leasing marketplace with marketing, analytics, and deal management tools designed to help brokers, buyers and tenants eliminate time-consuming processes, find properties, and close deals faster. CREXi has \$600B in property value listed and more than \$100B in property closed.

(6) Your property will also be listed with CTCList. CTCList is the Connecticut Commercial Information Exchange for commercial property listings for sale or lease.

(7) We will directly market your property to our list of 600+ Connecticut commercial brokers.

Success Marketing Plan

SUCCESS STEPS

- (8) Professional Photographer: I use a professional photographer in order to show your property at its best. Photos will include aerial photos done via drone.
- (9) Signage: We will maximize the showing potential of your property through the use of professional signage.
- (10) I will host a Commercial Brokers' Open House.
- (11) Office Notification: We will promote your property to our entire office within 24 hours of it being listed on SmartMLS.
- (12) Communication: Follow up on showings and advise you of results and comments.
- (13) Landlord's Weekly Progress Report sent to you periodically with leased properties, competition in the market, etc.
- (14) Property Book: To display at the property. It will include photos, property description, site plan, etc.

Commercial Exclusive Right to Sell/Lease/Exchange Agreement

L

This Agreement made at _____, Connecticut _____
between _____
hereinafter
individually or collectively called SELLER and (Insert Firm or Broker Name) _____
hereinafter individual or collectively called AGENCY, as follows:

1. **SELLER**, duly authorized, hereby appoints AGENCY as exclusive agent and grants AGENCY the exclusive right to sell, lease or exchange the Property (hereinafter called "PROPERTY") known as _____, Connecticut _____.
2. This Agreement shall commence on _____ and shall expire on _____.
3. SELLER agrees to refer to AGENCY all requests for information about showings or offers for the PROPERTY, and to advise said AGENCY of any contacts made by any prospective buyer, tenant, or other broker.
4. AGENCY agrees to list the PROPERTY, and to actively attempt to sell or lease the PROPERTY, promote and solicit through advertising media such as newspapers, signs, and multiple listing services, and otherwise employ its services to bring about a sale, lease, or exchange of the PROPERTY. SELLER hereby authorizes AGENCY's use of multiple listing services, the Internet for marketing purposes, placement of appropriate signs (including "For Sale", "Sold", and "For Lease", as applicable) and cooperation with and compensation to other brokers.
5. SELLER authorizes AGENCY to offer the PROPERTY for a sale or exchange price of: \$ _____.

6. (LEASE ONLY) - An annual rental of: \$ _____ and the following lease expenses:

(Indicate those to be paid by Tenant)

- | | |
|---|---|
| <input type="checkbox"/> Taxes _____ | <input type="checkbox"/> Interior Maintenance _____ |
| <input type="checkbox"/> Tax escalation _____ | <input type="checkbox"/> Exterior Maintenance _____ |
| <input type="checkbox"/> Insurance _____ | <input type="checkbox"/> Cost of Living Adj. _____ |
| <input type="checkbox"/> Insurance escalation _____ | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Heat _____ | |
| <input type="checkbox"/> Electricity _____ | |

7. SELLER agrees that whenever during the term of this Agreement (except as set forth in paragraph 7b) the PROPERTY shall have been sold, leased, or exchanged or a buyer or tenant procured, ready, able and willing to purchase, lease, or exchange the PROPERTY for the terms as shown in No. 5 and No. 6 above, or for any other price or upon such terms as may be agreed to by the SELLER as signified by the buyer's or tenant's execution of a written purchase contract or lease, the SELLER will owe the AGENCY a commission, as follows: *(Specify commission arrangement below)*

- ☐ Building _____
- ☐ Land _____
- ☐ Exchange -Commission paid by each principal _____
- ☐ Leases: First _____ years _____
- Next _____ years _____
- Next _____ years _____

7a. The sale, transfer, transfer of substantially all of the assets, or assignment or other acquisition of an interest in an entity that has an ownership interest or controls the Property, through merger, entity conversion or otherwise, or an investment in the Property in any form or a lease with an option to purchase, or the accomplishment of any of

the foregoing through the use of a parent, subsidiary or single-purpose entity shall be considered a "sale" of a property for purposes of this Agreement. Whenever compensation is expressed as a percentage of the sale price of the Property, the "sale price" shall be defined as the gross purchase price, the appraised value, or exchange value or the consideration set forth for conveyance or controlling entity tax purposes, or the gross amount of any investment or other acquisition of an interest in the property or an entity that has an ownership interest or controls the Property, whichever amount is greater.

- 7b. All lease commissions are due and payable upon execution of lease unless AGENCY and SELLER agree otherwise. SELLER agrees to pay a commission in the amount of the "Leases" commission noted above on any renewals, enlargements, exercise of lease options, or new leases between SELLER and a tenant procured during the term of this Agreement. Such commission shall be due and payable at the commencement of the new lease, enlargement, renewal, or option term, unless Agency and Seller agree otherwise.
- 7c. SELLER also agrees to pay a service fee of \$_____ should the PROPERTY be sold to a tenant procured under this Agreement, during the term of said tenant's lease, for a purchase price of \$_____ or for any other price or upon such terms as may be agreed to by the SELLER subject to the provisions of 7a above.
8. SELLER shall pay the commission set forth above if SELLER sells, leases, or exchanges PROPERTY within _____ days of the expiration of this Agreement to anyone AGENCY introduced to the PROPERTY during the term of this Agreement. This provision shall be null and void in the event SELLER executes an Exclusive Listing Agreement with another broker that takes effect after the expiration of this Agreement.

9. SELLER agrees to pay AGENCY reasonable attorney's fees if AGENCY must take any action to collect any commission that shall become due and payable under the terms and conditions of this Agreement. SELLER agrees to name AGENCY in all agreements entered into with any purchaser or tenant procured in accordance with this Agreement and shall also reference any commissions due or which may become due pursuant to this Agreement.

10. This Agreement shall be binding upon the parties hereto, their respective heirs, successors, assigns, executors, and administrators. If SELLER is a corporation, partnership or LLC, the person signing below represents that he or she is duly authorized to execute this Agreement and understands that AGENCY relies on this representation.

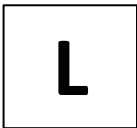
11. Statements required by Connecticut Law:

- THIS AGREEMENT IS SUBJECT TO THE GENERAL STATUTES PROHIBITING DISCRIMINATION IN COMMERCIAL AND RESIDENTIAL REAL ESTATE TRANSACTIONS (C. G. S. TITLE 46A, CHAPTER 814c).
- THE REAL ESTATE BROKER MAY BE ENTITLED TO CERTAIN LIEN RIGHTS PURSUANT TO SECTION 20-325a OF THE CONNECTICUT GENERAL STATUTES.
- **NOTICE: THE AMOUNT OR RATE OF BROKER COMPENSATION IS NOT FIXED BY LAW. IT IS SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN YOU AND BROKER.**

12. SELLER acknowledges that the transaction evidenced by this Agreement is a "commercial transaction" within the meaning of Chapter 903a of the Connecticut General Statutes, as amended. SELLER waives any right which SELLER might have to a notice and a hearing or a prior court order, under said Chapter 903a or as otherwise provided under any applicable federal or state law, in the event the Agent seeks any prejudgment remedy in connection with any suit on this agreement, including any extensions or renewals of it.

13. SELLER agrees that this Agreement may be signed and kept as an electronic record. SELLER'S electronic addresses are: Fax number: _____ and E-mail address: _____.

A "signature" shall be a representation of the signatory's name on a fax or a transmission from the signatory's e-mail address which transmission contains the signatory's e-mail address, name or a representation of the signatory's signature. The parties to this Agreement will immediately inform the other party of any change to e-mail addresses or fax numbers.



Listing AGENCY

Authorized Agent

Street Address

City State Zip

SELLER'S Signature

SELLER'S Street Address

City State Zip

SELLER'S Signature

SELLER'S Street Address (If different than stated above)

City State Zip

CORPORATE, PARTNERSHIP OR LLC SELLER-PRINT
Name of CORPORATION, PARTNERSHIP OR LLC

Street Address

City State Zip

By: _____
Signature of authorized officer and title

Commercial Open Right to Sell/Lease/Exchange Agreement

M

This Agreement made at _____, _____ between _____
_____ (hereinafter individually or collectively called "SELLER"), and
_____ (hereinafter individually or collectively called "AGENCY") as follows:

1. SELLER, duly authorized, hereby appoints AGENCY on a non-exclusive basis and grants AGENCY the right to sell, lease or exchange the Property (hereinafter called "PROPERTY") known as _____, Connecticut. SELLER reserves the right to sell, lease or exchange the PROPERTY itself or through other brokers or agents, in which case this Open Right to Sell, Lease or Exchange Agreement shall automatically terminate unless compensation has already been earned pursuant to the terms of this Agreement.

2. This Agreement shall commence on _____ and shall expire on _____.

3. SELLER agrees to advise AGENCY if SELLER executes an exclusive listing agreement with any other broker or agent.

4. AGENCY agrees to list PROPERTY, and to actively attempt to sell or lease PROPERTY, and to promote, solicit through advertising media such as newspapers, signs, and multiple listing services, and otherwise employ its services to bring about a sale, lease, or exchange of PROPERTY. SELLER hereby authorizes AGENCY'S use of multiple listing services, placement of appropriate signs (including "For Sale", "Sold", and "For Lease", as applicable) and cooperation with and compensation to other brokers, whether acting as SELLER agents or buyer agents.

5. SELLER authorizes AGENCY to offer PROPERTY for a sale or exchange price of _____.

6. (LEASE ONLY) - An annual rental of: _____ and the following lease expenses:
(Indicate those to be paid by tenant)

☐ Taxes _____
☐ Tax escalation _____
☐ Insurance _____
☐ Insurance escalation _____
☐ Heat _____

☐ Interior Maintenance _____
☐ Exterior Maintenance _____
☐ Cost of Living Adj. _____
☐ Other _____
☐ Electricity _____

7. SELLER agrees that whenever during the term of this Agreement, PROPERTY shall have been sold or exchanged, to a purchaser procured by AGENCY and ready, willing and able to purchase or exchange property for the list price, or for any other price or upon any other terms as may be agreed to by SELLER, SELLER will owe AGENCY compensation as set forth below.

Building _____ Land _____
 Exchange - Compensation paid by each principal _____
 Leases: First _____ years _____
 Next _____ years _____ Next _____ years _____

The sale, transfer, transfer of substantially all of the assets, or assignment or other acquisition of an interest in an entity that has an ownership interest or controls PROPERTY, through merger, entity conversion or otherwise, or an investment in PROPERTY in any form or a lease with an option to purchase, or the accomplishment of any of the foregoing through the use of a parent, subsidiary or single-purpose entity shall be considered a "sale" of a PROPERTY for purposes of this Agreement. Whenever compensation is expressed as a percentage of the sale price of PROPERTY, the "sale price" shall be defined as the gross purchase price or exchange value or the consideration set forth for conveyance or controlling entity tax purposes, or the gross amount of any investment or other acquisition of an interest in PROPERTY or an entity that has an ownership interest or controls PROPERTY, whichever amount is greater.

7a. All sale or exchange compensation is payable upon transfer of title unless there is an acquisition of an entity in which event compensation is payable immediately.

7b. All lease compensation is due and payable upon execution of lease or occupancy by tenant, whichever first occurs, unless AGENCY and SELLER agree otherwise. SELLER agrees to pay compensation in the amount of the "Leases" compensation noted above on any renewals, enlargements, exercise of lease options, or new leases between SELLER and a tenant procured during the term of this Agreement or if tenant is a subsidiary, such tenant's parent entity. Such compensation shall be due and payable at the commencement of the new lease, enlargement, renewal, or option term, unless AGENCY and SELLER agree otherwise.

7c. SELLER also agrees to pay a service fee of _____ should PROPERTY be sold to a tenant procured under this Agreement, during the term of said tenant's lease, for a purchase price of _____ or for any other price or upon such terms as may be agreed to by SELLER.

8. SELLER shall pay the compensation set forth above if SELLER sells, leases, or exchanges PROPERTY within _____ days of the expiration of this Agreement to anyone AGENCY introduced to PROPERTY during the term of this Agreement. This provision shall be null and void in the event SELLER executes an exclusive listing agreement with another broker that takes effect after the expiration of this Agreement.

9. SELLER agrees to pay AGENCY's attorney's fees and costs of collection if AGENCY must take any action to collect any compensation that shall become due and payable under the terms and conditions of this Agreement. SELLER agrees to name AGENCY in all agreements entered into with any purchaser or tenant procured in accordance with this Agreement and shall also reference any compensation due or which may be come due pursuant to this Agreement.

10. This Agreement shall be binding upon the parties hereto, their respective heirs, successors, assigns, executors, and administrators. If SELLER is a corporation, any form of partnership or LLC, the person signing below represents that he or she is duly authorized to execute this Agreement and understands that AGENCY relies on this representation.

11. **NOTICE** - Statements required by Connecticut Law:

- THIS AGREEMENT IS SUBJECT TO THE GENERAL STATUTES PROHIBITING DISCRIMINATION IN COMMERCIAL AND RESIDENTIAL REAL ESTATE TRANSACTIONS (C. G. S. TITLE 46A, CHAPTER 814).
- THE REAL ESTATE BROKER MAY BE ENTITLED TO CERTAIN LIEN RIGHTS PURSUANT TO SECTION 20-325a OF THE CONNECTICUT GENERAL STATUTES.
- **THE AMOUNT OR RATE OF BROKER COMPENSATION IS NOT FIXED BY LAW, IT IS SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN YOU AND BROKER.**

12. SELLER acknowledges that the transaction evidenced by this Agreement is a "commercial transaction" within the meaning of Chapter 903a of the Connecticut General Statutes, as amended. SELLER waives any right which SELLER might have to a notice and a hearing or a prior court order, under said Chapter 903a or as otherwise provided under any applicable Federal or State Law, in the event AGENCY seeks any prejudgment remedy in connection with any suit on this agreement, including any extensions or renewals of it.

13. SELLER agrees that this Agreement may be signed and kept as an electronic record. SELLER'S electronic addresses are:

Fax number: _____ and E-mail address is: _____.

A "signature" shall be a representation of the signatory's name on a fax or a transmission from the signatory's e-mail address which transmission contains the signatory's e-mail address, name or a representation of the signatory's signature. The parties to this Agreement will immediately inform the other party of any change to e-mail addresses or fax numbers.

14. SELLER(S) acknowledge(s) receipt of a copy of this Agreement.

Listing AGENCY

SELLER'S Signature

Authorized Agent

SELLER'S Street Address

Street Address

City State Zip

City State Zip

PRINT Name of CORPORATION, PARTNERSHIP, LLC

Street Address

City State Zip

By: _____
Signature of officer, partner, member or manager

NOTE: This Agreement is for commercial real estate transactions as defined in §20-325a of the General Statutes
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Revised July 31, 2002; October 6, 2003; July 1, 2010

Page 2 of 2

Exclusive Lease Listing Agreement

Date:

_____ Owner(s) give you, RE/MAX Right Choice, the exclusive right to Lease/Rent real property at _____. We will refer all inquiries or offers concerning the listed property to you. You may place a "For Lease/Rent" sign on the listed property.

If during the term of this agreement RE/MAX Right Choice produces a Tenant ready, willing and able to lease the property at the price and terms stated herein, or later agreed upon, or if a rental of the property is made after the term of this agreement to a Tenant procured by RE/MAX Right Choice during the term of this agreement, I (we) agree to pay RE/MAX Right Choice a commission as follows:

- 5.0 % of annual NNN rent 1 through 5 years.
- 2.5 % of annual NNN rent 6 through 10 years.
- 1.25 % of annual NNN rent thereafter.

If anyone other than RE/MAX Right Choice leases the space, the schedule is as follows:

- 5.0% of annual NNN rent, 1 through 5 years.
- 2.5% of annual NNN rent 6 through 10 years.
- 1.25% of annual NNN rent, thereafter.

Under certain circumstances the Broker may have the right to attach a lien against commercial real property to secure payment of any compensation due the Broker. Those circumstances are set forth in Section 20-325a (c) of the Connecticut General Statutes.

NOTICE: THE AMOUNT OR RATE OF REAL ESTATE COMMISSIONS IS NOT FIXED BY LAW. THEY ARE SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN THE OWNER AND BROKER. THIS AGREEMENT IS SUBJECT TO THE APPLICABLE PROVISIONS OF PUBLIC ACT 90-246 (THE CONNECTICUT FAIR HOUSING STATUTE).

Unless otherwise specified, I (we) agree to pay the commission fee for the original lease term, 1/2 of commission when lease is signed and balance (1/2 commission) upon occupancy. Commissions on any renewals, enlargements, exercise of options or new leases between Owner and this Tenant shall be paid at that time. Owner agrees to pay agent reasonable legal fees for collection of any commissions that shall become due and payable under the terms and conditions of this agreement.

Leasing Rate: \$ NNN or as agreed to

Lease Term:

Security Deposit:

Owner/Tenant Pays:

- ☐ Taxes
- ☐ Insurance
- ☐ Tax Escalation
- ☐ Exterior Maintenance

- ☐ Utilities
- ☐ Heat
- ☐ Interior Maintenance
- ☐ Cost of Living Inc.

Additional Data: Floor plans and any other pertinent documents related to building should be supplied by the owner. By signature hereon, Owner(s) acknowledge receipt of a completed copy of this contract.

Exclusive Listing Begins: _____

Exclusive Listing Expires: _____

(Owner)

(Address)

RE/MAX Right Choice

105 Technology Dr., Trumbull, CT 06611

By: _____

(Authorized Representative)

This agreement is subject to Section 46a-64 of the General Statutes as amended. (Public Accommodations Act).

105 Technology Dr., Trumbull, CT 06611

LAB SPACE AVAILABLE

105 Technology Dr
Trumbull, CT



Jeffrey Wright
RE/MAX Right Choice
105 Technology Dr, Trumbull, CT 06611
jeffwright@remax.net
(203) 913-8836

1st Floor Suite G2

Space Available	2,018 SF	Year Built	2007
Rental Rate	\$19.00 /SF/Yr	Cross Streets	Monroe Turnpike
Date Available	Now	Building Class	A
Service Type	Triple Net	Rentable Building Area	21,600 SF
Space Type	New		
Space Use	Lab/Medical		
Lease Term	2 - 20 Years		

- Completely finished 2,018 sf Laboratory
- All cabinetry included
- 21,000 sf Class "A" Professional Building
- Well-designed layout includes:
 - Large waiting area
 - 4 large blood-drawing rooms
 - Large processing area
 - Excellent reception area
 - Storage areas
- Tremendous access to site from route 111 in Monroe/Trumbull and route 25 from Merritt Parkway
- Building is easy to find with Lab in private rear entrance
- Plenty of parking









