



**GREATER HARTFORD ASSOCIATION OF REALTORS, INC.
LETTER OF INTENT TO LEASE COMMERCIAL REAL ESTATE**



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This Letter of Intent contains the principal business terms under which Tenant and Landlord would consider entering into a lease for the Property described below. **This Letter of Intent is not intended, nor shall it be deemed or interpreted, to be a lease between Tenant and Landlord.** Rather, this letter constitutes the agreement of Tenant and Landlord to conduct further negotiations concerning a written lease.

Tenant and Landlord agree to negotiate in good faith, and will endeavor to negotiate and enter into a lease within _____ days after Landlord signs this Letter of Intent. Either Tenant or Landlord may, for any reason and without cause, terminate negotiations of the lease at any time by giving written notice of such termination on the other party.

(Note: items below preceded by boxes are applicable only if checked)

Landlord: _____

Landlord's Address: _____

Tenant: _____

Tenant's Address: _____

Property: Street address: _____

Office/Unit No.: _____

Square feet: _____

Town: _____, Connecticut

Permitted Use: Approval(s) to be obtained: _____

Check as applicable: ☐ New Lease ☐ Extension of Existing Lease ☐ Other

Lease Commencement Date: _____

Term: _____

Base Rent:

Year _____	through _____	:	\$ _____
Year _____	through _____	:	\$ _____
Year _____	through _____	:	\$ _____
Year _____	through _____	:	\$ _____
Year _____	through _____	:	\$ _____
Other: _____			

Additional Rent: (if applicable): _____

Landlord Initial: _____ **Date** _____ **Tenant Initial:** _____ **Date** _____

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RE/MAX RIGHT CHOICE, 105 Technology Dr. Trumbull, CT 06611
Jeff Wright

Phone: (203)248-1118 Fax: (203)452-6869
Produced with zipForm® by zipLogix 15070 Fifteen Mile Road, Fraser, Michigan 48028 www.ziplogix.com

Unedited

Property Address: _____ LETTER OF INTENT TO LEASE Page 2 of _____

Common Area (CAM) Charges: _____

Renewal Option(s): _____

Parking:

Reserved spaces: _____

Unreserved spaces: _____

Other: _____

Buildout/Improvements: (if any) (check applicable box):

Item

Party Responsible

Party Paying for Item

☐ Landlord ☐ Tenant

☐ Landlord ☐ Tenant

☐ Landlord ☐ Tenant

☐ Landlord ☐ Tenant

☐ see attached plans

☐ Landlord ☐ Tenant

☐ Landlord ☐ Tenant

☐ other: _____

☐ Landlord ☐ Tenant

☐ Landlord ☐ Tenant

Repairs/Maintenance/Utilities:

Item	Party Responsible (check applicable box)	Party Paying For:	
		Maintenance	Repair
Electric	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Heat	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Water	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Sewer	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Rubbish	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Mechanicals	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Structural	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Roof	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>
Property Taxes	<input type="checkbox"/> Landlord	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Tenant	<input type="checkbox"/>	<input type="checkbox"/>

Landlord Initial _____ Date _____ Tenant Initial _____ Date _____

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Unfiled

Property Address: _____ LETTER OF INTENT TO LEASE Page 3 of _____

Repairs/Maintenance/Utilities:

Item	Party Responsible (check applicable box)	Party Paying For: Maintenance	Repair
Insurance	<input type="checkbox"/> Landlord <input type="checkbox"/> Tenant	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>
Snow Removal	<input type="checkbox"/> Landlord <input type="checkbox"/> Tenant	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>
Landscaping	<input type="checkbox"/> Landlord <input type="checkbox"/> Tenant	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>
Janitorial	<input type="checkbox"/> Landlord <input type="checkbox"/> Tenant	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>
Other: _____	<input type="checkbox"/> Landlord <input type="checkbox"/> Tenant	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>

Signage: _____

Deposit:

\$ _____ good faith deposit payable upon execution of this Letter of Intent, to be applied to Security Deposit (if any) or refunded to Tenant if either party terminates negotiations, to be held in escrow by _____
 \$ _____ payable upon execution of a lease between Tenant and Landlord.

Assign/Sublet:

- ☐ Tenant may assign the lease or sublet all or any portion of the Premises only upon the prior written consent of Landlord, which consent will not be unreasonably withheld, conditioned or delayed.
☐ Tenant may not assign the lease or sublet.
☐ Other: _____

Lease Expenses:

Each party will pay its own legal fees in connection with the negotiation of a written lease. Tenant will pay the costs of any inspections, title search or survey obtained by Tenant. _____

will pay any brokerage commission which may be due

_____ (landlord broker) and
 _____ (tenant broker). Tenant
 and Landlord recognize _____
 and _____ as
 the only real estate brokers or agents who brought about this transaction.

Landlord Initial _____ Date _____ Tenant Initial _____ Date _____

Property Address: _____ LETTER OF INTENT TO LEASE Page 4 of _____

Other:

If the terms of this Letter of Intent are acceptable, please sign this letter in the space provided and return this letter to us by the close of business on _____, _____.

Very truly yours,

(Note: if a partnership all partners other than limited partners must sign; if a corporation an authorized officer must sign; if a limited liability company all members or an authorized member must sign.)

TENANT: (printed name): _____

Signature: _____
General Partner/Duly Authorized Corporate Officer/Member/Individual

Address: _____

Date: _____

LANDLORD: (printed name): _____

Signature: _____
General Partner/Duly Authorized Corporate Officer/Member/Individual

Address: _____

Date: _____

Lease Proposal Letter of Intent

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SAMPLE

Date: February 26, 2008

Property: XXXXXXXXXXXXXXXXXXXXXXXX

Premises: Unit C5 1st Floor –rentable 1188 s.f. (per as built)

Use: Delicatessen

Tenant: XXXX XXXXX

Landlord: Parkway Plaza, LLC

Initial Term: 5-year term

Lease Rate: Year 1 \$21.50 Year 2 \$22.50 Year 3 \$23.18 Year 4 \$23.88 Year 5 \$24.59

Options: (1) One 5-year option Lease rate starts at a 3% increase from previous term.

Additional Rent: Approx. \$4.75 p.s.f. common area maintenance.

Landlord Responsibilities for Build Out: Dropped ceiling and lighting, painting the wall (primer plus 1 coat), installing bathroom; excludes floor covering and partitions.

***Occupancy:** TBD – NLT 1 June 2008

Signage: As per town signage requirements and consistent with the rest of project signage plan.

Security Deposit: 1st month, last month, and (1) one-month security (3 months)

Parking: Shared parking

Exclusivity: X Deli shall be the only Deli in the complex.

Personal Guarantee: Mrs. X shall sign a personal guarantee for the lease.

Brokerage: _____, ABC Real Estate, is recognized as listing broker and procuring broker involved in this transaction and is entitled to all due and appropriate commissions upon tenant occupancy of designated space.

Signature of the parties shall indicate acceptance of the above terms.

Tenant Date

Landlord Date

Subtenant Date

Listing Broker/Procuring Broker Date

Lease Proposal Letter of Intent



Date:

Property:

Premises:

Use:

Tenant:

Landlord:

Initial Term:

Lease Rate:

Fit-Out Allowance:

Options:

Additional Rent:

Occupancy:

Build-Out Signage:

Parking:

Brokerage:_____, ABC Real Estate, is recognized as sole procuring and listing broker involved in this transaction and is entitled to all due and appropriate commissions upon tenant occupancy of designated space. Signature of the parties shall indicate acceptance of the above business terms. This document is non-binding and shall be superseded by the lease agreement executed by both parties.

Tenant **Date**

Subtenant **Date**

Landlord **Date**

Listing Broker/Procuring Broker **Date**

Lease Proposal Letter of Intent

Date:

XXXXXX XXXXX

Senior Vice President

12345 Main Street

Trumbull, CT 06611

RE: 12345 Main Street, Trumbull, CT 06611

Dear XXXXXX,

On behalf of **my client**, principal owner, I am pleased to present to you for your client's review and consideration this Letter of Intent to lease space in the above referenced building under the terms and conditions listed below. This is a non-binding proposal, fully contingent upon gaining the required zoning approvals, and with the execution of a mutually satisfactory lease between both parties.

Building:

12345 Main Street, Trumbull, CT 06611

Landlord:

Tenant:

Intended Use:

Area:

1,512 gross square feet on the first floor; 1724 sf rentable

Lease Term:

Ten years with two (2) five (5) year renewal options

Lease Commencement:

December 1, 2018

Rent Commencement:

February 1, 2019

Rent:

Years 1-2 32.00 gross

Years 3-4 34.00 gross

Years 5-6 36.00 gross

Years 7-8 38.00 gross

Years 9-10 38.50 gross

Building Access:

Tenants will have full access to the building 24/7/365

Lease Proposal Letter of Intent

Parking: Tenant shall share parking spots at the front of the building. Building currently has _____ spaces or ratio of _____/1000.

Landlord Work: Tenant shall be given a TI Allowance of \$30,000. Scope of work and contractor must be approved by the owner. Approval shall not be unreasonably withheld.

Right of First Refusal: Tenant shall have the right of first refusal to lease any adjoining space now and in the future should it be available.

Option to Terminate: Tenant shall have a one-time option to terminate the lease after year five. This option should be exercised no later than nine months prior to the end of year five. Should the tenant exercise this option to terminate the tenant agrees to pay a one-time termination fee not to exceed the sum of \$26,313.75, which includes ½ of the TI Allowance and ½ of the commission payment.

Security Deposit: First month's rent and last month's rent.

Brokerage: Both Landlord and Tenant agree that there are no other brokers involved in this transaction other than _____ of Trumbull, CT and _____ of ABC Real Estate. The Listing Broker and Selling Broker will split the commission of 5% for the first 5 years and 2.5% for the second 5 years.

ACCEPTED AND AGREED:

Tenant: _____

Date: _____

Owner: _____

Date: _____

The submission of this LOI is for negotiation purposes and constitutes an offer to lease. This only becomes effective and binding upon the execution and delivery of a lease contract, signed by both parties. That lease contract will supercede this LOI and any and all changes made to this LOI.

Letter of Intent Proposal

Tenant:

Premises to be Demised: Bridgeport, CT

Size of Premises: 1,500 SF—Preferably in the area of space F

Term of Lease: 10 Years

Commencement Date: 60 days from final approvement of Tenant's building permit by all necessary municipal authorities and delivery of possession by Landlord.

Initial Base Rent: \$14.00 per square foot

Rent Escalation: Commencing year three (3), base rent shall increase at a rate of five percent (5%) every two years.

Added Rent:	Tenant's proportionate share of property taxes, common area maintenance and insurance currently represented to be \$2.00 per square foot.
Renewal Options:	Two 5-year options with continued increases at a rate of five percent (5%) every two years, the first of which will occur in the first year of the first option period.
Base Rental Abatement:	Landlord shall abate the first 60 days of base rent to allow for Tenant construction.
Security Deposit:	Tenant shall pay security deposit of the equivalent of one (1) month's base rent, refundable after 60 months of occupancy, provided that Tenant is not in default.
Exclusivity:	Landlord shall grant Tenant an exclusive use for the sale of bagels, bagel related products, deli sandwiches and breakfast items.
Signage:	Landlord shall provide Tenant space for a store front, pylon and window neon signage/logo.

Improvements: Landlord shall provide “Vanilla Box” in accordance with “Tenants plans per Schedule “A” attached. Tenant shall provide all other improvements and equipment necessary for Tenants business.

Permits: Landlord shall assist Tenant in obtaining any necessary zoning, building, and occupancy approvals and permits. Landlord and Tenant agree that in the event any of said permits cannot be obtained, any obligation of Tenant under the Lease shall cease.

Leasing Commissions: Landlord is solely responsible for any and all brokerage commissions arising from the transaction herein. Landlord and Tenant agree that _____ of _____ is the sole broker responsible procuring this transaction.

Qualifying Conditions: The above Proposal is subject to withdrawal or prior leasing at any time without notice.
The terms and conditions herein shall be valid until December 4,1995 and shall form the basis for a formal Lease Agreement.
The content of this letter is non binding on either party.

AGREED TO AND ACCEPTED BY: _____
Upon acceptance on the terms herein, a formal Lease Agreement shall be forwarded by _____ within seven (7) days

DATE: _____

SCHEDULE A

LESSOR'S WORK

Flooring

1. Lessor shall provide a concrete slab floor.

Walls

1. The Lessor shall provide all tenant demising walls (including exterior walls and bulkheads) which shall be sheetrocked, taped and sanded ready for finish.

Ceiling

1. Height 10' 0"
2. The Lessor shall provide lay-in acoustical ceiling (2' X 4' fissured tiles), white with matching grid. To addition, Lessor shall install 2' X 2' ceiling tiles with chrome grid for 800 square feet of the Demised premises.

Lighting

1. The Lessor shall provide 2' X 4' lay-in lighting fixtures which shall provide {80 FC) candles of illumination at a height of forty-eight inches.(48") off the slab floor for the rear of the store. Each fixture to contain four {4) 40 all fixture plus bulbs and with chrome grid for 800 square feet of the front of the store.

Gas

1. The Lessor shall f provide a gas line to accommodate 900,000 B1U of service.

Electrical

1. 110 Lessor shall supply a 200-amp 120/208 3-phase electrical service, including panel and breakers.
2. The Lessor shall provide sufficient electrical service with outlets every fifteen feet (15') on the demising walls. The Lessor shall provide electrical service to the cash/wrap area, exterior -sign and rear exit door area.
3. The Lessor shall provide two (2) isolated circuits for electronic cash register to cash wrap area.
4. The Lessor shall provide one 20 a1np, 1 IO volt circuit with time clock for storefront sign.

Sprinkler System

1. The Lessor shall provide a sprinkler system as per tenant's drawings, only if required by code.

Rear Exits

1. The Lessor shall provide a rear door (3' 8" X 7) for the Lessee to receive its stock.
Rear of building to have security lights

Restrooms

1. The Lessor shall provide two (2) restroom facilities complete with water closet, sink, water heater, (6 gallon electric), toilet paper holder, tile floor, exhaust fans, light with switch and painted walls. Any handicap requirements required by code for our usage are to be **met**.

Storefront

1. The Lessor shall provide standard glass storefront with all hardware as required.

HVAC

1. Lessor to furnish and install one (1) ton for every 200.square feet of space (example: 1600 sq. ft = 8 ton); combination gas heater with electric –cooling rooftop unit including curb, ductwork, diffusers and thermostat.
2. The HVAC system shall conform lo all governing codes and shall be in good and working condition. Lessor shall warrant olny maintenance and/or repairs on the HVAC system or one (l) year.

Sanitary Sewer Line

1. Lessor shall supply tenant with a minimum four (4") inch sanitary line.

Commissions

1. Usually paid off of base rent and rentable square feet. $\text{Square footage} \times \text{base rent} \times \# \text{ years} \times \text{commission \%} = \text{commission}$
3. Commission rate determined as follows:
(Typical but can be negotiated with owner)
 - a) When no other agent involved – “no co-broke”
 - 1st 5 years – 5.0%
 - 2nd 5 years – 2.5%
 - 10 Plus years – 1.25%

Commissions (cont'd.)

b) When another agent involved – “co-broke”

1st 5 Years: L.A. 2.5%
S.A. 2.5%

2nd 5 Years: L.A. 1.25%
S.A. 1.25%

c) When an “over-ride” is in effect – (larger deals
big commercial brokers) applied to selling agent
or tenant representative.

1st 5 Years: L.A. 2.5%
S.A. 5.0%

2nd 5 Years: L.A. 1.25%
S.A. 2.5%

Commissions (cont'd.)

Example: Determine Commission

- 5-year initial term
- s.f. = 5,000 rentable s.f.
- base rent = 18 NNN for 1st and 2% increase years 2-5 year

Years	S.F. (Rentable	X	Cost Per SF	X	% Commission	=	Commission
1	5,000	x	18	x	5%	=	\$4,500
2	5,000	x	18.36	x	5%	=	\$4,590
3	5,000	x	18.72	x	5%	=	\$4,680
4	5,000	x	19.09	x	5%	=	\$4,772.5
5	5,000	x	19.47	x	5%	=	\$4,867.5
Total							\$23,410

Commissions (cont'd.)

Year 6-10: The base rent increases 2% in year 6 and remains fixed years 7-10

Years	S.F. (Rentable	X	Cost Per SF	X	% Commission	=	Commission
6	5,000	x	19.86	x	2.5%	=	\$2,482.50
7	5,000	x	19.86	x	2.5%	=	\$2,482.50
8	5,000	x	19.86	x	2.5%	=	\$2,482.50
9	5,000	x	19.86	x	2.5%	=	\$2,482.50
10	5,000	x	19.86	x	2.5%	=	\$2,482.50
Sub-Total							\$12,412.50
Total							\$35,822.50

Commissions

15 Year Initial, S.F.=10,000, base rent 20 NNN, 2% increase per year

Years	S.F. (Rentable)	X	Cost Per SF	X	% Commission	=	commission
1	10,000	x	20	x	5%	=	\$10,000
2	10,000	x	20.40	x	5%	=	\$10,200
3	10,000	x	20.81	x	5%	=	\$10,405
4	10,000	x	21.23	x	5%	=	\$10,615
5	10,000	x	21.65	x	5%	=	\$10,825
Sub-Total =							\$52,045
6	10,000	x	22.08	x	2.5%	=	\$5,520
7	10,000	x	22.52	x	2.5%	=	\$5,630
8	10,000	x	22.97	x	2.5%	=	\$5,742.5
9	10,000	x	23.43	x	2.5%	=	\$5,857.5
10	10,000	x	23.89	x	2.5%	=	\$5,972.5
Sub-Total =							\$28,722.50

Commissions

15 Year Initial

Years	S.F. (Rentable)	X	Cost Per SF	X	% Commission	=	Commission
11	10,000	x	24.37	x	1.25%	=	\$3,046.25
12	10,000	x	24.86	x	1.25%	=	\$3,107.5
13	10,000	x	25.36	x	1.25%	=	\$3,170
14	10,000	x	25.87	x	1.25%	=	\$3,233.75
15	10,000	x	26.39	x	1.25%	=	\$3,298.75
Sub-Total =							\$15,856.25
Total =							\$96,623.75

Representing Owner Selling Commercial Real Estate

Commercial Real Estate Terms for Selling

Capitalization Rate or Cap Rate

Initial return from the acquisition of a real estate asset calculated by dividing net operating income (NOI) by the property sales price. For example, a property's capitalization rate (cap rate) is 10 percent if it is purchased for \$10 million and produces \$1 million in NOI during one year. The cap rate is typically calculated using the NOI generated in the first year of ownership, so investors can normalize and compare potential returns among competing investment properties.

A cap rate is used as a measure of a property's performance without considering the mortgage financing. If you paid all cash for the investment, how much money would it make? What's the return on your cash outlay? Cap rate is a standard used industry wide, and it's used many different ways. For example, a high cap rate usually typifies a higher risk investment and a low sales price. High cap rate investments are usually found in poor, low-income regions. A low cap rate usually typifies a lower-risk investment and a high sales price. Low cap rates are typically found in middle class to upper income regions. Therefore, neighborhoods within cities have a "stamp" on them their assigned cap rates.

That said, if you know what the NOI is, and you know the given cap rate, you can estimate what the sales price should be: sales price = NOI divided by cap rate. For example, if the NOI is \$57,230 and you want to make an investment into 9 percent cap properties, the price will be \$635,889 (57,230 divided by 9 percent). This is a good way to come up with your first offer price--- at the very least, it's a starting point.

Cap rate = net operating income divided by sales price.

$$R = \text{NOI} / \text{Sales Price}$$

Cash Flow

Your annual cash flow is net operating income minus debt service. Positive cash flow is icing. When purchasing an apartment building containing more than five units (considered commercial), a bank's basis for lending is the property's cash flow capabilities. Your credit score is a lower priority than the cash flow potential. An apartment building with poor cash flow will almost always appraise much lower than its comparables for the area. You can also figure monthly cash flow by dividing your annual cash flow by 12:

Annual Cash Flow = net operating income - debt service

Monthly Cash Flow = annual cash flow divided by 12

Cash-on-Cash Return

To find your cash-on-cash return, divide your annual cash flow by the down payment amount. If your down payment were \$20,000, how soon would your monthly cash flow add up to \$20,000? If your cash flow added up to \$20,000 in one year, your cash-on-cash return would be 100 percent. If it takes two years, your cash-on-cash would be 50 percent. If it takes three years, it would be 33 percent.

Cash-on-cash return= annual cash flow divided by down payment

Debt Coverage Ratio

The debt coverage ratio-is the ratio of the net operating income to the mortgage payment. If net operating income is projected to change over time, the investor typically reports the first year's net operating income.

Debt Service

Debt service is calculated by multiplying your monthly mortgage amount by 12 months:

Debt service = monthly mortgage amount x 12

Due Diligence

The process of examining property, related documents, and procedures conducted by or for the potential lender or purchaser to reduce risk. Applying a consistent standard of inspection and investigation one can determine if the actual conditions do or do not reflect the information as represented

Gross Income

Gross income is all of your income, including rents, laundry, vending machine income, and late fees. It can be your monthly or annual.

Letter of Intent (LOI)

A letter of intent is an agreement(s) between two or more parties before an actual agreement, such as a lease, is finalized. It is similar to a term sheet or memorandum of understanding (MOU). While LOI's may not be binding, provisions of them can be, e.g., non-disclosure and exclusivity. The intent is to protect both parties in the transaction until the transaction is executed.

Net Operating Income (NOI)

The potential rental income plus other income, less vacancy, reserves, and operating expenses. This term is one of the most important ones when analyzing any deal. The net operating income is the dollar amount that's left over after you collect all your income and pay out your operating expenses. This amount is what's used to pay the mortgage with. And what's left after you pay the mortgage is what goes into your pocket--your cash flow.

Return on Investment (ROI)

A measure of the value created by a real estate investment. It is the difference between net gains from investing in the property and less the net cost: from investing in the property divided by the purchase price of the property. Usually, it is reported as a percentage.

1031 Exchange or Like-kind Exchange

U.S. Internal Revenue Code Section 1031 permits the deferral of capital gains taxes on the sale of property held for investment or productive use in a trade or a business. With a 1031 exchange, property owners can sell their real estate and then reinvest the proceeds in ownership of a like of a like-kind property or several like-kind properties, thus deferring the capital gains taxes. The like kind exchange under section 1031 is tax-deferred, not tax free. When the replacement property is ultimately sold (not as part of another exchange), the original deferred gain, plus any additional gain realized since the purchase of the replacement property is subject to tax.

Representing Owner, Selling Commercial Real Estate Sequence

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- A. Tour the property
- B. Determine what the seller is trying to accomplish. Timetable, price, why he has called you, etc.
- C) In order to determine value by the “Income Approach,” the owner needs to provide the last (2) years of tax returns and P&L statements for the property along with current rent roll and any special circumstances.
- D) To fully understand value, a CMA should also be prepared. Search CoStar, LoopNet, CREXI, CTC List (GHAR), SmartMLS, CONN-COMP, and town records for sold, active, under deposit, and expired data.

Representing Owner, Selling Commercial Real Estate Sequence

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E) Pull the field and the tax data cards for additional information, including how the town has valued the property.

F) Prepare a Success Marketing Plan for the Owner.

G) Sign an Exclusive Representation Agreement.

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: **07/03/2017**

Type of Deed: **Warranty**

Arms Length Sale:

Recorded: **Vol: 4092, Page: 234**

Sale Price: **\$2,700,000**

Nominal Sale: **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

SmartMLS Comparative Market Analysis
Stratford | Commercial | Office Building Sales | January 1, 2019-May 13, 2020

Status	Address	Town	Present Use	List Price	Closed Price	SF	Acres	DOM	Year Built	Closed Date	Zoning
Active	1769 Broadbridge Ave.	Stratford	Hair Salon	279,900		1330	0.18	82	1920		D-12
Active	971C E. Broadway	Stratford	Dental office	339,000		1776	0.18	73	1900		RS-4
Active	2296 Main St.	Stratford		359,000		2542	0.17	1	1790		E-13
Active	1888 Barnum Ave.	Stratford		399,900		4860	0.22	12	1991		RM-1
Active	33 King St.	Stratford		534,900		3680	0.2	37	1977		RS-4
Active	3288 Main St.	Stratford	Professional Office Building	850,000		5588	0.33	82	1985		RS-4
Active	95 Armory Rd.	Stratford	Medical Office Building	1,450,000		8769	1.05	44	1968		RS-3
Closed	2065 Barnum Ave.	Stratford	Residential	195,000	170,000	1641	0.19	43	1920	3/27/20	CA
Closed	3000 Main St.	Stratford	Lawyers Office	225,000	187,500	1110	0.1	246	1925	3/6/20	RS4
Closed	971 E. Broadway	Stratford	Dentist Office & Residential	319,000	295,000	1776	0.18	327	1900	7/29/19	RS-4
Closed	220 Jefferson St.	Stratford		349,900	320,000	3068	0.17	222	1995	2/21/19	RS-4
Closed	2381 Barnum Ave.	Stratford		389,000	388,000	4184	0.1	49	1900	3/27/19	CA

Sold Properties

CONN-COMP

Stratford | Office Building Sales | January 1, 2019-May 13, 2020

Address	Town	Sale Date	Sq Ft	Sale Price	Price Per SF	Type	Age	Zone	Acres	Floors	Vol/Pg
3000 Main St	STRATFORD	3/11/2020	1,110	\$187,500	\$169	OFC	1925	RS4	0.1	1.6	4357/208
1136 Stratford Ave	STRATFORD	11/20/2019	3,816	\$380,000	\$100	APT/OFC/RTL		CA	0.37		4327/112
27 Nichols Ave	STRATFORD	10/17/2019	2,095	\$175,000	\$84	APT/OFC		RS4	0.12	2	4317/22
2261 Broadbridge Ave	STRATFORD	10/1/2019	2,886	\$405,299	\$140	OFC	1945	RS4	0.4	1	4311/243
971 East Broadway	STRATFORD	7/29/2019	1,776	\$295,000	\$166	APT/OFC	1900	RS4	0.18	1.7	4292/41
760 Honeyspot Rd	STRATFORD	4/1/2019	4,950	\$190,000	\$38	OFC/WH	1972	MA	0.35	1	4259/155
2381 Barnum Ave	STRATFORD	3/26/2019	4,184	\$364,500	\$87	OFC/RTL	1900	CA	0.1	1.5	4257/322
1675-1677 Barnum Ave	STRATFORD	2/21/2019	1,962	\$247,500	\$126	APT/OFC	2003	RM1	0.11	2	4249/290
2874 Main St	STRATFORD	1/10/2019	6,049	\$625,000	\$103	OFC	1969	CA	0.42	2	4240/307

CONN-COMP

Selected Building Sales

05/13/2020 09:24:22 AM

Displaying 9 records.



Town of STRATFORD in FAIRFIELD County				Use	OFC
Address	3000 Main St			Sale Price	\$187,500
Seller	Frankel, Robert Tr			Sale Date	03/11/2020
				Vol/Pg	4357/208
Buyer	Leah Real Estate Investment LLC				
	5 Camden Pl, New Hyde Pk Ny 11040				
Map	40.11	\$/Unit	N/A	Age	1925
Block	12	Units		Acre	0.1
Lot	34	Construction	FR	\$/SqFt	\$169
Zone	RS4	Floors	1.6	SqFt	1,110
Memo					



Town of STRATFORD in FAIRFIELD County				Use	OFC
Address	2261 Broadbridge Ave			Sale Price	\$405,299
Seller	Riecker, William & Barbara			Sale Date	10/01/2019
	208 Hyland Terr, Orange Ct 06477			Vol/Pg	4311/243
Buyer	Subedi LLC				
	2261 Broadbridge Ave, Stratford Ct 06614				
Map	30.11	\$/Unit	N/A	Age	1945
Block	10	Units		Acre	0.4
Lot	9	Construction	FR	\$/SqFt	\$140
Zone	RS4	Floors	1	SqFt	2,886
Memo	medical OFC				



Town of STRATFORD in FAIRFIELD County				Use	APT/OFC/RTL					
Address		1136 Stratford Ave		Sale Price	\$380,000					
Seller		1136 Stratford LLC		Sale Date	11/20/2019					
				Vol/Pg	4327/112					
Buyer		Isha of Milford LLC								
		222 Broad St, Milford C4 06464								
Map	40.8	\$/Unit	N/A	Age						
Block	4	Units		Acre	0.37					
Lot	2	Construction		\$/SqFt	\$100					
Zone	CA	Floors		SqFt	3,816					
Memo	2 bldgs - convert RTL to package store									
Building Detail	Address		Prop Type		Construction		Age	Floors	Sq Ft	Note
	same		RTL		FR		1959	1	1,778	
	same		OFC/APT		FR		19002		2,038	



Town of STRATFORD in FAIRFIELD County				Use	APT/OFC
Address	27 Nichols Ave (cor) Booth			Sale Price	\$175,000
Seller	Piepenbring Property Mngmt			Sale Date	10/17/2019
				Vol/Pg	4317/22
Buyer	Stinvil, Lynette				
	46 Booth St, Stratford Ct 06615				
Map	40.10	\$/Unit	N/A	Age	
Block	4	Units		Acre	0.12
Lot	9	Construction	FR	\$/SqFt	\$84
Zone	RS4	Floors	2	SqFt	2,095
Memo	OFC & 1 APT unit				



Town of STRATFORD in FAIRFIELD County				Use	OFC/WH
Address	760 Honeyspot Rd			Sale Price	\$190,000
Seller	Nahoum, Sylvia etals			Sale Date	04/01/2019
	93 Brushy Hill Rd, Newtown Ct 06470			Vol/Pg	4259/155
Buyer	760 Honeyspot LLC				
Map	30.6	\$/Unit	N/A	Age	1972
Block	20	Units		Acre	0.35
Lot	3	Construction	CBL/BR	\$/SqFt	\$38
Zone	MA	Floors	1	SqFt	4,950
Memo					



Town of STRATFORD in FAIRFIELD County				Use	APT/OFC
Address	971 East Broadway			Sale Price	\$295,000
Seller	Britz, John & Debra			Sale Date	07/29/2019
				Vol/Pg	4292/41
Buyer	Carvalho, David				
	122 Marsh Dr, Fairfield Ct 06824				
Map	40.9	\$/Unit	N/A	Age	1900
Block	13	Units		Acre	0.18
Lot	12	Construction	FR	\$/SqFt	\$166
Zone	RS4	Floors	1.7	SqFt	1,776
Memo	OFC & 1 APT				



Town of STRATFORD in FAIRFIELD County				Use	OFC/RTL
Address	2381 Barnum Ave (cor) West Ave			Sale Price	\$364,500
Seller	JAD Family LLC			Sale Date	03/26/2019
	32 Deerfield Dr, Easton Ct 06412			Vol/Pg	4257/322
Buyer	Carcamo, Jose Adolfo				
	288 Larkin Ct, Stratford Ct 06615				
Map	20.9	\$/Unit	N/A	Age	1900
Block	8	Units		Acre	0.1
Lot	9	Construction	CBL	\$/SqFt	\$87
Zone	CA	Floors	1.5	SqFt	4,184
Memo					



Town of STRATFORD in FAIRFIELD County				Use	APT/OFC
Address	1675-1677 Barnum Ave			Sale Price	\$247,500
Seller	Caselli, Joseph Tr			Sale Date	02/21/2019
	2731 NE 14th St, Pompano Be FL			Vol/Pg	4249/290
Buyer	Wealthberg R.E Investments				
	378 Boston Post Rd, Orange Ct 06477				
Map	30.9	\$/Unit	N/A	Age	2003
Block	8	Units		Acre	0.11
Lot	13	Construction	FR	\$/SqFt	\$126
Zone	RM1	Floors	2	SqFt	1,962
Memo					



Town of STRATFORD in FAIRFIELD County				Use	OFC
Address	2874 Main St			Sale Price	\$625,000
Seller	Caselli, Joseph Tr			Sale Date	01/10/2019
				Vol/Pg	4240/307
Buyer	2874 Main Street LLC				
	3638 Main St, Stratford Ct 06614				
Map	40.10	\$/Unit	N/A	Age	1969
Block	8	Units		Acre	0.42
Lot	3	Construction	CBL	\$/SqFt	\$103
Zone	CA	Floors	2	SqFt	6,049
Memo					

MLS Active

71C East Broadway, Stratford, CT 06615

County: **Fairfield**

Neighborhood: **Academy Hill**

Status:

Active

Last

03/27/2020

Update:

Tax Parcel#: **367457**

List Price: **\$339,000**

Orig. List Price: **\$359,000**

MLS#: **170265923**

Commercial For Sale

Sub Property Type(s): **Office**

Days On Market: **73**



Walkscore is: **- - 69**

Very Walkable - Most errands can be accomplished on foot.

Description of the Property Containing the Space For Sale

Potential Short Sale: **No**

Location: **Highway Access, Downtown**

Acres: **0.18**

In Flood Zone: **No**

Fronts On: **Paved Road**

Elevation Certificate: **No**

Zoning: **RS-4**

Conforming Use:

Year Built: **1900**

Number of Units: **2**

Number of Tenants: **0**

Property Tax: **\$8,356**

Mil Rate: **39.87**

Assessed Value: **\$209,580** Tax Year: **July 2019-June 2020**

Utility Information

Available Utilities: **Electric, Gas**

Electrical Voltage: **Electrical Amperage:**

Electrical Phases:

of Electrical Services:

Heat Type: **Hot Air, Other, Fueled By: Electric, Natural Gas**

Cooling: **None**

Water & Sewer Service: **Public Water Connected, Sewage System: Public Sewer Connected**

Parking Information

Covered Spaces:

Uncovered Spaces:

Total Spaces:

Parking Spaces Per 1000 Sq. Ft.

Parking Description: **Driveway, Parking Lot**

2296 Main Street, Stratford, CT 06615

County: Fairfield

Neighborhood: Academy Hill

MLS#: 170294475

Commercial For Sale

Sub Property Type(s): Office

Active

Status:

Last

05/12/2020

Update:

Tax Parcel#: 373181

List Price:

\$359,000

Orig. List Price: \$359,000

Days On Market: 1



Recent: 05/12/2020 : NEW

Walkscore is: - - 67

Very Walkable - Most errands can be accomplished on foot.

Description of the Property Containing the Space For Sale

Potential Short Sale: No

Location:

Highway Access, Suburban, Historic Area

Fronts On:

State Road, Municipal Street

Acre:

0.17

In Flood Zone:

No

Elevation Certificate:

Zoning:

E-13

Conforming Use:

Year Built:

1790

Number of Units:

2

Number of Tenants: 2

Property Tax:

\$10,508

Mil Rate:

39.87

Assessed Value: \$263,550

Tax Year: July 2019-June

2020

Utility Information

Available Utilities:

Electric, Gas, Telephone, Phone Available

Electrical Voltage:

Electrical Amperage:

Electrical Phases:

of Electrical Services:

Heat Type:

Hot Air, Fueled By: Natural Gas

Cooling:

Central Air

Water & Sewer Service:

Public Water Connected, Sewage System: Public Sewer Connected

Parking Information

Covered Spaces:

Uncovered Spaces:

Total Spaces:

Parking Spaces Per 1000 Sq. Ft.

Parking Description: Off Street Parking, Parking Lot

Square Foot Information

1888 Barnum Avenue, Stratford, CT 06614

County: **Fairfield**

LS#: **170289684**

Commercial For Sale

Status: **Active**

Last: **05/01/2020**

Update:

Tax Parcel#: **363486**

List Price: **\$399,900**

Orig. List Price: **\$399,900**

Days On Market: **12**

Sub Property Type(s): **Investment, Office, Retail, Other**



Recent: **05/01/2020 : NEW**

Walkscore is: **- - 77**

Very Walkable - Most errands can be accomplished on foot.

Description of the Property Containing the Space For Sale

Potential Short Sale: **No**

Location: **Highway Access, Downtown, Suburban**

Acres: **0.22**

In Flood Zone: **No**

Zoning: **RM-1**

Year Built: **1991**

Number of Units: **2**

Property Tax: **\$9,076**

Mill Rate: **39.87**

Fronts On: **Municipal Street, Paved Road**

Elevation Certificate: **No**

Conforming Use:

Number of Tenants: **1**

Assessed Value: **\$227,640** Tax Year: **July 2019-June 2020**

Utility Information

Available Utilities: **Electric, Gas, Telephone, Cable**

Electrical Voltage:

Electrical Amperage:

Electrical Phases:

of Electrical Services:

Heat Type:

Hot Air, Fueled By: Electric, Natural Gas

Cooling:

Central Air

Water & Sewer Service:

Public Water Connected, Sewage System: Public Sewer Connected

Parking Information

Covered Spaces:

Uncovered Spaces: **14**

Total Spaces:

14

Parking Spaces Per 1000 Sq. Ft.

Parking Description: **Paved, Driveway, Parking Lot**

Square Foot Information

3288 Main Street, Stratford, CT 06614

County: **Fairfield**

LS#: **170274337**

Commercial For Sale

Sub Property Type(s): **Investment, Office**

Status:

Active

Last

02/21/2020

Update:

Tax Parcel#: **373288**

List Price:

\$850,000

Orig. List Price: **\$850,000**

Days On Market: **82**



Walkscore is: **65**

Very Walkable - Most errands can be accomplished on foot.

Description of the Property Containing the Space For Sale

Potential Short Sale: **No**

Location: **Suburban**

Acres: **0.33**

In Flood Zone:

Zoning: **RS-4**

Year Built: **1985**

Number of Units: **3**

Fronts On: **Municipal Street**

Elevation Certificate:

Conforming Use:

Number of Tenants:

Assessed Value: **\$564,830** Tax Year: **July 2019-June 2020**

Property Tax: **\$22,520**

Mil Rate: **39.87**

Utility Information

Available Utilities: **Electric Available, Phone Available**

Electrical Voltage: **Electrical Amperage:**

Electrical Phases:

of Electrical Services:

Heat Type: **Hot Air, Fueled By: Natural Gas**

Heating: **Central Air**

Water & Sewer Service: **Public Water Connected, Sewage System: Public Sewer Connected**

Parking Information

Covered Spaces:

Uncovered Spaces:

Total Spaces:

Parking Spaces Per 1000 Sq. Ft.

Parking Description: **Off Street Parking, Parking Lot**

Square Foot Information

95 Armory Road, Stratford, CT 06614
County: **Fairfield**

LS#: **170285222**
Commercial For Sale

Sub Property Type(s): **Investment, Office**

Status: **Active**
Last Update: **03/30/2020**
Tax Parcel#: **374651**

List Price: **\$1,450,000**
Orig. List Price: **\$1,450,000**
Days On Market: **44**



Walkscore is: - 39

Car-Dependent - A few amenities within walking distance.

Financial Information

Gross Income: **\$81,170**

Gross Operating Expense:

NET INCOME:

Description of the Property Containing the Space For Sale

Potential Short Sale: **No**

Location: **Highway Access, Suburban**

Fronts On: **Municipal Street**

Acres: **1.05** In Flood Zone:

Elevation Certificate:

Zoning: **RS-3**

Conforming Use:

Year Built: **1968** Number of Units: **3**

Number of Tenants:

Property Tax: **\$36,220** Mill Rate: **39.87**

Assessed Value: **\$908,460** Tax Year: **July 2019-June 2020**

Description of the Space For Sale

Present Use: **Medical Office Building**

Potential Use: **Medical or Professional Office**

Floors: **1** Ceiling Height: Restrooms:

Overhead Doors: Loading Docks:

Business Included:

ADA Compliant:

Features

LoopNet Active

3288 Main Street, Stratford, CT 3288 Main St
5,588 SF Office Building Stratford, CT **\$850,000** (\$152/sf)



INVESTMENT HIGHLIGHTS

Great Location in the heart of Paradise Green section of Stratford
Well-maintained, brick building

EXECUTIVE SUMMARY

Owner-user investment property.

PROPERTY FACTS

Sale Type	Investment or Owner User	Price Per SF	\$152
Property Type	Office	Tenancy	Multiple
Building Size	5,588 SF	Building Height	2 Stories
Building Class	C	Typical Floor Size	2,794 SF
Year Built/Renovated	1985/2000	Building FAR	0.39
Price	\$850,000	Land Acres	0.33 AC
Zoning	RS-4		

PROPERTY TAXES

Parcel Number	STRA-004011-000004-000032	Improvements Assessment	\$415,240
Land Assessment	\$149,590	Total Assessment	\$564,830

ABOUT 3288 MAIN ST , STRATFORD, CT 06614

Attractive, 2-Story, Professional Office Building in Paradise Green! 3288 Main Street, Stratford For Sale: \$850,000. Premises is ideal for Owner/User looking for rental income potential. Suitable for most professional uses. This well-maintained, brick facade building has terrific curb appeal and is located on .33 acre. It has an on-site parking lot in the rear. First floor is 2,200sf, 2nd floor is 2,488sf with additional 900sf finished in basement.

**Property Details**

Price	\$1,450,000
No. Unit	0
Rentable Building Area	10,000 SF
Total Lot Size	1.05 AC
Property Type	Office
No. Stories	1
Building Class	C
Year Built	1983
Zoning Description	RS-3
Status	Active

Property Notes**Sale Notes**

Tremendous Opportunity! DOCTORS! Stop Paying Rent – Move your practice into your own building and collect additional rent income yourself.

- 8,769sf building is situated in a terrific location on 1.05 acres
- one block from 4-way interchange for both Rte. 8 and the Merritt Parkway.
- Up to 4,900sf is available for owner use.
- Balance of the building is currently leased to two separate medical practices with long term leases generating \$81,170/year gross rent.
- Ample parking on premises.
- There is also plenty of storage in both an attic space and basement area.

For

Property Description

This 8,769sf building is situated in a terrific location on 1.05 acres

Determine Value of Commercial Property

Value can be determined by comparative analysis or income approach.


$$\frac{I}{R/V}$$

I = Rent or Revenue from property often called NOI – net operating income

base rent \times rentable s.f. \times 6% or .94
(Vacancy Factor and Capital Reserve)

R = Interest rate or Capitalization rate – rate of return for investors. CAP rates vary by the quality of the tenant, the type of business, it's location and its credit worthiness.

Determine Value of Commercial Property

Example:

- 10,000 s.f. building
- 2 tenants:
 - a) 18 NNN in 6,000 s.f. = \$108,000 Annual rent
 - b) 19 NNN in 4,000 s.f. = \$76,000 Annual rent
 - c) 6% or .94 = Vacancy Factor and Capital Reserve
- cap rate = 7.75%, 6.0%, 9.0%

$$V = \frac{\$108,000 + \$76,000}{(.0775)} = \frac{\$184,000}{(.0775)} = \$2,311,771$$

$$V = \frac{\$108,000 + \$76,000}{(.06)} = \frac{\$184,000}{(.06)} = \$2,882,666$$

$$V = \frac{\$108,000 + \$76,000}{(.9)} = \frac{\$184,000}{(.9)} = \$1,921,771$$

Determine Value of Commercial Property

Summary:

Cap Rate 9% = \$1,921,771

Cap Rate 7.75% = \$2,231,741

Cap Rate 6% = \$2,882,666

Rent Roll - 80 Ferry Blvd., Stratford, CT

Unit	Tenant	Original Occupancy Date	Square Feet	Current Monthly Rent	Current Rent Per SF	Expiration Date	Rent Increases	Cleaning Incl. In Lease	Notes / Rent Increases Cont.	Renewal Options
	TOTALS		30,795	\$42,264.97				\$620	\$453.79	

Expenses

NOTE: Gas & electric
11 months actual
1 month estimated

	Expenses Thru Dec 2016	Expenses Thru Dec 2017	Expenses Thru Dec 2018
Advertising	406	400	400
Accounting	1140	1200	1200
Legal	5325	0	0
Professional Fees	200	0	0
Bank Fees	290	300	300
Commissions	12000	0	0
Insurance	23400	23400	23400
Management Fee	18,900	20000	20000
Maintenance	23707	23000	23000
Elevator	3288	3300	3300
HVAC	21071	17000	17000
Landscaping	9115	8000	8000
Fire/Security	11440	5100	5100
Refuse Removal	9290	8400	8400
Cleaning	20000	20000	20000
Snowplowing	3084	3100 *	3100 *
Office Expense	22	0	0
Property Tax	90250	92650	92650
Sewer Tax	1242	1300	1300
Electric	70,000	**	**
Gas	11650	10600	10600
Water	4331	4000	4000
Entity Tax	250	250	250
	340401	242000	242000

**Current 2016	70,000
Estimated cost electric 2017	-11679
Estimated savings	58,321
Less Greenbank mortgage pay	-35,980
Increased cash flow & principal paydown on mortgage	22,341

80 Ferry Blvd. Stratford, CT

Valuation

		2016	2 Vacant 2017	1 Vacant 2017	No Vac. 2017	No Vac. 2018
Rental Income		\$ 498,016	\$ 475,734	\$ 475,734	\$ 475,734	\$ 475,734
Unit 103	incl.		\$ -	\$ 25,281	\$ 25,281	\$ 25,281
Unit 104	incl.		\$ -	\$ -	\$ 24,016	\$ 24,016
Gross Income		\$ 498,016	\$ 475,734	\$ 501,015	\$ 525,031	\$ 525,031
Less: Vacancy/Credit Loss	5%	\$ (24,901)		\$ (12,525)	\$ (26,252)	\$ (26,252)
Effective Gross Income		\$ 473,115	\$ 475,734	\$ 488,490	\$ 498,779	\$ 498,779
Operating Expenses						
Operating Expenses		\$ 270,401	\$ 242,000	\$ 242,000	\$ 242,000	\$ 254,100
Less: Electric		\$ 70,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 11,000
Total Expenses		\$ 340,401	\$ 277,000	\$ 277,000	\$ 277,000	\$ 265,100
Reserves psf	\$0.30		\$ 9,319	\$ 9,319	\$ 9,319	\$ 9,319
Total Exp & Reserves		\$ 340,401	\$ 286,319	\$ 286,319	\$ 286,319	\$ 274,419
Net Operating Income		\$ 132,714	\$ 189,415	\$ 202,170	\$ 212,460	\$ 224,360

Valuation based on cap rate	7.5%	\$1,769,523	\$2,525,531	\$2,695,606	\$2,832,803	\$2,991,470
	8.0%	\$1,658,928	\$2,367,685	\$2,527,130	\$2,655,753	\$2,804,503
Footnotes:						
Electrical cost assumption		\$70,000	\$35,000	\$35,000	\$35,000	\$11,000

2016 Op. Exp from Owner includes legal \$5325, commissions \$12,000, HVAC \$4k higher than 2017 forecast, fire & security \$6K higher than 2017 forecast

	2016	2017	2017	2017	2018
Net Operating Income	\$132,714	\$189,415	\$202,170	\$212,460	\$224,360
7.5%					
8.0%					

$$\frac{I}{R/V}$$

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 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) RE/MAX is the largest real estate firm in the world. Its corporate logo ranks as one of the top five recognized logos worldwide. Its website, www.remax.com is the most visited real estate corporate website.

Your property will be posted on www.remax.com. A great feature of this posting is that if a buyer clicks on your listing (and wants more information or wishes to schedule a showing appointment) that lead automatically will come to me, your listing agent. Also, if anyone calls into our RE/MAX office and inquiries about your property, once again, that lead comes only to me. As your listing agent, I will know more about your property than other agents, and, therefore, can best service the buyer.

Success Marketing Plan

SUCCESS STEPS

- (4) 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 38,00 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.
- (5) 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.
- (6) 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.
- (7) Your property will also be listed with CTCList. CTCList is the Connecticut Commercial Information Exchange for commercial property listings for sale or lease.
- (8) We will directly market your property to our list of 600+ Connecticut commercial brokers.

Success Marketing Plan

SUCCESS STEPS

- (9) Professional Photographer: I use a professional photographer in order to show your property at its best. Photos will include aerial photos done via drone.
- (10) Signage: We will maximize the showing potential of your property through the use of professional signage.
- (11) I will host a Commercial Brokers' Open House.
- (12) Office Notification: We will promote your property to our entire office within 24 hours of it being listed on SmartMLS.
- (13) Communication: Follow up on showings and advise you of results and comments.
- (14) Seller's Weekly Progress Report sent to you periodically with sold properties, competition in the market, etc.
- (15) 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



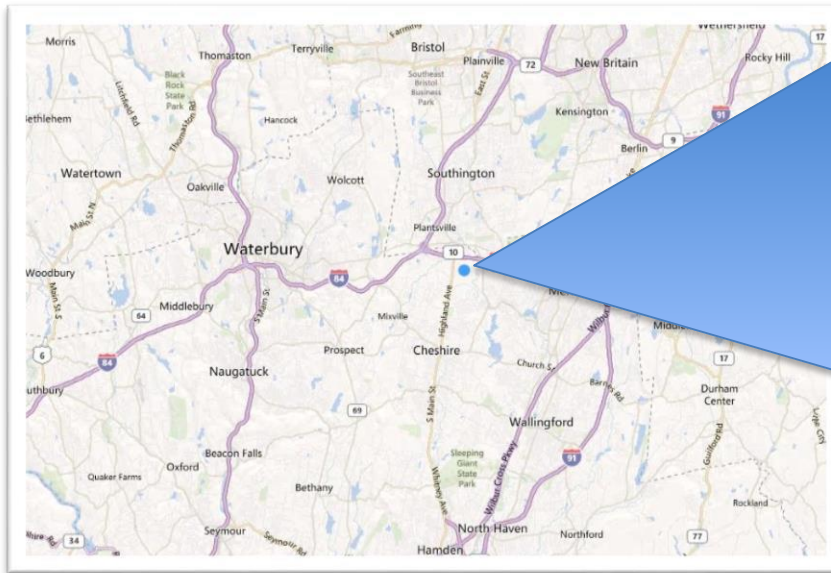
For more information contact:

Presented by:
RE/MAX Right Choice
Commercial and Investment

For more information contact:

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



Presented by:
RE/MAX Right Choice
Commercial and Investment

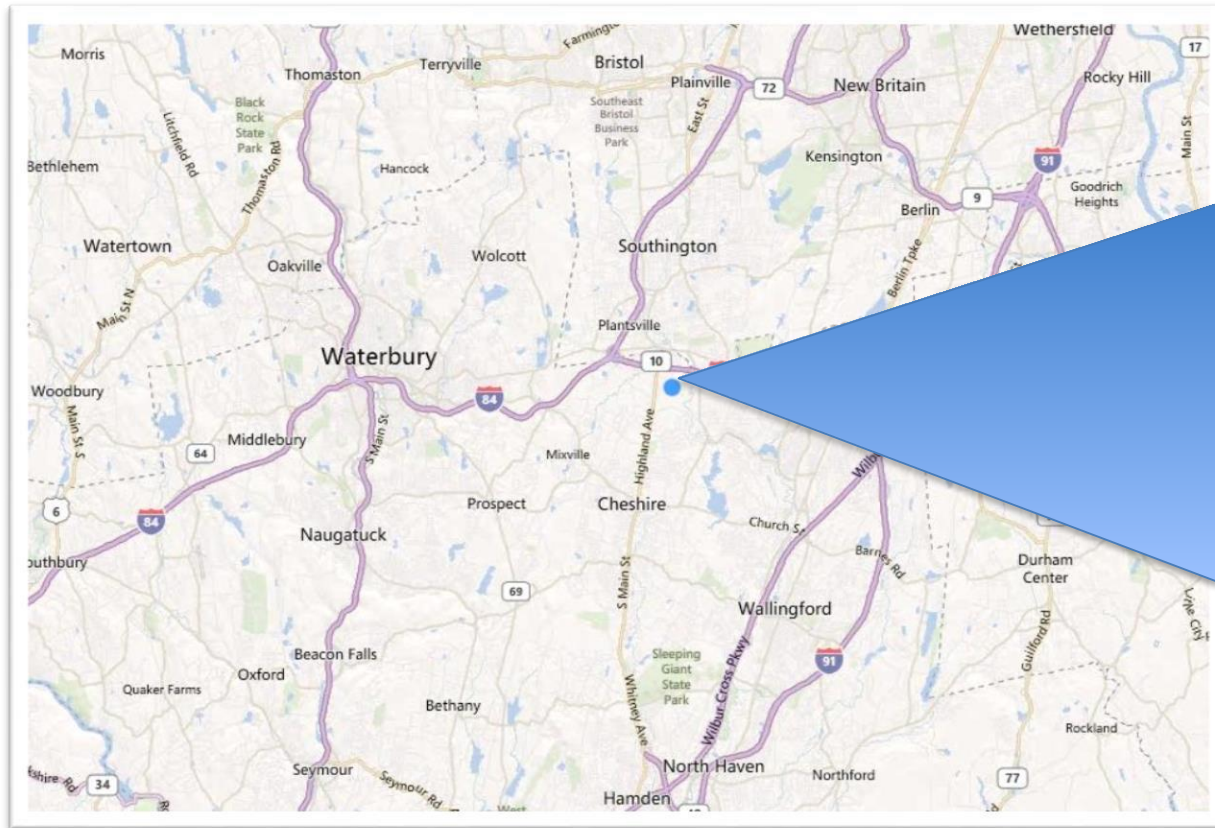
Confidential Offering Package

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 here- in 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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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				

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Commercial and Investment

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.

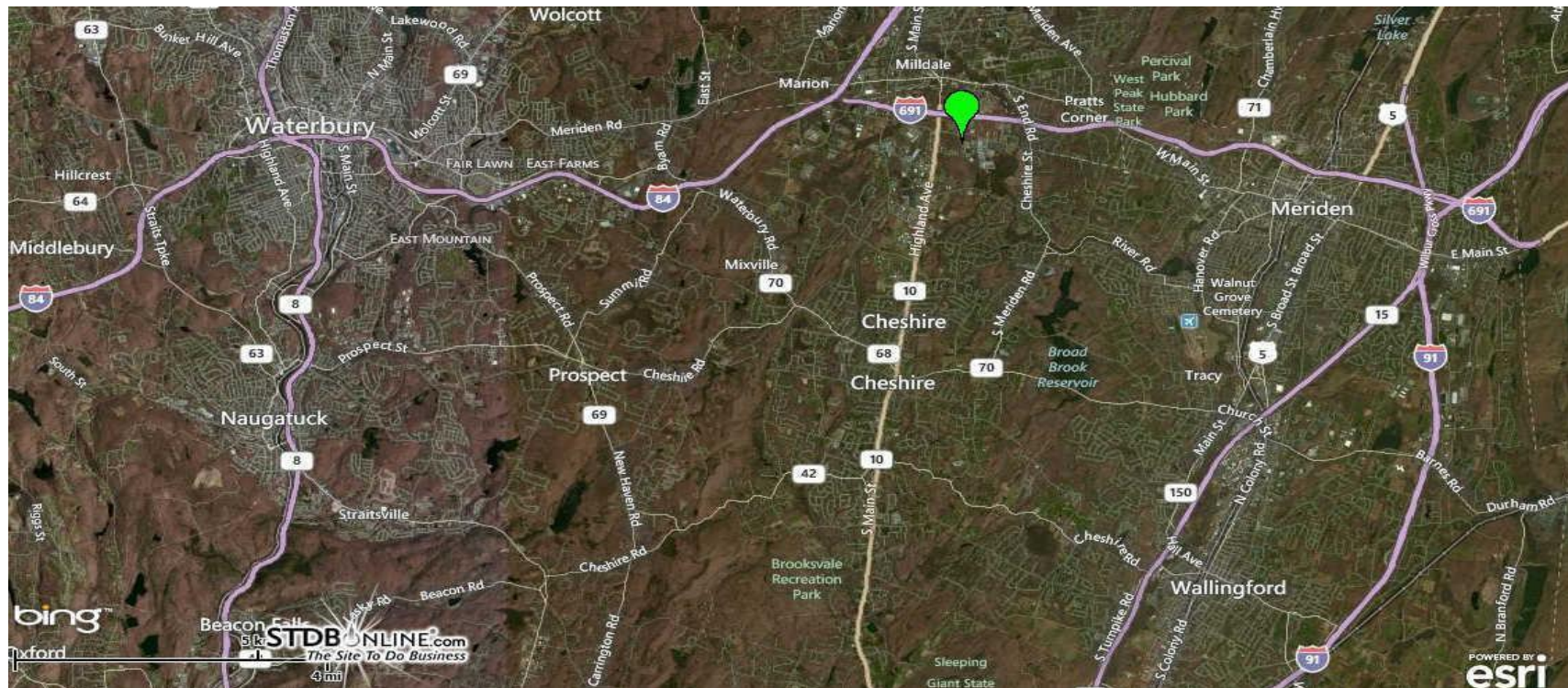
As of the 2000 census, there were 28,543 people in Cheshire and 9,349 households. The median household income was \$80,466.

	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

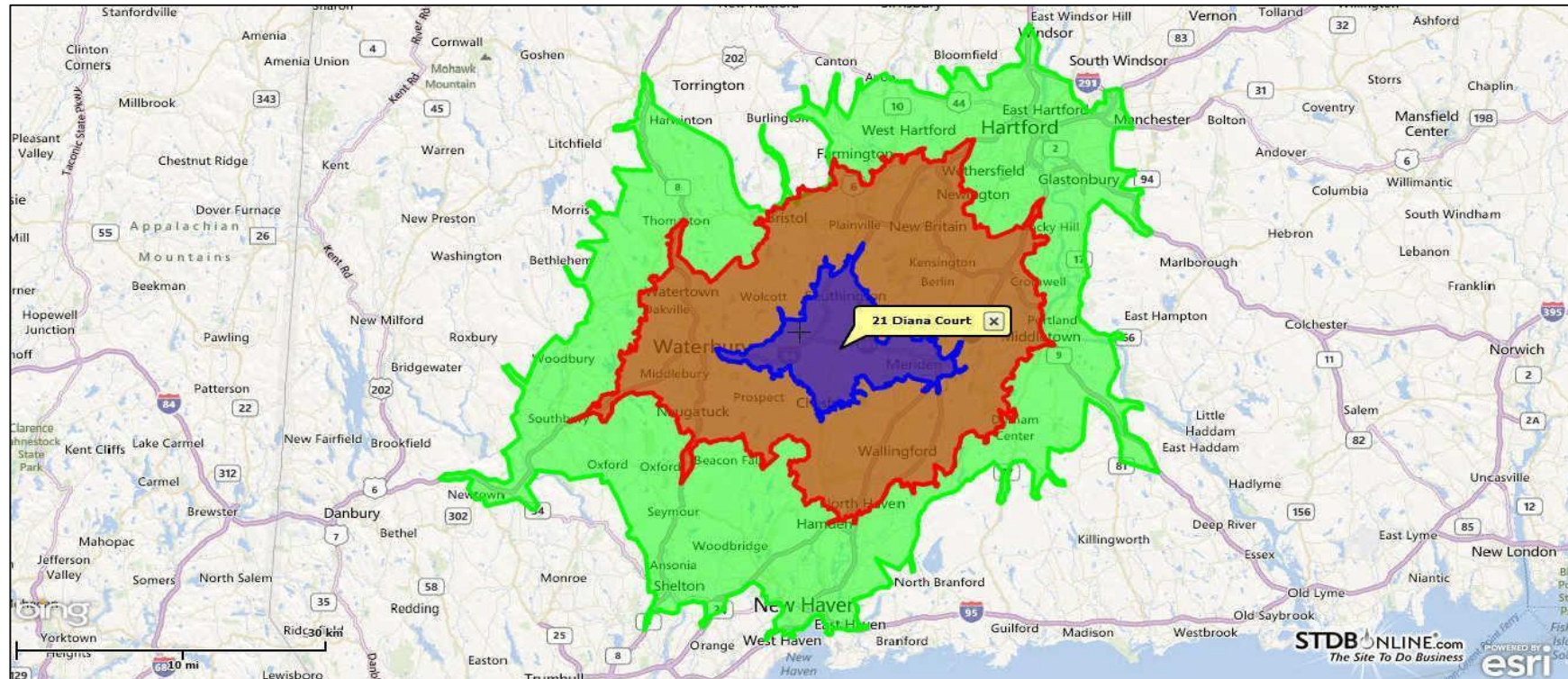
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Major Thoroughfares



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Drive Time Map



- 10 Miles
- 20 Miles
- 30 Miles

Commercial Exclusive Right to Sell/Lease/Exchange Agreement

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 Sale Listing Agreement

N

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).