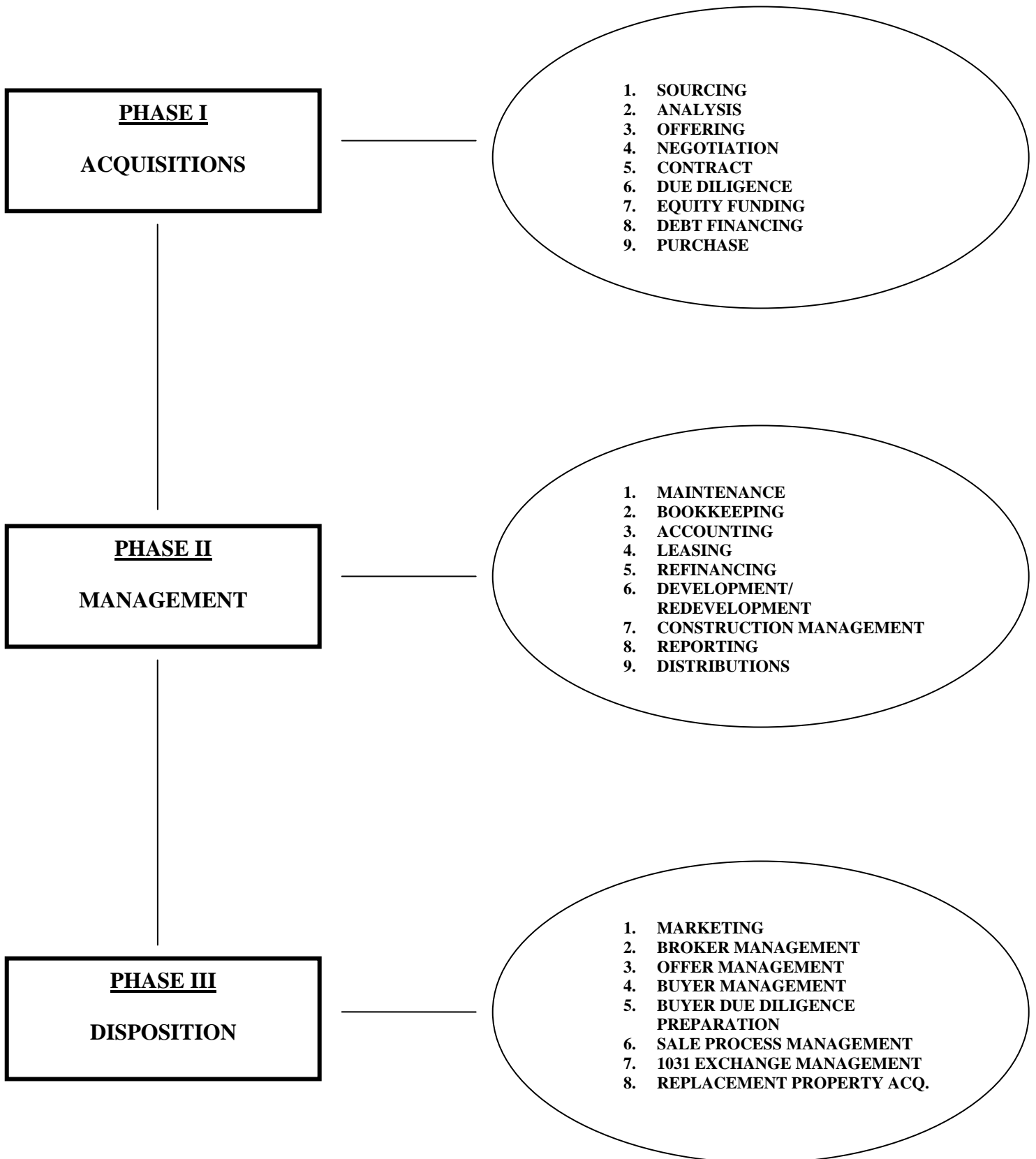


# THE "LANDWIN SYSTEM"



**PHASE I**  
**ACQUISITION**

**PROPERTY**

- SCREEN ALL INVESTMENTS FOR LANDWIN ACQUISITION CRITERIA
- IDENTIFY POTENTIAL PROPERTIES/PROJECTS
- DETERMINE VALUE-CREATION STRATEGY, ESTIMATE COSTS, TIMELINE
- COMPLETE INVESTMENT PROFORMA
- SUBMIT LETTER OF INTENT
- EXECUTE PURCHASE AGREEMENT
- PERFORM LANDWIN DUE DILIGENCE REVIEW (SEE ATTACHED)
- PERFORM LANDWIN ON-SITE INSPECTION
- ENSURE ALL CONTINGENCIES OF PURCHASE AGREEMENT ARE SATISFIED
- CREATE LIMITED LIABILITY 'HOLDING' COMPANY

**DEBT**

- SEEK PRELIMINARY COMMITMENT FOR DEBT FINANCING
- OPEN ESCROW
- ORDER APPRAISAL
- ORDER PRELIMINARY TITLE REVIEW
- STRUCTURAL REPORT
- OBTAIN ENVIRONMENTAL REPORT
- TENANT ESTOPPELS
- OBTAIN PROPERTY INSURANCE
- OBTAIN DEBT FUNDS

**EQUITY**

- SELECT SOURCES OF NECESSARY EQUITY
- PRIVATE CLIENTS (SMAs)
- LANDWIN PARTNERS FUNDS
- TENANTS IN COMMON (TICs)
- INSTITUTIONAL INVESTORS

**ACQUIRE PROPERTY/PROJECT**

**PHASE II  
MANAGEMENT**

**INITIAL  
TRANSITION/TAKEOVER**

EVALUATE CURRENT  
PROPERTY MANAGEMENT  
- MAINTAIN OR REPLACE

EVALUATE ON-SITE  
EMPLOYEES AND VENDORS  
- MAINTAIN OR REPLACE

SEND OUT TENANT  
WELCOME PACKAGES  
-TENANT SURVEYS  
-INSURANCE ROLLOVER

CREATE LEASE ABSTRACTS  
AND RENT ROLL  
(PART OF PREVIOUS DUE  
DILIGENCE PROCESS)

ESTABLISH OPERATING  
BUDGET

ESTABLISH TRACKING  
MECHANISMS  
-REPORTS (BUDGET  
PROFORMA AND ACTUAL)  
- ONGOING SURVEYS  
- CONFERENCE CALLS  
-INVESTOR MONTHLY  
REPORTS

ESTABLISH INVESTOR  
DISTRIBUTION AND BILL  
PAYMENT LIST

**IMPLEMENTATION**

CREATE A REDEVELOPMENT  
BUDGET FOR STRATEGY  
DETERMINED DURING  
ACQUISITION ANALYSIS

ADDITIONAL MINOR  
METHODS TO MAXIMIZE  
INCOME  
- ROOFTOP LEASES  
- BILLBOARDS  
- KIOSK  
- ATM AND VENDING  
- EXPENSE REDUCTION

CREATE MANAGEMENT /  
LEASING PLAN AND  
TIMELINE

EXECUTE PREDETERMINED  
INVESTMENT STRATEGY  
AND MAXIMIZE PROPERTY  
NET OPERATING INCOME

**PREPARATION FOR  
DISPOSITION**

ENSURE CONTINUITY AND  
ACCURACY OF REPORTS

ENSURE ALL POTENTIAL  
"ISSUES" ARE CONTAINED  
AND RESOLVED

SOLICIT PROPOSALS FROM  
LOCAL LISTING BROKERS

ESTABLISH BOTTOM-LINE  
SALES FIGURE

**DISPOSITION  
PREPARATION**

**PHASE III**

**DISPOSITION**

**MARKET PROPERTY**

IF POSSIBLE, SELL  
PROPERTY THROUGH  
IN-HOUSE MARKETING

IF UNABLE TO SELL  
PROPERTY INTERNALLY,  
LIST PROPERTY WITH  
LOCAL BROKER

SCREEN OFFERS FOR  
LEGITIMACY AND  
CREDIBILITY OF BUYER

SELECT BEST OFFER

INITIATE SERVICES  
CONTROLLED BY US  
(ESCROW, TITLE, ETC)

PREPARE ALL DOCUMENTS  
FOR BUYER DUE DILIGENCE

**LIQUIDATE OR EXERCISE 1031  
EXCHANGE**

ENGAGE ACCOMMODATOR

DETERMINE IF THE  
MAJORITY OF OWNERSHIP  
CHOOSES TO GO FORWARD  
WITH EXCHANGE

IF "YES", GO FORWARD  
WITH EXCHANGE,  
DISTRIBUTE FUNDS TO  
INVESTORS THAT CHOOSE  
TO "CASH OUT"

IF "NO", DISTRIBUTE  
PROCEEDS UPON SALE

ESTABLISH POTENTIAL  
"REPLACEMENT"  
PROPERTIES (WITHIN 45  
DAYS OF SALE)

**INITIATE PHASE I  
ANALYSIS AND  
ACQUISITION**