

**CALKAIN**

AMERICA'S NET LEASE COMPANY®



## About Calkain

We are a boutique commercial real estate firm with a passion for the single tenant net lease (STNL) market. In 2005, Jonathan Hipp, President and CEO, took the initiative to build upon his experience and left a large, international brokerage firm to become an independent and innovative leader within the net lease investment community. Armed with a sole employee and a single office, the firm has grown into one of the largest STNL focused firms in the country.

Focused on becoming the leading provider of all things net lease, we've expanded our services to include Advisory, Capital Markets, Asset Management and Research. Forming lasting relationships with our clients has been the cornerstone of how we do business. We approach each assignment with an eye toward each client's individual needs. Whether private or institutional investors, we pride ourselves on delivering real estate solutions that maximize value while building wealth for all of our clients.

We understand that your investments today may well be your legacy.

**\$11.5 Billion**  
In Closed Transactions

**\$350 Million**  
In Active Listings



### Why Net Lease?

Investors are looking for a safe place to put their money. Stable, predictable investment vehicles are increasingly hard to find, but smart investors do have choices. One of the best choices available is to invest in single tenant net lease (STNL) properties. These properties can rightly be viewed as a corporate bond wrapped in real estate.



Reliable Source of  
Steady Income



Stable Investment  
Holds Value



No Management  
Hassles



Tax  
Deferment



Flexibility

**Maximize Value. Build Wealth.**

## Services

At Calkain, our clients are the priority which includes setting the right strategy to maximize their real estate investment. We offer a full array of service lines that assist our clients in the entire life cycle of property ownership from acquisition through ownership and ultimately to disposition.



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*Calkain has always taken our toughest assignments and far exceeded our expectations every time. When it comes to pricing, marketing for sale, identifying the right buyer(s), and getting the property sold and closed, the Calkain team is simply the best!*

**Steve Boyle** | Managing Director of EDENS



### Brokerage

Calkain's client-focused approach makes the difference when seeking to buy or sell net lease assets.



### Advisory

We foster long-term relationships built on trust and integrity.



### Capital Markets

We match qualified buyers and investors with the best debt and equity options.



### Asset Management

We understand net lease real estate from every angle. We oversee the properties as if they were our own.



### Research

Calkain provides in-depth analysis of the net lease market through knowledge and years of experience.



## Sale Leasebacks

Sale leasebacks (SLBs) are a growing trend in net lease. As real estate is often the second largest line item in a firm's budget, companies are converting built-up equity to capital so they can add value to their business in other ways, re-allocating capital toward its highest and best use. Calkain can walk you through the process to determine the right strategy that will allow you to maximize the benefits of selling your real estate and enter into an advantageous long-

term lease. We will thoroughly explore the right balance of financial returns and operational flexibility, diligently set up the appropriate lease structure and outline the tax implications resulting from the SLB, all to maximize your capital.

With our extensive network of professional brokers, our in-house research and our dynamic team, we'll ensure a smooth transaction.

## 1031 Exchanges

One of the biggest benefits of investing in real estate are the tax benefits. One of the most commonly used tax benefits is the 1031 tax-deferred exchange. Simply put, these two mechanisms allow investors to defer taxes and build wealth over time. There are many rules to follow and time constraints to be adhered to with an exchange, making it essential to work with an experienced brokerage firm like Calkain.

Exchanges happen quickly and Calkain works with clients to identify opportunities early to ease the anxiety that can occur once the exchange clock starts ticking. We can help you set the right strategies, find the right investments and ensure a swift, easy transaction with the new property.



## Asset Management

Calkain offers a solution which makes owning a real estate investment no more difficult or challenging than owning stocks or bonds. The more hands-on nature of owning a piece of property can become daunting, especially when it's not a true triple net lease (NNN) asset.

Calkain is the leading provider of Asset Management services to the net lease industry. We have a team of professionals who understand net lease real estate from every angle and can provide expert guidance and management to all types of owners. We provide a one-stop solution for all record keeping, investor reporting, compliance and lease administration needs. We handle any and all issues that arise with the property which frees our clients to focus on their core business.

All of our clients benefit from the full scope of the advisory services Calkain offers. We don't want to just be someone who sends you a statement every month. We want to be your trusted advisor for the entire life cycle of your investment and make sure that its value is constantly being maximized.



## Asset Management Services

- Books and record maintenance
- Rent collection/vendor payments
- Annual budgeting and CAM reconciliations
- Cash management
- Loan covenant monitoring and compliance
- Risk management
- Lease administration
- Property valuations
- Site visits and inspections
- Customizable monthly/quarterly investor reporting
- Online 24/7 access to all property documentation and records
- Private label back-office outsourcing for real estate funds



## Urban Advisory

Calkain Urban Investment Advisors specializes in premier investment properties in high density, urban districts throughout the United States. A unique aspect of urban retail properties is that the anchor is not necessarily another retailer. In an urban setting, the flow of subways, buses, cars, taxis and pedestrians is the engine that drives the street scene. Our Urban Advisory team builds on Calkain's record of success in brokering some of the most notable transactions within the urban net lease market and focuses strictly on assets located within metropolitan regions. We understand the ever-growing NNN urban investment market and the requirements of investors and developers working within the space.

## Research



Cap Rate Reports



Florida Net Lease Reports



Credit Rating Reports

Calkain provides in-depth analysis of the net lease market through our intimate knowledge and years of experience. We provide a unique insight to the industry and identify trends that guide our strategies and maximize value. Our market-leading reports include the latest cap rate trends, credit rating reports and comprehensive net lease sector performance.



Sector Reports



Tenant Overviews



Annual Reports

# NET LEASE *Advisor*

A useful tool for investors, Net Lease Advisor is a compilation of data about the top tenants in the marketplace. Net Lease Advisor is the go-to source for analyzing investments with regard to tenancy, offering comparable data, property and lease information, tenant overviews and credit ratings.

[netleaseadvisor.com](http://netleaseadvisor.com)



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