

The Lechner Advantage

INTEGRITY * SERVICE * PERFORMANCE

Why You Need Tenant/Purchaser Representation

You will benefit from having Tenant/Purchaser Representation because:

- It allows an industry professional to help you achieve your goals through a greater understanding of your needs and objectives.
- Interfacing with only one broker will save you time.
- Broker's fees can be paid by the property owner.
- Broker conflicts on same property presentations are avoided.
- You will have your own Broker looking out for your interest, just as the owner has his/her own Broker.
- Lechner Realty Group, Inc. pledges to provide you an overall view of the entire market, not just the properties we have listed.
- It allows you to delegate your property search to a professional, not one of your own paid employees. You and your staff then realize better use of your time.
- You can avoid steering. Lechner Realty Group, Inc. will show you the entire market.
- "Everybody's job is nobody's job." If you have several agents looking for you, you are not a priority to any of them.

You will benefit most by hiring Lechner Realty Group, Inc. as your Tenant/Purchaser Representative because Lechner Realty Group, Inc.:

- Has compiled a database of thousands of property owners.
- Maintains an inventory of available properties from other Commercial Brokers.
- Participates in the Commercial Information Exchange (CIE).
- Has an extensive property library for St. Louis City and County, St. Charles County, Jefferson County and segments of other nearby communities.
- Employs a highly efficient support staff.
- Can assist you in determining current and future needs based on our day-to-day activity in the market.
- Has principals and officers with over 50 years of experience in negotiating sales and leases.
- Is committed to keeping you informed.
- Has a cooperative relationship with all other Commercial Brokers in the Metropolitan area.

Why Choose Lechner Realty Group, Inc.?

I promise to make your real estate need a priority, to give attention to the details that are critical to every real estate transaction, to honestly inform you of value and market conditions and to give you service before and after the sale that is beyond what you would expect.

Sincerely,

Steven B. Lechner
President

Who is Lechner Realty Group, Inc.?

Lechner Realty Group, Inc. was established in 1974 by Steven B. Lechner, Prior to 1974, Steve Lechner was a certified appraiser, a certification he still holds today. Steve Lechner has assembled a team of professionals that specialize in commercial, industrial, office, and investment properties. In addition, Lechner Realty Group, Inc. is involved in land sales and land development, as well as real estate consulting, market analysis and feasibility studies.

We at Lechner Realty Group, Inc. pride ourselves in the integrity, honesty and performance of our team of experts.

How does Lechner Realty Group, Inc. find Opportunities?

Lechner Realty Group, Inc. will help you find the building. land or any other opportunity through the following steps:

- Establish specific needs of client through thorough in-depth meetings.
- Search existing opportunities through:
 - 20,000 strong Lechner Realty Group, Inc. database,
 - Commercial multiple listing services (MLS),
 - Communication with other brokers,
 - Internet.
- Physically survey potential opportunities based on geographical need.
- Create previously non-existent opportunities through software and internet tools that research land ownership of currently held property that meets client needs.

How does Lechner Realty Group, Inc. market property?

Lechner Realty Group, Inc. markets all property in the following manner:

- Lechner Realty Group, Inc. researches the property and creates a brochure on the property, including detailed information such as:
 - Land area
 - Lot dimensions
 - Zoning
 - Permitted uses
 - Assessed valuation and taxes
 - Utility information
 - Detailed building information
 - Demographics (where appropriate)
 - Traffic Count
 - Any other information pertaining to a specific property
- Mail brochure to Lechner Realty Group, Inc.'s prospects chosen from their database of over 20,000 proven potential buyers/tenants/investors.
- Follow-up calls made to these potential customers.
- Distribute brochures to Agents of Lechner Realty Group, Inc. and to other Broker/Agents in corresponding database.
- Follow-up calls made to these Agents.
- Target applicable buyers/tenants/investors regarding the property.
- Contact adjoining and area property/business owners as potential buyers, tenants, or investors.
- Display maximum signage on site.
- Internet marketing and newspaper marketing (both optional).

Who are Lechner Realty Group, Inc.'s Customers?

Because of Lechner Realty Group, Inc.'s dedication to integrity, honesty and performance, we have an impressive list of customers. These influential customers range from small investors to Fortune 50 companies.

The following is a partial list of Lechner Realty Group, Inc.'s past and current customers and projects:

- | <i>Commercial/Office</i> | <i>Residential/Developmental</i> | <i>Investment/Multi-Family</i> |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">▪ 7-Eleven Stores (Southland Corp.▪ Kentucky Fried Chicken▪ McDonald's Restaurants▪ Denny's Restaurants▪ Texaco▪ Amoco▪ Aldi Food Stores▪ Red Roof Ins▪ YMCA▪ U-Hall▪ Goedeker Superstores▪ Missouri State Bank▪ Equality Savings Bank▪ Globe Drug▪ Concord Sports Clubs▪ Life Crisis Services | <ul style="list-style-type: none">▪ Saddlebrook▪ Pinehurst▪ Overlook at the Legends▪ Ambsdale▪ Polo Ridge▪ Larksmoore West▪ Heatherwood Subdivisions▪ Red Oak Plantation▪ Grants Forest▪ Summerfield▪ New Colony Estates▪ Hawkin's Bend▪ Westin Place▪ Windmill Forest | <ul style="list-style-type: none">▪ Behlmann Investments▪ FDW Investment Co.▪ Taylor Morley, Inc.▪ AHEPA▪ Wilson Enterprises▪ Weber Investments▪ W.E.J. Investment Co.▪ Grasso Brothers▪ Marketing Matters, Inc.▪ Southwest Bank▪ Adelman Realty▪ Dillon Oil Company▪ Sherbrooke Village Nursing Home▪ Normandy Nursing Home |
| <ul style="list-style-type: none">▪ Monsanto Corporation▪ Ethyl Petroleum Additives▪ Aldi, Inc.▪ Federal Express▪ Mercantile Bank▪ Union Electric▪ Budrovich Excavation▪ Big River Zinc▪ Ryder Transportation▪ NuWay Concrete Forms▪ Liturgical Publications | | <ul style="list-style-type: none">▪ St. Louis County▪ Lindbergh School District▪ Manna Pro Corporation▪ Mehlville School District▪ George Weber Chevrolet▪ Eagle Eye Care▪ True Sports▪ Edward Rose Company▪ Hughes Supply▪ Magna Bank▪ Missouri State Bank▪ The Salvation Army Adult Rehabilitation Center |