



## Off-Market Asset Disposition & Procurement Strategies

### FCFC Inc.

Works with principal owners “and their professional representatives” who are interested in executing a discreet and timely sale of an institutional quality asset or portfolio. Our firm has a significant number of long-time personal relationships with ultra-high net-worth private individuals and families, opportunity funds, pension funds, private equity firms, development firms, and REITS with strong liquidity positions and existing commercial real estate holdings that are actively seeking acquisition of assets in a quiet, off-market setting. These groups depend on us to help them discreetly execute on transactions throughout the United States without making a ton of noise.

These well-capitalized partners are active in many sectors including multi-family (approved ground up developments and existing) apartments, hospitality, office buildings, industrial buildings, existing retail – single and multi-tenant net lease opportunities. They possess a sophisticated understanding of underwriting, due diligence, and overall aptitude with respect to investment opportunities. AS well as how to make money in both difficult and inviting markets, respectively.

Many of our purchasing entities will not pursue acquisitions of properties that are widely marketed through national brokerage companies. Their preference is to transact in an off-market setting free of competition and bidding processes. This level of discreteness is important and paramount to the way that we do business with our partners.

### Execution:

We seek to create an open dialogue between the purchaser and seller.

Our commitment to identify and provide access to:

- A: Suitable off market acquisition opportunities to our network of buyers
- B: Well vetted and capable buyers appropriately matching specific assets offered by sellers

Is our prime directive.

Clients desire to execute acquisition with all-cash, and place debt on the asset post-closing. Debt assumption requirements will be considered on a case-by-case basis.

It is essential that we are presented a clear understanding of the current cap rate at the sellers’ asking price based on the assumed NOI, at the outset of the negotiation. The purchasing entity will ultimately need to review the historical operating statements, Trailing 12 Months (TTM) cash flow, and itemized rent rolls that are up to date, and similar.

The aforementioned is mandatory in order for our buyer(s) to complete their underwriting, thereby, enabling our buyer(s) to submit a qualified, written offer to purchase (LOI, PSA, MOU, etc.).



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With the above information and a properly priced asset, FCFC Inc. can quietly identify the right purchasing client for an asset within a reasonably short time-frame in a very quiet, confidential, and timely manner.

Our buyers network is not looking to undercut the market, as a general strategy. This sincere approach towards completing transactions, as an end goal, ensures our interests are aligned from the very beginning.

FCFC Inc's goals are to place our well capitalized buyers in the most opportunistic setting that directly correlates to their investment objectives, thus delivering risk thresholds and appropriate returns on investment. This strategy ensures our clients can execute a reasonable number of transactions without over-exposure to the market.

### Our Buyers Network's off-market purchasing strategies include:

1. **\*Best-in-Class 4&5-star existing hospitality assets, quality hotel assets in most major MSAs that can be re-positioned\***
2. Single-tenant net-leased office, industrial, and retail properties leased to credit tenants on a NNN basis.
3. Medical office buildings (MOB's) that are of institutional size, located contiguous to existing hospitals, leased to quality medical tenants, and similar characteristics.
4. Government Class A/B Leased Assets (GSA), municipal tenants, and rated public entities.
5. Appropriately priced multi-family communities, single assets and portfolios (value-add and core acquisition strategies), nationwide, in major MSA's and secondary markets.
6. Large commercial office buildings and office towers that offer the ability to reposition the asset within the market as our partners bring a plethora of resources to each transaction to be successful.
7. Major MSA's: Identify opportunities that provide our purchasing entity the ability to convert existing structures to hotel, luxury condo and or multi-family rentals. Specific desire to identify properties in gateway cities: NYC, New Jersey, Miami, Los Angeles, San Francisco, Washington DC. Urban core locations in Atlanta, Denver, Seattle, San Diego will be of interest as well.
8. Identify classic real estate development opportunities for apartments, condos, hospitality, office, in similar asset classes for the rare instances we take such risk. A select number of our investors and partners specialize in particular types of land development, assemblage plays, etc., for which, we help identify and do the preliminary underwriting for said deals. FCFC Inc has significant experience in delivering residential lots and mixed-use lifestyle centers, among other asset classes in commercial real estate.

1st Choice Financial Inc.; dba, "FCFC Inc".

Matching Well Vetted, Capable Buyers with Discounted Portfolios of High-Performance Off-Market Assets for Sale  
"Positioning of Underutilized, Distressed, Environmentally-Challenged Properties"