

From: JRMuellerleile [jrm@4VQP.com]
Sent: Tuesday, August 07, 2012 11:56 AM
To: LIST - Yr. 2011 & Yr. 2012 Client Candidates
Subject: Too many Prequalified EXPRESS Exterior Tunnel Carwash Sites are disappearing fast!

Attachments: 08.01.12 Lost Sites List.doc

Importance: High

Follow Up Flag: Follow up

Flag Status: Flagged

Valued Client Candidates & other interested parties:

So far this year there are seven (7) of you who have yet to sign a contract with me. From last year, the number of you who are still sitting on my contract while "considering" this investment opportunity is twenty-four (24)...making a total of thirty-one (31) qualified candidates who are still missing a very good opportunity.

Most of you are in the HIGH TRAFFIC COUNT Los Angeles area. I don't have statistics for the rest of you but believe your target search areas may be experiencing similar changes.

Lots of users are scrambling to take control of the very difficult to find, pre-qualified EXPRESS Exterior Tunnel Carwash sites here in the Los Angeles Metro Area. My Los Angeles Metro Area list is being reduced for a number of reasons, including:

1. Express Exterior Tunnel Carwash folks are taking a few of them;
2. Competitive land users are taking some of the rest (Verizon took one, a retail shop space user took one, a financial services firm took another, shopping center developers took two, used car dealers took more than two, etc.);
3. Rezoning by jurisdictional authorities killed one terrific site. They wanted to make sure a Retail user that collects Sales Taxes gets it so their 1% of gross revenues share of the Sales Taxes collected is assured...not realizing that our client can, if absolutely necessary, achieve a 'preferred position' using a Zoning Expeditor who negotiates a 1.0%-1.5% of Gross Revenues payment to the jurisdiction controlling the site. But this won't occur unless the client gets control of the property; and
4. Others are taken off the market by the property owners who believe, quite correctly, their PRIME PROPERTY is now increasing in value...or they have been deleted from my list because multiple decision-makers can't make up their minds...causing the client and me to waste our time.

Eleven (11) such examples are set forth below and are included the attached exhibit.

Prequalified EXPRESS Exterior Tunnel Carwash Sites...are disappearing fast!

(August 1, 2012 deletions from Jack's list are found below)

For what use are they being taken?

SITE # & Status	County	Size & ADT	Est. Cost	Use
#137 - in escrow	L. A.	34,876 SF Corner 63,000 ADT	\$1,116,000 \$32 psf	Express Exterior Tunnel Carwash
#140 - Sold	Orange	45,025 SF Corner 79,000 ADT	\$3,000,000 \$68 psf	Verizon retail store
#145 - Lease	L.A.	78,408 SF Corner 49,000 ADT	\$271,000 NNN/yr. \$23,000 NNN/mo.	Express Exterior Tunnel Carwash...plus other retail uses later
#148 - Deleted	Orange	77,000 SF Upstream 71,000 ADT	\$2,500,000 \$33 psf	Withdrawn from list because owner refused a full price offer...all cash w/ 60 days Due Diligence + 30 days to close.
#150 - Deleted	L.A.	3 sizes - 25,000 SF -36,000 SF -48,000 SF 48,000 ADT	N/A	N/A - Complications created by 3 separate owners plus new, high land-prep costs kill this site. As such, it's not worth pursuing at this time.
#160 - in escrow	L.A.	23,000 SF Corner 56,000 ADT	\$1,300,000 \$56 psf	Express Exterior Tunnel Carwash
#166 - in escrow	L.A.	3.27 AC corner 65,000 ADT	\$6,410,000 \$45 psf	Developer is gathering retailers as tenants for the shopping center to be built here. Jack's client could have taken just a 45,000 SF corner parcel.
#172 - in escrow	L.A.	128,000 SF 52,000 ADT	\$3,500,000 \$27 psf	Developer is assembling retail Tenants for new shopping center
#173 - Deleted	L.A.	28,000 SF Corner 43,000 ADT	N/A	N/A - multiple owners can't make up their minds. No longer reasonable to pursue site.
#180 - Lease	L.A.	22,000 SF 60,000 ADT	\$108,000 NNN/yr. \$8,000 NNN/mo.	Financial Services firm leased this.
#181 - Lease	Orange	39,000 SF 59,000 ADT	\$144,000 NNN/yr. \$12,000 NNN/mo.	Retail store

Ladies and gentlemen, if you really want to grab a prime site you must act right away.

Sign up...get the list...inspect the sites...get the one you want into escrow (or under your control via a long term ground lease). Great sites are getting much harder to find!

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