

Jack Muellerleile - A Full Fee Specialty Real Estate Broker

Current Specialties: EXPRESS Exterior Tunnel Carwash & Superstations

When you hire Jack Muellerleile to represent you as a Buyer's Broker you are getting the benefit of the many years experience he has amassed on both sides of the isle. He spent 23 years climbing the corporate ladder at Mobil Oil Corp. where he held 13 different positions culminating with responsibility for all of its real estate activities from Pittsburg to the Pacific Ocean and Canada to the Mexican border. In his previous position he was responsible for over 600 units in the Greater Los Angeles Area. As such, he thoroughly understands how big corporations think and knows the L. A. Basin marketplace cold. After leaving Mobil he became an entrepreneur whereupon he started, ramped up the volume and sold a number of different entities, most of which involved real estate, some of which were public companies. During the early 1990s, he became licensed as a real estate broker then the broker-officer of Vincent James, Ltd, a real estate brokerage corporation dealing with specialty matters. His specialty was locating land parcels capable of being developed into Superstations... businesses selling at least 600,000 gallons of fuel monthly and net cash flowing at least \$600,000 annually (these involved one acre corner parcels at high traffic count intersections which featured easily cross-merchandised multiple profit centers). For the past 10 years he has worked almost exclusively with clients creating the EXPRESS Exterior Tunnel model car wash which most experienced car wash folks believe to be at the leading edge of the car wash industry. These require land parcels somewhat similar to those needed for Superstations but are less expensive to develop, easier to operate, involve far less liability, do not include a powerful international corporation as its principle supplier and generally throw off a higher net cash flow. Naturally, his Superstation clients gravitated toward this type of business especially since Jack was already expert in locating the land parcels potentially capable of high washed car volume. Jack has become a nationally recognized expert in the EXPRESS Exterior Tunnel Carwash model. He is paid \$500 per hour (or for any portion thereof) as a Gerson Lehrman Group (GLG) Council Partner. GLG is an internationally renowned consulting firm used heavily by Wall Street researchers. See the Wikipedia description of this worldwide organization at http://en.wikipedia.org/wiki/Gerson_Lehrman_Group .

Jack has many clients under contract. Each is entitled to see the properties he has identified as having the potential to become high washed car volume EXPRESS Exterior Tunnel Carwash locations. If they do not pursue one of these properties, they incur zero obligations to Jack. If a client does pursue a property presented by Jack, he guarantees Jack a full commission and Jack represents him exclusively for that transaction. The client need not conduct all of its business dealings through Jack. The client is free to execute such agreements with as many other brokers as desired.

Below are the various commissionable events which may arise while under contract with Jack as a Buyer's Broker.

1. **Land Purchase** - Jack is guaranteed a 6%-10% commission. The client's obligation is credited for any monies Jack receives from the Seller.
2. **Ground Lease or Ground & Improvements Lease or Build To Suit Lease** - Jack is guaranteed a 6%-10% commission calculated against the firm term rent commitment. The client's obligation is credited for any monies Jack receives from the Lessor.

3. **Ground Lease Plus Key Money** - Jack is guaranteed a 6%-10% commission calculated against the firm term rent commitment plus 6%-10% against the key money paid by his client. The client's obligation is credited for any monies Jack receives from the Lessor.
4. **Operating Business With Land** - Jack is guaranteed a 6%-10% commission. The client's obligation is credited for any monies Jack receives from the Seller.
5. **Operating Business With Assumption of Existing Ground Lease** - Jack is guaranteed a 6%-10% commission. The client's obligation is credited for any monies Jack receives from the Seller.
6. **Operating Business With Newly Negotiated Ground Lease** - Jack is guaranteed a 6%-10% commission calculated against the firm term rent commitment plus 6% against all other monies paid to the Seller by his client. The client's obligation is credited for any monies Jack receives from the Seller / Lessor.
7. **Joint Venture Agreement or Property Acquired by Way of a Tax-Free Exchange** - Jack is guaranteed a 6%-10% commission against the value of the joint venture agreement or property acquired. The client's obligation is credited for any monies Jack receives from the Joint Venture or Property Exchange Partner.

Since nearly all of the properties worked on by Jack are of high value, his fee usually exceeds \$100,000 per transaction. But to cover the oddball situation where an unsophisticated or non-English speaking Seller is involved or a Net-To-Seller deal is required, Jack requires a \$100,000 minimum fee guarantee per transaction by all of his clients.

Becoming a brokerage client of Jack's requires extensive knowledge of or experience in the business involved and adequate financial resources. If a client must climb the learning curve for the industry involved, he may choose to hire Jack as his consultant since he does not yet qualify for Jack's Buyer-Broker Agreement relationship.

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