

# LEXINGTON REALTY INTERNATIONAL

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## COMPANY PROFILE

Lexington Realty International is a limited liability corporation that specializes in purchasing, leasing, consulting, development and management of commercial real estate since its inception in 1999. We credit our continued success to the management philosophy of active participation by our members in every project. Our members are from a diverse background and draw on over thirty years of cumulative real estate experience to share resources, knowledge, and expertise to successfully execute the operation of the company's client's holdings with strict guidelines and continued oversight.

We have particular expertise in restructuring distressed and under-performing properties with strong upward potential. Our staff is skilled in all areas of property renovation and management. As part of our ongoing management, we do routine analysis of building's structural, mechanical, and safety systems which enables us to identify and correct problems during the early stages.

The intensive hands-on approach by members to gain a thorough knowledge of the property and demographics of the area has successfully allowed us to operate buildings and shopping malls at peak efficiency while maintaining high quality maintenance services and safety controls. Our in-house approach generally generates a 30-50% savings overall to our clients. Our focus is to maximize the image and efficiency of our client's real estate assets, thereby providing optimal appeal to tenants with the accompanying benefit of increased property value, at or above fair market rents.

Our dedication to client needs requires placing the best interests of our clients above all else. It means being creative and objective. It means offering options and opportunities usually not available elsewhere. At Lexington Realty International, we pride ourselves on the attention we provide for each clients' unique needs. We tailor our management and marketing strategies to every individual client's situation.

With regard to leasing, our clients include "mom and pop" businesses, growing regional players and established national operators. We work to find the perfect location within our growing portfolio. We have access to a broad range of centers across demographic and geographic trade areas and can offer opportunities throughout the country. We have the patience and resources to recognize winning opportunities that conventional leasing teams often miss.

We currently own, manage and lease over Thirteen million square feet of retail space. Our unique approach to leasing (i.e., "thinking out of the box") has enabled us to succeed, where many larger companies have failed. We recognize that the most important quality we can offer clients is service, with a firm dedication to completing the task at hand, responsiveness to ownership and a commitment to excellence.

Most recently, during the current economic downturn, Lexington Realty International has taken a leading role in renegotiating loans on behalf of our clients. We have a dedicated department that deals exclusively with renegotiations with banks throughout the nation. Our background and experience in this area has served as an indispensable tool. While upholding the strictest standards of privacy, thus prohibiting us from disclosing details, many of our clients have successfully renegotiated their loan terms with our help.

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## REAL ESTATE PORTFOLIO

| Name   | Size<br>Description   | Location              |
|--|---|-----------------------|
| <b>Memorial Mall</b>                                 | <b>365,000 square foot enclosed mall</b><br>Anchored by Sears, Kohl's, Bed Bath and Beyond. Our company successfully re-secured existing tenants by renegotiating and extending leases. We further repositioned existing tenants for the purpose of placing new tenants of larger square footage. Expenses were cut by 50% using in-house resources.  | <b>Sheboygan, WI</b>  |
| <b>Viking Plaza</b>                                  | <b>210,000 square foot enclosed mall</b><br>Property assumed at 27% vacancy during the early stages of a revival. Property has since been increased to 99% occupancy and steadily increasing with an aggressive lease plan. New construction is planned to increase overall GLA to 275,000 square feet. New improvements currently in progress and completed, include new entry into the mall, parking upgrades, additional tenants' construction, and new pad sites. Anchors include Herberger's, JC Penny, Dunham's and Jo-Ann Fabrics. | <b>Alexandria, MN</b> |
| <b>Freestanding<br/>Dollar Tree &amp;<br/>Q'Doba</b> | <b>11,200 square foot freestanding building</b><br><br>After successfully leasing the entire Viking Plaza Mall, Lexington Realty acquired and developed an outparcel next to the Mall. We procured two national leases with Dollar Tree and Q'doba. The property is 100% leased   | <b>Alexandria, MN</b> |
| <b>Maple Ridge Plaza</b>                             | <b>105,000 square foot shopping center</b><br>Relocation of neighboring tenants into our center and building renovations that included repaving and mechanical system upgrades. This allowed us to increase occupancy from 70% to a stable 100% with a corresponding increase in rents of 20%. Anchors Office Max and Value City benefit from being the closest shopping center to University of Buffalo.   | <b>Amherst, NY</b>    |
| <b>Main Street Crossing</b>                          | <b>66,000 square foot shopping center</b><br>Assumed with delinquent tenants and vacancy. Total rehabilitation work completed which includes updating façade, parking lot, and lighting. Current occupancy at approximately 95% with continued growth. Co-anchors Aldi and Fred's continue to report above average sales.   | <b>Belmont, NC</b>    |
| <b>Market Street Shops</b>                           | <b>189,000 square foot outlet mall</b><br>Received as an economically challenged, dated outlet mall. To date we have changed the concept to more of a life style center. Company has since successfully renegotiated a \$16,000,000 loan down to \$2,500,000 thus enabling lease concessions to new tenants. Budget has been successfully cut in half and still improved services to center. Current occupancy is now 85% up from just 60% at the time we received the project.   | <b>Dalton, GA</b>     |
| <b>Shops at Lakewood</b>                             | <b>83,000 square foot shopping center</b><br>Acquired as a largely vacant retail complex. Completed a full rehabilitation which included new façade, parking lot and lighting. Successfully attracted new regional and national tenants to the shopping center. Due to our continued leasing, sales at the anchor – Food Lion and other stores continue to trend higher.  | <b>Durham, NC</b>     |
| <b>Delta Plaza</b>                                   | <b>262,000 square foot shopping center</b><br>Redevelopment opportunity. Currently placed a national retailer in excess of 35,000 square feet. In process of negotiating with local government officials for various tax credits to enable a further redevelopment of this strategic location.  | <b>Greenville, MS</b> |

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- Country Club Center**      *68,000 square foot shopping center*      *Montgomery, AL*  
This neighborhood center has seen its challenges, but with careful tenant nurturing, the property remains at a healthy 97% occupancy rate. Winn-Dixie, who anchors the center, expresses confidence in this center thereby investing \$1,200,000 into the center.
- Great Falls Plaza**      *121,000 square foot shopping center*      *Roanoke Rapids, NC*  
This Food Lion anchored property was originally acquired at 100% occupancy. Ames has vacated and left the property and its 55,000 square feet had been divided between Maxway, Dollar Tree and Goodies. Goody's has since vacated. Our company has successfully re-tenanted the center. Roses department stores have since opened at the center in a 45,000-square foot space and Its Fashion Metro has opened in a 12,000-square foot space. Currently the center is 100% occupied.
- Van Wert Plaza**      *88,000 square foot shopping center*      *Van Wert, OH*  
This property has shown stability in an uncertain market. The property is anchored by a Marsh Supermarket which is the dominant food chain in the market. Current plans to renovate include parking lot updates and lighting.
- Loma Vista Shopping Center**      *248,000 square foot shopping center*      *Kansas City, MO*  
Re-tenanting of this center has dramatically raised the occupancy level. With excellent visibility, this property has revitalized itself, and with dedicated leasing the property is returning to its former glory. There is currently one large vacancy generated by Gordman's vacating the property at the beginning of this year.
- The Berkshire**      *98,000 square foot Class A office building*      *Reading, PA*  
Property received a total revamp which included new roofs, windows, plumbing, electrical and heating systems. Current occupancy struggles as the area digests the current economic downturn. We have since renegotiated several leases and renewed their leases at market values for long term commitments. Property has since been leased out to 80% despite the difficult market conditions.
- Taylorsville Shopping Center**      *200,000 square foot shopping center*      *Taylorsville, NC*  
This super Wal-Mart shopping center has only one vacancy left. The property is otherwise healthy and very busy.
- Four Corners Shopping Center**      *35,000 square foot shopping center*      *Ooltewah, TN*  
This Rite-Aid and Sun Trust anchored Shopping Center is located less than a mile from the brand new Volkswagen assembly plant. Company has successfully leased a majority of the remaining vacancy and has renewed some existing tenants. Company has reworked the budget to achieve a more manageable fiscal accountability. We have since utilized one of our existing managers from a nearby center to further eliminate existing expenses.
- Forest Hill Shopping Center**      *78,000 square foot shopping center*      *Memphis, TN*  
Property is an office building leased by a mix of national and local tenants. Tenants include Fed-Ex, Keller Williams and Terminix. Since assuming management, company has since corrected some major drainage issues plaguing the building since its inception. All of this was done by not increasing the budget but actually decreasing the budget. Further tenant leasing is currently in negotiation.
- Watertown Plaza**      *303,000 square foot enclosed mall*      *Watertown, SD*  
Property is anchored by Dunham's Sports, JCPenney, OfficeMax, Herberger's, Hy-Vee Supermarket, a movie theatre and a diverse merchant mix. Watertown Mall serves the Watertown community, known as "South Dakota's Rising Star", as well as cities in eastern South Dakota and western Minnesota. Located in the heart of the Glacial Lakes Region of South Dakota, Watertown is home to many tourist

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attractions, including the Codrington County Heritage Museum, Terry Redlin Art Center and Museum, and the Bramble Park Zoo

## **AHMSI Building**

*137,992 square feet*

*Addison, TX*

This unique Office call Center was delivered to Lexington 100% vacant. This property is a 137,992-square foot building Located in the Quorum/Bent Tree submarket. The building has a 5,400 SF of raised floor data center space, nine hard wall major conference rooms and six training rooms equipped with state-of-the-art AV equipment, 6,900 SF dining and community center which can be converted to a 325-seat, theatre-style seating atrium. It is located on 12.4 acres of land area. Lexington has since successfully leased out this building to a national mortgage servicing center. The property is now 100% occupied

## **Vincennes Plaza**

*164, 541 square feet*

*Vincennes, IN*

Property is located in Knox County on 6th Street, on one of the city's major thoroughfares and adjacent to Lowe's Home Improvements, Dollar General Store and Rural King. Nearby Vincennes University, has a student population of over 7,000 students. Center is anchored by J.C. Penney, Jo-Ann Fabrics, Payless Shoes, Hallmark, Domino's Pizza, State Farm Insurance and many more. Property was given to Lexington Realty to manage with 60% occupancy level. After 3 months under Lexington's control, we now have a LOI in hand which will bring our occupancy to 94% plus.

## **Westgate Mall**

*260,725 square feet*

*Brainerd, MN*

This center features an excellent mix of anchor tenants in Herberger's and Jo-Ann Fabrics. These anchor tenants provide a market-leading department store and the nation's leader in fabrics and crafts. Additional supporting national retailers located at Westgate Mall include Maurice's, Bath & Body Works, Regis Salons, GNC, Payless ShoeSource, Christopher & Banks, Foot Locker and Claire's. When Lexington purchased the Center, it was 65% occupied. We have since leased out the former Kmart building in the amount of 65,000 square feet to Dunham's Sports and Big Lots. This action has led to a reaction with other national tenant's joining on board. Property is currently at 96% occupancy and with the 2 additional LOI's in hand.

## **Quincy Place Mall**

*278,000 square foot shopping center*

*Ottumwa, IA*

Located 84 miles southeast of Des Moines, Quincy Place is located at the intersection of US Highway 34 and Quincy Avenue in Wapello County, population 36,000. Quincy Place is the dominant retail center in a trade area encompassing more than 104,000 predominantly rural residents drawn by anchor tenants Herberger's, JC Penney and Target. Principal employers in the trade area include John Deere, Excel Corporation and Ottumwa is also home to Indian Hills Community College which has an enrollment of 3,500 students. Company assumed control in June of 2012 and currently has 35,000 under lease contract along with an additional 55, 000 sf of Letters of intent. Successfully lowered expenses by 40% and new tenants already opened by Lexington Realty International are Rue21, MC Sports, Glik's and a local restaurant. Property is currently at 90% occupancy.

## **Paul Bunyan Mall**

*298,000 square foot shopping center*

*Bemidji, MN*

The Property is situated on a 26.92-acre site consisting of 297,803 square feet of rentable area featuring notable retailers such as JCPenney, Herberger's Radio Shack, Bath & Body Works, FootLocker, Dairy Queen, Jo-Ann Fabrics, GNC, and Famous Footwear. The greater Bemidji area, home to over 31,000 persons, is located in northwest Minnesota, and is a historically charming, progressive and beautiful north woods community. Bemidji is the regional cultural, shopping and medical hub to a vast area covering northern Minnesota and Southern Manitoba, Canada. The Property is 75% occupied by 28 tenants including JCPenney and Herberger's. Other tenants include such notable national retailers as Jo-Ann, Deb Shops, Foot Locker,

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GNC and Rue 21. Over 89% of the Property's gross leasable area is occupied by nationally recognized retailers. Property was assumed by company immediately upon Kmart vacating in January 2013. Lexington Realty has since leased half of the former Kmart to Hobby Lobby and the other half to Kohl's thus bringing the property to 98% occupancy.

## **Hutchinson Mall**

### ***214,115 square foot shopping center***

### ***Hutchinson, MN***

Hutchinson Mall features more than 30 retailers including JCPenney, Running's, Dunham's Sports, and Cash Wise and is adjacent to Super Wal-Mart. Serving Hutchinson and McLeod Counties, the shopping center is located approximately 60 miles west of Minneapolis and 50 miles south of St. Cloud. Hutchinson is home to Hutchinson Technology, 3M and Ridgewater College. The many lakes and recreational facilities surrounding Hutchinson provide the area with a natural family atmosphere. Lexington Realty International acquired this property in May 2013 and within 30 days of acquisition, have re-tenanted vacancies with the addition of a 27,000 sf Dunham's Sporting Goods. The property is currently 95% occupied.

## **Laurel Mall**

### ***560,000 square foot shopping center***

### ***Hazleton, PA***

Property was assumed with a vacating JC Penney and an overall occupancy of 75%. The property features more than 50 retailers including K-Mart, Boscov's, Aldi, Old Navy and Dollar Tree with total retail sales of over \$70 million. The property is located adjacent to a Wal-Mart Supercenter. In the first three months since assuming management, Lexington Realty has reduced the expenses by approximately \$500,000.00 by eliminating excess spending as well as bringing in all outside contracts in house. Additionally, Lexington Realty was able to procure numerous LOI's from national retailers for the vacant anchor space as well as various inline spaces and outparcels. Lexington Realty signed a lease with Dunham's Sporting Goods to replace the former JC Penny and has filled other vacancies with a TJ Maxx. The property is currently 100% occupied.

## **Marketplace at Steamtown**

### ***565,000 square foot shopping center***

### ***Scranton, PA***

Located in historic Downtown Scranton, The Marketplace at Steamtown is unique in being conveniently located downtown. It affords its shoppers easy parking with its multiple heated indoor parking garages and state of the art LED lighting. The Marketplace at Steamtown is anchored by Boscov's and its retailers include Victoria Secret / Pink, Hot Topic, Gymboree, Bath & Body Works, Shoe Dept, GNC and Starbucks among others. Getting to the mall is fast and trouble free due to its location being easily accessible off all the areas major highways. Located right next to the mall is the Steamtown National Historic Site, an interactive locomotive museum that is a mainstay attraction for tourists and families. A scenic walking bridge connecting the mall to the museum gives shoppers the ability to enjoy a full fun activity day at Steamtown. The mall is also in close proximity to the University of Scranton and seven other colleges and universities including Lackawanna College, Marywood University, Johnson College and the Commonwealth Medical College. The Marketplace at Steamtown trade area (20-mile) has a population of 448,947 people with 185,183 households, and has a daytime population of 238,653. The average household income is \$55,639 with a median age of 43.7. Money Magazine ranks Scranton, PA as one of the ten fastest growing real estate markets in the country. Scranton was also recently named as the number one city in the "10 Best Places to Start Over" by MSN Real Estate, ranking high in everything from job prospects to affordable housing.

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- Lebanon Valley Mall**      *397,000 square foot shopping center*      *Lebanon, PA*  
The Lebanon Valley Mall is the premier shopping destination in the Lebanon Valley. Anchored by Boscov's, Hobby Lobby, and The Great Escape Theatres Lebanon Valley 10, the Lebanon Valley Mall offers a mix of national and locally owned retail establishments. Lebanon Valley Mall strives to provide a safe, comfortable shopping environment to our guests and tenants. The mall has developed and strives to maintain a reputation of being a pillar in the community. This reputation is perpetuated by hosting community organizations for events and by being active in some of those same groups. Geographically located near the center of Lebanon County, the Lebanon Valley Mall is just minutes from center city Lebanon and is easily accessible from a number of highways. The mall is centrally located amongst State Route 72, US Route 422, US Route 322, Interstate 76 (PA Turnpike), Interstate 78, and Interstate 81.
- East Town Mall**      *198,652 square foot shopping center*      *Green Bay, WI*  
East Town Mall is a centrally located shopping center, anchored by Petco, Hobby Lobby and Office Max. The property is Shadow Anchored by Kohl's, Shopko, Marshalls and Ross Dress for Less. The property is located in the East Side of Green bay which is quickly becoming the largest residential area with easy access from Interstate 43, US-141 and SR 172. Since Purchasing the asset in 2017 Lexington Realty has secured a five (5) year renewal with Hobby Lobby. Lexington is planning to redevelop the interior of the mall and convert the asset to a Power Center. We have already secured LOI's with national retailers, we aim to begin construction in third quarter of 2018 and complete by mid-2019.
- Naugatuck Valley Shopping Center**      *383,000 square foot power center*      *Waterbury, CT*  
Naugatuck Valley Shopping Center is 77% occupied power center, anchored by Walmart, Stop & Shop and Party City. Over 55% of the center is anchored by National Power retailers. Due to the centers close proximity to Interstate 84 (which is the most heavily traveled route between Boston Hartford and New York City) and the population density of over 100,000 in a there mile radius. The center presents and unique opportunity to reconfigure and capitalize on the vacant big box spaces.
- Cornerstone Commons**      *20,462 square foot mixed use building*      *Hutchinson, MN*  
Cornerstone Commons is a beautiful modern office and retail center located on Main Street in Hutchinson, MN. The property is occupied by a wide array of local and national tenants including, Marines Career Center, Smoke4Less, Snap Fitness and Carlson and Jones Law Office.
- Sauk Rapids Retail Center**      *16,890 square foot shopping center*      *Sauk Rapids, MN*  
Located in the heart of Sauk Rapids on Benton Drive. The center is 100% occupied by strong mix of National and local tenants including Cost Cutters, Papa Johns, Batteries Plus and Holiday Hair
- Northcreek Place I**      *250,238 square foot office building*      *Dallas, TX*  
Northcreek Place I is a three building office complex located in the Northeast Dallas Submarket. The property provides access to the northern communities of Richardson, Plano Frisco Allen and McKinney and is a 20-minute drive to the Dallas Central Business district. The asset has three entrances from the LBJ frontage road, one entrance from Abrams Road, a north parking lot access to Chimney Hill and parking lot access east top forest Lane allow maximum traffic flow to Northcreek Place I. More than \$1MM of upgrades have been completed at Northcreek Place over the past year including LED, Carpet Replacement and Restroom Renovations.

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- Northcreek Place II**      *166,508 square foot office building*      *Dallas, TX*  
Northcreek Place II was constructed in 1982 and is currently 80% leased. The property features a classic architectural design with reflective glass, generous green spaces and efficient floor plates. The Property's professional appearance is complemented by dense landscaping, abundant parking and flexible space configurations. Additionally, updates to the building's cosmetics and operating systems have reduced capital requirements in the coming years. More than \$1,670,000 has been invested since 2014. As a result, all of the common area corridors have been renovated, electronic directory signage was installed, the exterior seating and landscaping has been improved.
- Chase LBJ**      *42,452 square foot office building*      *Dallas, TX*  
Chase Bank – LBJ is a four story 91.3% occupied building located on the northeast corner of LBJ Freeway and Abrams Road, only one exit away from the 'High Five'. The project provides Tenants excellent access to Lake Highlands, North Dallas, Richardson, Plano, Mesquite, and Garland. The location also benefits from multiple DART bus routes serving the area. The building is also near numerous stores & restaurants great for lunch or after work. Richland College is located just north of Chase Bank – LBJ. The community college provides associate degrees as well as one – or two – year certificates for working professionals to advance their careers in a number of fields.