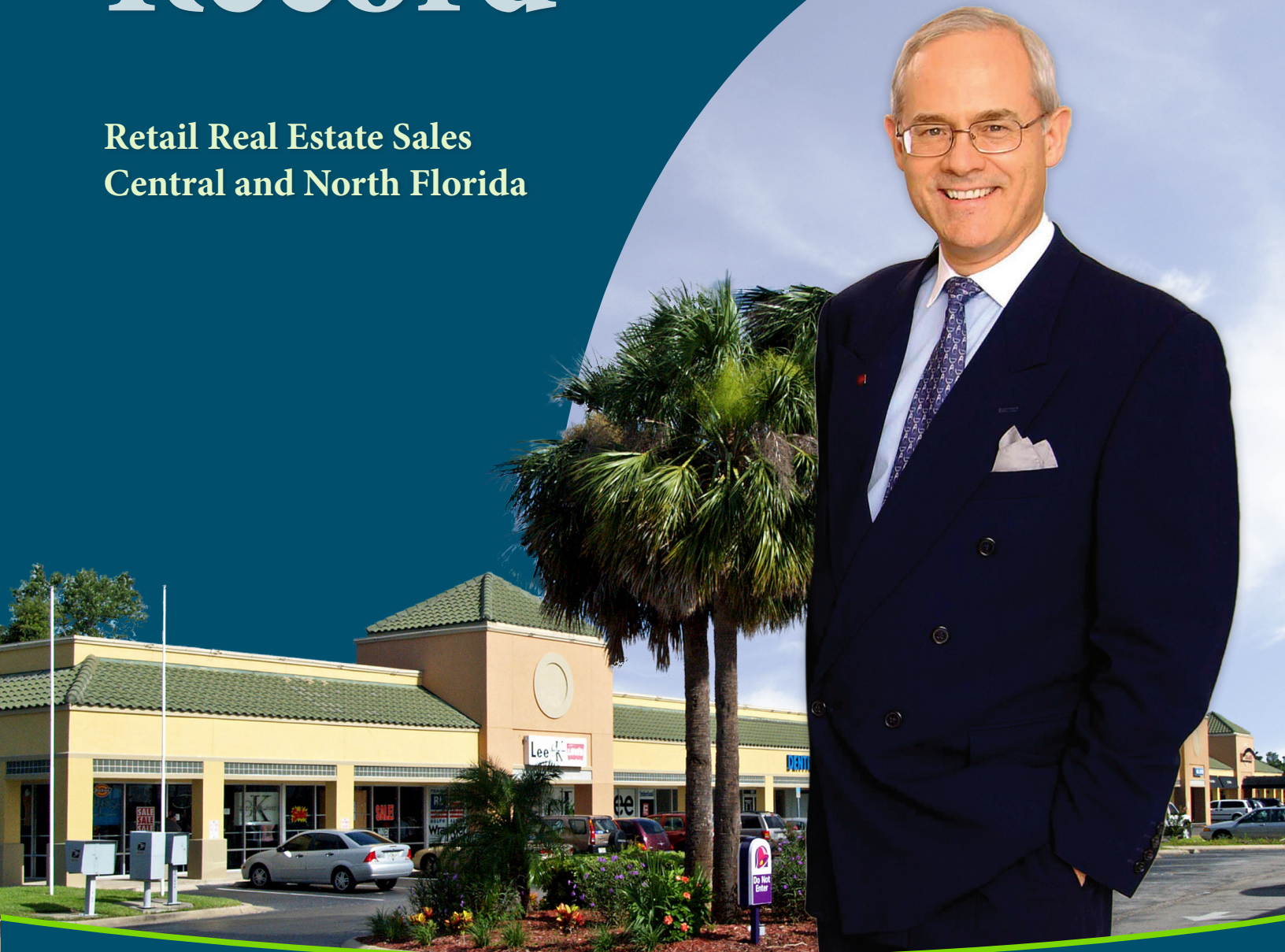


Martin Forster, CCIM

Track Record

Retail Real Estate Sales
Central and North Florida



Without you this wasn't getting closed.

-Partner in Major Orlando Law Firm

Thank you

for service beyond any conceivable expectation.

-Winter Park Hospitality Entrepreneur

I want to compliment you not only for getting [the deal] done, but also for the manner in which you approached the task. The professionalism that you showed in all our dealings, coupled with the "get it done" attitude,

resulted in our being a very satisfied customer.

-Developer of Retail Property

I want to build more shopping centers
just so I can watch you sell them.

-Owner/Developer of More Than 200 Centers

Thank you for all your efforts... Having been involved in many transactions as a principal and intermediary,

I am impressed at the thoroughness and professionalism of your efforts

in regards to the offering materials and moving the transaction to closing.

-Retail Property Investor

It is a pleasure to work with intermediaries who

take pride in the quality of their work

and who conduct themselves in a professional and ethical manner.

-Retail Developer/Investor

Sales Statistics

Central & North Florida

Main Business Focus: Retail centers,
8,000 – 80,000 s.f.

Properties Sold: **71**

Aggregate Value of Properties Sold: \$202,882,650

Average Price per Property Sold: \$2,857,502

Total Square Footage Sold: 1,691,394

Average Square Footage per Property Sold: 23,822

Average Price per Square Foot: \$119.95

Properties Exclusively Listed: **44**

Aggregate Listing Price: \$146,166,500

Aggregate Selling Price of Listings: \$140,481,800

Percentage of Listing Price Realized: 96.11%

About Martin

Following 10 years in the international bond market with **Merrill Lynch**, based in England and Switzerland, Martin's real estate career began in 1979 at the Trust Real Properties division of a major Chicago-based bank, **Continental Illinois**. From Continental's London HQ, he traveled extensively throughout Europe, the Middle East and the United States serving the US real estate needs of international high-net-worth investors.

After a residence of 3 1/2 years in Dubai, he moved to Stuart, Florida in 1986 where he became a Florida Broker and then established his own commercial brokerage and property management companies. In 2002 he and his family moved to Orlando where he joined **Marcus & Millichap**, specializing in the brokerage of retail shopping centers from 8,000 to 80,000 s.f.. In 2004 he and his team, The PP&F Retail Investment Group, moved to **GVA Advantis**, a subsidiary of the St. Joe Corporation, and in 2007 to **Cushman & Wakefield** where he co-founded Cushman & Wakefield's Central Florida Resolution Team to assist owners and lenders with troubled real estate.

In early 2011 he joined **Hold Thyssen**, a forty-year-old firm with offices in Winter Park, Tampa, Boca Raton, Nashville and Munich, that initially specialized in the acquisition, disposition leasing and management of commercial real estate on behalf of European institutions and private investors, mainly from Germany. The firm's long experience in leasing and management evolved into a broad range of assignments for banks and other financial institutions needing receivership and disposition services during the RTC era in the early 1990's and again during the financial and real estate crisis of the late 2000's. Martin's strong financial, analytical and workout skills and decade long focus on retail property proved an ideal match for the firm's clientele in that real estate environment.

For the past 25 years Martin has held the **Certified Commercial Investment Member** designation of the CCIM Institute. CCIMs are recognized experts in commercial real estate investment analysis, valuation, brokerage, leasing and asset management. Martin is a member of the Florida CCIM Chapter, for which he was formerly Chairman of the Scholarship Committee liaising with Florida's major universities.

He is an editorial contributor and commentator for a range of real estate and business publications, including the CCIM Institute's **Commercial Investment Real Estate** magazine, **The Florida Real Estate Journal**, **The Orlando Business Journal**, **Orlando Sentinel** and **Southeast Real Estate Business**.

He is an active member of the **International Council of Shopping Centers (ICSC)** and a former board member of the **Central Florida Commercial Association of Realtors (CFCAR)**. In 2005 he was named by CoStar Group as one of Orlando's Power Brokers, and in 2009 he was a CFCAR Hallmark Award winner as the area's No 2 Retail Producer.

Martin is married and has two sons and a daughter, Joelle, who works with him in commercial real estate.



Quality Professional Services

For Retail Real Estate Market Investors

Trusted Advisory Services

Our team functions as trusted advisors to our clients who include private investors, high net worth individuals, their attorneys, CPAs and related professionals. This requires high levels of knowledge, experience and integrity, coupled with close contact and follow up. We pledge to provide all these when we mutually agree to enter into a business relationship.

Underwriting

Properties we work on for our clients, to buy or sell, receive a detailed, thorough analysis, with a review of each lease and expense figure so as to completely understand that property's income, expense and Net Operating Income, so that we can arrive at a valuation that makes sense in the marketplace. We also factor in the property's occupancy, market positioning, lease document structure, type of holding entity and mortgage terms. Front and center are the investment goals and objectives for our clients' property portfolios.

Listing and Marketing Strategy

Armed with our research and opinion of value we propose a listing price, strategy and timeline for marketing the property. This is done with a view to realizing the highest selling price in the shortest amount of time, working closely with our clients to take their property to the market with maximum impact.

Transaction Management

An integral part of our business is to keep all parties communicating – buyer, seller, legal counsel, inspectors, surveyor, appraiser and lender - as we go through every detail to bring the transaction to a smooth, successful closing. Since 2003, with members of my team, I have closed some 59 transactions, 44 of them as listings, realizing an average of 96.11% of our recommended listing price.

Resolution Services

From time to time market conditions have been harsh on property owners and lenders alike. As a veteran broker with more than 30 years' experience, I have experienced multiple significant market pullbacks, including the post-Tax Reform Act of 1986 period, the RTC period during the early 1990's, and the deep recession from 2007 onwards. Therefore I am well positioned to counsel both borrowers and lenders regarding constructive solutions for distressed retail property.

Helping our clients build and preserve wealth
by providing the finest real estate investment advisory,
leasing, management and transactional services available.





Kissimmee Retail Site

Kissimmee, FL

Closing date:	28th Sept, 23
Price:	\$2,800,000
Size:	2.80 Acres
Price per Acre:	\$1,000,000



Clermont Office Portfolio

Clermont, FL

Closing date:	23rd Dec, 22
Price:	\$2,100,000
Square Footage:	9,000
Price per Sq. Ft.:	\$233.33
Cap. Rate:	6.68%



E. Colonial Drive Office

Orlando, FL

Closing date:	6th Sept, 22
Price:	\$410,000
Square Footage:	1,756
Price per Sq. Ft.:	\$233.49
Cap. Rate:	Vacant



Neptune Road Office Building

St. Cloud, FL

Closing date:	23rd Dec, 21
Price:	\$850,000
Square Footage:	3,920
Price per Unit:	\$216.84
Cap. Rate:	6.36%



Davita Apopka Dialysis Center

Apopka, FL

Closing date:	21st Dec, 21
Price:	\$3,000,000
Square Footage:	8,547
Price per Sq. Ft.:	\$351.00
Cap. Rate:	Vacant



Uptown Maitland Land

Maitland, FL

Closing date:	14th Sept, 21
Price:	\$950,000
Square Footage:	52,707
Price per Sq. Ft.:	\$18.02



Altamonte Land

Altamonte Springs, FL

Closing date:	10th Aug, 21
Price:	\$1,350,000
Square Footage:	85,377
Price per Sq. Ft.:	\$15.81



Patrick Street Office

Kissimmee, FL

Closing date:	28th May, 21
Price:	\$1,768,850
Square Footage:	7,435
Price per Unit:	\$237.91
Cap. Rate:	NA: Owner/User



Maitland Avenue Offices

Maitland, FL

Closing date:	21st May, 20
Price:	\$340,000
Square Footage:	2,915
Price per Sq. Ft.:	\$116.64
Cap. Rate:	Vacant



The Silly Grape Restaurant & Bar

Maitland, FL

Closing date:	23rd Dec, 19
Price:	\$100,000
Square Footage:	6,063
Price per Sq. Ft.:	\$16.49
	FF&E Only



E. Colonial Drive Office

Orlando, FL

Closing date:	30th Oct, 19
Price:	\$431,000
Square Footage:	1,756
Price per Sq. Ft.:	\$245.44
Cap. Rate:	Vacant



Sunport Commerce Center

Orlando, FL

Closing date:	9th Nov, 18
Price:	\$505,000
Square Footage:	5,904
Price per Unit:	\$85.54
Cap. Rate:	Vacant



Rachel's Worldclass Entertainment Club

Casselberry, FL

Closing date:	6th Aug, 18
Price:	\$5,100,000
Square Footage:	10,775
Price per Sq. Ft.:	\$473.32
Cap. Rate:	NA



Washington Square

Orlando, FL

Closing date:	20th Dec, 17
Price:	\$490,000
Square Footage:	4,715
Price per Sq. Ft.:	\$103.92
Cap. Rate:	7.03%



Hiawassee Plaza

Orlando, FL

Closing date:	7th Sept, 17
Price:	\$4,280,000
Square Footage:	57,506
Price per Sq. Ft.:	\$74.43
Cap. Rate:	8.73%



Conestoga Mobile Park

Orlando, FL

Closing date:	24th May, 17
Price:	\$762,100
No. of Units:	42 + Land
Price per Unit:	\$18,145
Cap. Rate:	12.5% Proforma



Mid Point Plaza

Orlando, FL

Closing date:	27th Oct, 16
Price:	\$3,725,000
Square Footage:	21,645
Price per Sq. Ft.:	\$172.10
Cap. Rate:	8.11%



International Drive Retail

Orlando, FL

Closing date:	19th Aug, 16
Price:	\$1,300,000
Square Footage:	9,057
Price per Sq. Ft.:	\$143.54
Cap. Rate:	6.11%



Hollywood Barbers

Orlando, FL

Closing date:	10th May, 16
Price:	\$326,000
Square Footage:	1,492
Price per Sq. Ft.:	\$218.50
Cap. Rate:	N/A



Groveland Property

Groveland, FL

Closing date:	25th Feb, 16
Price:	\$290,000
Square Footage:	155,074
Price per Sq. Ft.:	\$1.87
Cap. Rate:	N/A



Grand Oaks Plaza

Kissimmee, FL

Closing date:	11th Jan, 16
Price:	\$5,100,000
Square Footage:	42,072
Price per Sq. Ft.:	\$121.22
Cap. Rate:	11.03%



New York Avenue Office

Winter Park, FL

Closing date:	15th Dec, 15
Price:	\$1,225,000
Square Footage:	8,609
Price per Sq. Ft.:	\$142.29
Cap. Rate:	N/A



Visitors Plaza

Kissimmee, FL

Closing date:	26th Feb, 15
Price:	\$5,100,000
Square Footage:	71,037
Price per Sq. Ft.:	\$71.79
Cap. Rate:	9.93%



Popeye's Site Land

Kissimmee, FL

Closing date:	20th Feb, 14
Price:	\$525,000
Square Footage:	28,706
Price per Sq. Ft.:	\$18.29
Cap. Rate:	N/A



East Oak Medical

Kissimmee, Fl

Closing date:	7th Mar, 13
Price:	\$396,000
Square Footage:	6,450
Price per Sq. Ft.:	\$61.40
Cap. Rate:	N/A, Owner/User



Avenue of the Stars

Kissimmee, Fl

Closing date:	16th Oct, 12
Price:	\$850,000
Square Footage:	7,150
Price per Sq. Ft.:	\$118.88
Cap. Rate:	Vacant



Cherry Street Medical

Kissimmee, Fl

Closing date:	15th Feb, 12
Price:	\$738,000
Square Footage:	10,405
Price per Sq. Ft.:	\$70.93
Cap. Rate:	Vacant



Mega Play Plaza

Kissimmee, Fl

Closing date:	20th April, 10
Price:	\$2,137,000
Square Footage:	29,400
Price per Sq. Ft.:	\$72.69
Cap. Rate:	12.91% Pro Forma



Dunellon Plaza

Dunellon, FL

Closing date:	8th Sept, 08
Price:	\$3,175,000
Square Footage:	54,660
Price per Sq. Ft.:	\$58.09
Cap. Rate:	8.88%



Girvin Plaza

Jacksonville, FL

Closing date:	6th June, 08
Price:	\$4,475,000
Square Footage:	31,977
Price per Sq. Ft.:	\$139.94
Cap. Rate:	7.91%



Village Plaza

Daytona Beach, FL

Closing date:	20th Feb, 08
Price:	\$9,305,000
Square Footage:	75,823
Price per Sq. Ft.:	\$172.72
Cap. Rate:	7.76%



Shoppes of Milestone

Pensacola, FL

Closing date:	13th July, 07
Price:	\$2,048,000
Square Footage:	12,040
Price per Sq. Ft.:	\$170.10
Cap. Rate:	7.63%



Blockbuster® at Milestone

Pensacola, FL

Closing date:	13th July, 07
Price:	\$1,548,000
Square Footage:	7,660
Price per Sq. Ft.:	\$202.09
Cap. Rate:	7.63%



Eastern Shore

Spanish Fort, AL

Closing date:	13th July, 07
Price:	\$3,625,000
Square Footage:	7,600
Price per Sq. Ft.:	\$476.97
Cap. Rate:	7.21%



Crestview

Snellville, GA

Closing date:	13th July, 07
Price:	\$3,375,000
Square Footage:	20,000
Price per Sq. Ft.:	\$168.75
Cap. Rate:	8.38%



Time Square

Longwood, FL

Closing date:	3rd April, 07
Price:	\$6,175,000
Square Footage:	61,080
Price per Sq. Ft.:	\$101.10
Cap. Rate:	7.23%



Shoppes of Southland

Orlando, FL

Closing date:	24th March, 07
Price:	\$3,765,000
Square Footage:	22,075
Price per Sq. Ft.:	\$170.55
Cap. Rate:	7.43%



Shoppes at Bonnevill

Orlando, FL

Closing date:	2nd Nov, 06
Price:	\$1,750,000
Square Footage:	5,208
Price per Sq. Ft.:	\$336.02
Cap. Rate:	6.78%



Buccaneer Plaza

Pinellas Park, FL

Closing date:	20th Oct, 06
Price:	\$2,510,000
Square Footage:	21,646
Price per Sq. Ft.:	\$119.52
Cap. Rate:	5.06%



Whisper Lakes Plaza

Orlando, FL

Closing date:	24th Aug, 06
Price:	\$7,075,000
Square Footage:	39,269
Price per Sq. Ft.:	\$180.17
Cap. Rate:	7.23%



Casselberry Plaza

Casselberry, FL

Closing date:	2nd Aug, 06
Price:	\$6,600,000
Square Footage:	69,307
Price per Sq. Ft.:	\$95.23
Cap. Rate:	7.4%



Shells Restaurant

Kissimmee, FL

Closing date:	26th July, 06
Price:	\$1,575,000
Square Footage:	8,275
Price per Sq. Ft.:	\$190.33
Cap. Rate:	8.80%



Sunrise Plaza

Clermont, FL

Closing date:	7th July, 06
Price:	\$2,450,000
Square Footage:	9,740
Price per Sq. Ft.:	\$251.54
Cap. Rate:	6.70%



Atlantic Ave

Daytona, FL

Closing date:	6th July, 06
Price:	\$900,000
Square Footage:	13,310
Price per Sq. Ft.:	\$67.62
Cap. Rate:	N/A



Ridgewood Plaza

Daytona, FL

Closing date:	17th May, 06
Price:	\$658,000
Square Footage:	8,400
Price per Sq. Ft.:	\$78.33
Cap. Rate:	N/A



Central Park Plaza

Orlando, FL

Closing date:	4th May, 06
Price:	\$4,200,000
Square Footage:	29,442
Price per Sq. Ft.:	\$142.65
Cap. Rate:	6.84%



Magnolia Plaza

Auburndale, FL

Closing date:	16th Nov, 05
Price:	\$565,000
Square Footage:	8,900
Price per Sq. Ft.:	\$63.48
Cap. Rate:	N/A



International Promenade

Kissimmee, FL

Closing date:	14th Nov, 05
Price:	\$8,500,000
Square Footage:	32,000
Price per Sq. Ft.:	\$265.62
Cap. Rate:	7.47%



Sand Lake Plaza

Orlando, FL

Closing date:	3rd Oct, 05
Price:	\$10,250,000
Square Footage:	25,500
Price per Sq. Ft.:	\$401.96
Cap. Rate:	6.97%



Dora Canal Plaza

Tavares, FL

Closing date:	6th Sept, 05
Price:	\$1,500,000
Square Footage:	22,950
Price per Sq. Ft.:	\$65.36
Cap. Rate:	7.48%



Apache Plaza

Orlando, FL

Closing date:	1st July, 05
Price:	\$2,250,000
Square Footage:	12,000
Price per Sq. Ft.:	\$187.50
Cap. Rate:	7.89%



High Springs Plaza

High Springs, FL

Closing date:	15th June, 05
Price:	\$5,500,000
Square Footage:	113,764
Price per Sq. Ft.:	\$48.34
Cap. Rate:	9.96%



Bradenton Commons

Bradenton, FL

Closing date:	25th May, 05
Price:	3,250,000
Square Footage:	23,714
Price per Sq. Ft.:	\$137.05
Cap. Rate:	8.12%



Yulee Junction

Fernandina Beach, FL

Closing date:	6th May, 05
Price:	\$4,950,000
Square Footage:	28,714
Price per Sq. Ft.:	\$172.39
Cap. Rate:	6.18%



Mega Play Plaza

Kissimmee, FL

Closing date:	3rd May, 05
Price:	\$5,550,000
Square Footage:	29,400
Price per Sq. Ft.:	\$187.07
Cap. Rate:	8.12%



Normandy Mart

Jacksonville, FL

Closing date:	11th April, 05
Price:	\$823,000
Square Footage:	8,350
Price per Sq. Ft.:	\$98.56
Cap. Rate:	8.00%



Lake Mary Center

Lake Mary, FL

Closing date:	1st April, 05
Price:	\$3,580,000
Square Footage:	14,281
Price per Sq. Ft.:	\$250.68
Cap. Rate:	8.50%



Knightboxx Village

Orange Park, FL

Closing date:	28th Oct, 04
Price:	\$5,825,000
Square Footage:	35,330
Price per Sq. Ft.:	\$164.87
Cap. Rate:	8.65%



Arlington Plaza

Jacksonville, FL

Closing date:	23rd Sept, 04
Price:	\$2,110,000
Square Footage:	28,657
Price per Sq. Ft.:	\$73.63
Cap. Rate:	10.41%



103rd Street Plaza

Jacksonville, FL

Closing date:	16th July, 04
Price:	\$7,001,200
Square Footage:	65,101
Price per Sq. Ft.:	\$107.54
Cap. Rate:	9.34%



Avenue of the Stars

Kissimmee, FL

Closing date:	1st July, 04
Price:	\$1,960,000
Square Footage:	7,150
Price per Sq. Ft.:	\$274.13
Cap. Rate:	8.76%



Post Office Arcade

Stuart, FL

Closing date:	29th June, 04
Price:	\$3,250,000
Square Footage:	14,590
Price per Sq. Ft.:	\$222.76
Cap. Rate:	6.70%



Mega Play Plaza

Kissimmee, FL

Closing date:	14th May, 04
Price:	\$3,942,000
Square Footage:	29,400
Price per Sq. Ft.:	\$134.08
Cap. Rate:	10.24%



Pottsborg Plaza

Jacksonville, FL

Closing date:	27th April, 04
Price:	\$6,220,000
Square Footage:	35,905
Price per Sq. Ft.:	\$173.23
Cap. Rate:	9.04%



Timuquana Oaks Center

Jacksonville, FL

Closing date:	23rd Jan, 04
Price:	\$1,800,000
Square Footage:	14,174
Price per Sq. Ft.:	\$126.99
Cap. Rate:	9.72%



University Center South

Jacksonville, FL

Closing date:	20th Nov, 03
Price:	\$5,133,000
Square Footage:	43,633
Price per Sq. Ft.:	\$117.64
Cap. Rate:	9.34%



Town Center Commons

Davenport, FL

Closing date:	31st Oct, 03
Price:	\$849,000
Square Footage:	6,000
Price per Sq. Ft.:	\$141.50
Cap. Rate:	9.22%



Sizzling Wok Restaurant Site

Orlando, FL

Closing date:	15th Oct, 03
Price:	\$1,000,000
Square Footage:	53,578
Price per Sq. Ft.:	\$18.66
Cap. Rate:	N/A



Powers & Toledo Plaza

Jacksonville, FL

Closing date:	20th July, 03
Price:	\$1,271,000
Square Footage:	15,700
Price per Sq. Ft.:	\$77.55
Cap. Rate:	10.25%



Showcase Plaza

Jacksonville, FL

Closing date:	14th July, 03
Price:	\$1,220,000
Square Footage:	15,960
Price per Sq. Ft.:	\$76.44
Cap. Rate:	10.09%

“Every day, clients like you give me the enormous privilege and awesome responsibility of handling assets worth millions of dollars.

Each of these assets is owned by a person or company to whom this property is critically important.

This takes trust on your part and requires integrity on mine.

It's like open heart surgery on your wallet and as your trusted advisor,

I never forget it's *your* money”



**To talk about your property
or your retail investment plans,
call me today**

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