

The Net-Lease Buying Process

REVIEW

Upland provides Buyer with salient property information

Includes

1. Tenant (Credit) Information
 2. Lease Terms
 3. Photos and Area Information
- www.mnnsales.com

Upland and Buyer discuss property

1. Lease, Location and Tenant
2. Likes and Dislikes
3. Buyer's risk/return parameters

Buyer decides to make an offer

1. Buyer discusses pricing and terms with Upland
2. Upland strategizes with Buyer to make the best offer

PURCHASE

Upland drafts a Non-Binding Letter of Intent

1. Upland creates a non-binding LOI for buyer to review and sign
2. Upland submits signed LOI to property Seller

Seller Response and Purchase Agreement

1. Seller responds to the Buyer's offer
2. If terms are met, Seller drafts the Purchase Agreement

Purchase Agreement Negotiation

1. Buyer reviews Purchase Agreement with legal counsel
2. Buyer and Seller negotiate terms of the purchase and sale

CLOSING

Due Diligence Support

1. Seller provides Buyer with all existing Due Diligence reports
2. Buyer begins inspection period and financing work (if any)

Closing/Funding

1. Buyer funds are wired to the Title Company
2. Property Title is transferred to the Buyer

Sale Review

1. Upland recaps the sale with the Buyer and sends out any remaining purchase documentation