



PRESENTED BY

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joseph.russo@marcusmillichap.com**Overview**

The Kinson | Russo, Net Leased Team, was formed by Doug Kinson and Joe Russo and is committed to utilizing their combined 45 years of investment sales and development experience for the creation and preservation of wealth for their clients.

Douglas T. Kinson, Director

Doug Kinson is an experienced real estate executive with over 20 years of experience in brokerage, development, sales and leasing. Throughout his career, Doug has worked with owners and investors looking to maximize their returns through the application of proven real estate strategies. He has recently closed a variety of net lease transactions on behalf of both buyers and sellers that include Walgreens, Taco Bell, Burger King, Captain D's, Wells Fargo, Starbucks and more.

Doug's focus at Marcus & Millichap is exclusively on assisting owners, investors and developers with net lease investments throughout the State of Florida and across the U.S. Prior to joining Marcus & Millichap, Doug served as Director of Net Lease Investments at Calkin Companies and Atlantic Retail Properties, where he successfully negotiated net lease transactions on behalf of his national clients. Doug is a graduate of the University of Wisconsin with both a Master's in Business Administration and Bachelor of Science degrees.

Joseph F. Russo, Director

Joe Russo is a Florida real estate professional with over 25 years of experience as a broker, developer, retailer and investor in commercial retail projects and NNN single tenant properties. Joe has closed deals involving more than 3 million square feet of retail projects, including life style/town centers, neighborhood community centers and NNN single tenant projects, having an aggregate value of \$275 million.

Joe prides himself on his collaborative approach and team building with other agents within and outside of the Marcus & Millichap platform in order to accomplish his clients' goals to create and preserve wealth. With degrees from the University of Texas (B.B.A., with honors) and the University of Houston College of Law (J.D.) and with his diverse investment sales and development background, Joe brings to Marcus & Millichap a wide range of vision, capabilities and expertise to service clients.

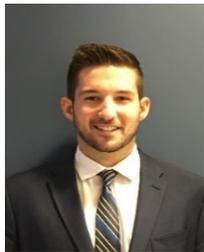
THE KINSON | RUSSO TEAM



DOUGLAS T. KINSON
DIRECTOR, NET LEASED PROPERTIES GROUP



JOSEPH F. RUSSO
DIRECTOR, NET LEASED PROPERTIES GROUP



Shawn Dickmann
SALES INTERNSHIP PROGRAM



Renee Ellis
MARKETING DIRECTOR/LICENSED ASSISTANT



Natasha Young
BROKERAGE ASSISTANT



Charles Knighton II
MARCUS & MILLICHAP CAPITAL CORPORATION
DIRECTOR, DEBT & STRUCTURED FINANCING

MARCUS & MILLICHAP MARKETING TEAM

Investors Choose Marcus & Millichap More than Any Other Firm

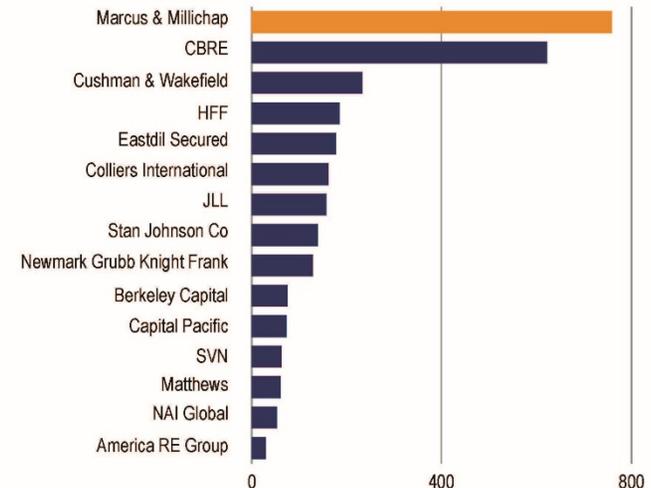


- The largest team of retail specialists in the industry
- A successful track record with more than 9,000 transactions closed in 2016
- Over \$42 billion in sales volume

Investors Choose Marcus & Millichap More Than Any Other Firm



Top 15 Retail Brokerages of 2016 by Number of Properties



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More Than 1,700 Investment Professionals in Offices Throughout the U.S. and Canada



MARCUS & MILLICHAP PREMIER INVESTMENT SERVICES

Marcus & Millichap is the premier commercial real estate investment services firm in the United States. Founded in 1971 on a unique model that matches each property with the largest pool of pre-qualified investors, we leverage four decades worth of experience and relationships to handle all of your commercial real estate needs. Our team of more than 1,700 professionals in the U.S. and Canada focuses exclusively on real estate investment sales, financing, research, and advisory services.



Founded in
1971 on a
unique
methodology



Largest pool of
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investors in
the industry



Moves capital
across our
network of
investment
professionals



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MATCHING BUYERS
AND SELLERS,
LOCALLY,
REGIONALLY, AND
NATIONALLY.

THE MARCUS & MILLICHAP ADVANTAGE

Marcus & Millichap tailors our investment strategies to meet the unique needs and goals of each client. To best serve our clients and to maximize value, we combine our collaborative culture with the world's most advanced technology to create the industry's most powerful proprietary marketing system.



Largest commercial real estate brokerage firm in the country, with specialization in all major property types and more than 1,700 professionals collaborating at every stage

Access to the industry's largest inventory of quality investment opportunities

Superior capital market expertise, precisely managed financing, and unparalleled access to the most competitive rates, terms, and capital sources through MMCC

Prominent capital market relationships with commercial banks, secured lenders, debt and equity funds, life insurance companies, private and public funds, etc.

Provides clients with the latest local and national market trends based on real-time data to create optimal positioning, pricing, and marketing strategies

Industry's most in-depth understanding of a variety of property types in numerous local and national markets, with over 1,000 research products produced annually

Comprehensive advisory and consulting services to give you buy-sell-hold decisions based on real-time market knowledge and research

Maximizes value for our clients in each transaction and shapes long-term portfolio strategies

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www.marcusmillichap.com

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