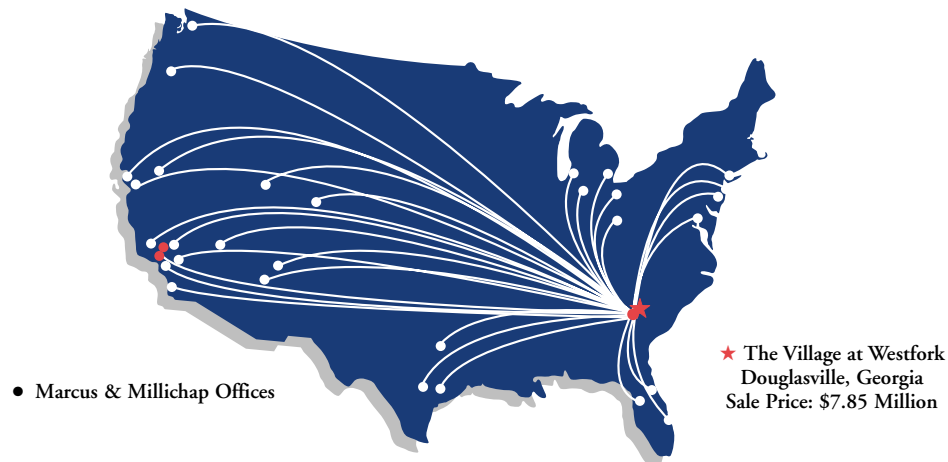


MARCUS & MILLICHAP LOCATES LOS ANGELES INVESTOR FOR ATLANTA PROPERTY



Buyer: Beverly Hills, California Office Representing Buyer: Encino, California

Seller: Atlanta, Georgia Office Representing Seller: Atlanta, Georgia

• Best and Final Offer: Beverly Hills, California

Within 30 days of placing a Douglasville, Georgia Shopping Center in the firm's marketing network, Marcus & Millichap agents were able to access a wealthy private investor in Los Angeles, California to close on a property requiring a very high down payment with strict lending requirements.

The Atlanta listing agent marketed the property through the firm's internal property marketing system, looking for a wealthy individual who would meet with the approval of Principal Life Insurance Company, which held the loan on the property.

A Marcus & Millichap agent in the firm's Encino, California office presented The Village at Westfork to his client, who had bought a CVS Drug Store in Atlanta six months prior. This agent knew that his client was interested in adding Southeast properties to his investment portfolio. This buyer had never previously owned market-anchored centers. The buyer met the stringent lending criteria and closed on the center for \$7.85 million.

This sale demonstrates Marcus & Millichap's ability to access a highly specialized and difficult-to-locate buyer pool – wealthy individuals.

Bernard J. Haddigan, National Director

National Retail Group

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Market Makers for the Nation's Retail Industry