



APG Advisors Investment Services



APG
ADVISORS

APG ADVISORS
1201 Edwards Mill Rd
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Raleigh, NC 27607
www.apgcre.com

INVESTMENT SERVICES

If and when you own real estate, you need crucial strategic services to optimize the success of your commercial real estate portfolio.

Whether local, regional, national, or global, institutions and individual investors alike have unique priorities and plans for their assets. APG Advisors can identify strategies and tactics to reach your income goals, match your risk profile, meet your timeline, and optimize these assets throughout their lifecycle. Our investment services professionals work with a variety of product types, including office, retail, industrial, and nonprofit. APG Advisors provides integrated services, including valuation services, property assessment, tax management, property and project management, landlord representation services, as well as any other service needs. How can we help you?

1. INTEGRATED SERVICES

We provide seamless interaction between our range of services offered.

2. LEVERAGING LOCAL KNOWLEDGE

We offer expertise to position the asset financially, operationally and appropriately in the marketplace.

3. CLIENT-ORIENTED FOCUS

Our culture of service excellence leads to performance-based solutions that create an exceptional client experience.

We represent both buyers and sellers of commercial income-producing properties. We use our specialized market approach to maximize values and returns for our clients by exposing their property to the most active investors.

Market Analysis | Trend Forecasting | Underwriting | Specialized Marketing Campaigns | Value Maximization

MAXIMIZING VALUE THROUGH UNMATCHED EXPERIENCE

PERFORMANCE WITH CREATIVITY

Sell to assets' strengths and around the weaknesses

Increase exposure to generate maximum investor interest and coverage

Align and control market timing to create a sense of urgency and competitiveness among buyers

Understand and outline strategies of investors and prospective buyers

MARKET KNOWLEDGE

Story development around asset value

Promote property efficiencies

Sell around property deficiencies

Generate off-market prospects and information

In-depth market forecasting

Identification of local and national market trends

DISPOSITION

Direct marketing to buyers

Buyer target profiles

Asset positioning

Certainty to maximize value

Shared best practices

Shared local, regional, national and international buyer database

David Divine's Recent Completed Single Tenant Net Leased (STNL) Transactions

**PNC Bank Branch
Cary, NC**



3,450 SF Bank Branch
\$2.1M

**Walgreens
Shelby, NC**



14,673 SF Retail Property
Leased to Walgreens

**Circle K
Cary, NC**



2,478 SF Retail Property
\$2.42M 5% Cap rate

**1814 Westchester Drive
High Point, NC**



\$24.75M - 105,000 SF single
tenant medical office
building

**406 E Main Street
Andrews, SC**



\$2.015M single-tenant retail
property in Andrews, SC.

**1211 Bypass 72 NE
Greenwood, SC**



\$1.875M - single-tenant retail
property in Greenwood, SC.

**6815 Chapel Hill
Raleigh, NC**



\$2.629M - 8,000 SF
single-tenant retail
property in Raleigh, NC.

**Circle K
Cary, NC**



\$2.5M - 2,478 SF
single-tenant retail
property in Cary, NC.

**Walgreens
Clarksville, MD**



16,800 SF retail property
\$10.05M

**Biscuitville Portfolio (3)
NC & VA**



Durham, NC
Greensboro, NC
Martinsville, VA - TOTAL \$2.9M

**QSR Portfolio
NC & SC**



Portfolio of 6 Taco Bells & 1
KFC - \$9M

**Just Tires
Raleigh, NC**



Just Tires retail building
located on 0.67 Acres in
Raleigh.

**Walgreens
Yorktown, VA**



Walgreens in Yorktown
located on 2.0 Acres.
14,739 SF - \$6.7M

**PBM Graphics
Greensboro, NC**



\$8.33M - 128,000 SF single
tenant industrial property

**E. Carolina Women's Ctr.
New Bern, NC**



20,500 SF medical office
\$6.1M



**Walgreens
Morganton, NC**



10,500 SF retail property
\$3.8M

**5101 Nelson Drive
Morrisville, NC**



**74,000 SF multi-tenant
industrial property**

**High Point Med Center
High Point, NC**



**34,000 SF medical office
building - \$5.9M**

**6131 Falls of Neuse Rd
Raleigh, NC**



**58,000 SF class B office
building**

**Ferguson Enterprises
Wilmington, NC**



**70,000 SF warehouse and
distribution property leased
to Ferguson Enterprises**

**Golden Gate Plaza
Greensboro, NC**



**\$7.15M
150,000 SF retail property**

**Marketfair Mall
Fayetteville, NC**



**250,000 sf retail property
\$13.25M**

**Focus Church
Raleigh, NC**



**57,830 SF Worship complex &
Charter School
\$7.94M**

**Orion Portfolio
Greensboro, NC**



**\$8.8M - 208,000 SF single-
tenant industrial portfolio in
Greensboro, NC.**

**2625 Appliance Court
Raleigh, NC**



**\$9.5M - 28,000 SF
office property leased to
GSA/Government**

**Interstate
Commerce Park**



**\$7.8M - 220,000 SF multi-
tenant industrial building in
Greensboro, NC.**

**702 Oberlin Rd
Raleigh, NC**



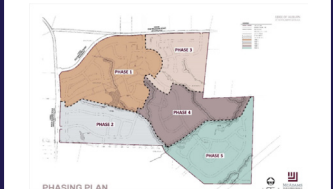
**59,000 SF office building
\$12.75M**

**4425 Ben Franklin Blvd
Durham, NC**



\$5M 40,540 SF flex property

**Edge of Auburn
Garner, NC**



**329 acres
\$17.3M**

**BB&T (Truist) Plaza
Durham, NC**



**47,000 SF office & retail
property
\$7.6M**

**Campus North
Raleigh, NC**



**64,000 SF office property
\$8.0M**

**Del Webb Community
Clayton, NC**



**165 Acres
Phase 1: 300 New Residences**

Single Tenant Net Leased Transaction



Capital MEPS Raleigh, NC

After representing the owner in acquisition of this asset in 2014 for \$1.974M, David sold this 28,000 SF office building on February 14, 2024, realizing a 33.5% IRR, 50% cash on cash return, and almost 7x equity investment for the limited partners. Property management added a great deal of value to the asset via a 10 year lease extension w/ the GSA (federal govt) in 2022, along with a renovation of the interior of the building.

\$9.5M sales price

Investment Transaction

702 Oberlin Road Raleigh, NC

David represented the ownership group in the disposition of 702 Oberlin Rd, a 59,000 SF office building, in December of 2021. The building was vacant at closing, but the sellers were still able to achieve a great sales price and return on investment.

\$12.75M sales price





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Investment Sales
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Chapel Hill
B.A. Communications
NC Real Estate License
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David Divine

Service & Expertise

COMMUNITY SERVICE

2007-2012
 Board of Directors,
 Raleigh Rescue
 Mission (Chairman
 2012)

2006-2010
 Young Life
 Committee

With over 28 years of investment sales experience, David Divine has a proven track record of maximizing values and returns for his clients. His clients include individual property owners, institutional owners, developers, banks, REIT's, and special servicers.

With his experience in brokerage, development, construction and real estate investment, David has a unique understanding of the complex dynamics in the industry and provides his clients with creative solutions. Mr. Divine's success is built upon placing his client relationships and their goals for success first and foremost. With his commitment to excellence and his spirit of enterprise, he provides clients with the highest quality service in the commercial real estate industry.

Delivering the APG Advisors promise of global teamwork and local expertise, Mr. Divine's mission is to help clients achieve the highest and best return on their real estate investment in order to accelerate their success.

Prior to joining APG, David was Director of Investment Sales at Colliers RDU, Vice President of brokerage for York Properties and was a Partner at Divine Stoltz Building & Development.

AFFILIATIONS AND MEMBERSHIPS

Society of Office and
 Industrial Realtors
 (SIOR)

Triangle Commercial
 Association of Realtors

Investment Services: Has represented both buyers and sellers in the acquisition and disposition of over \$500 million in commercial real estate throughout his 25 year career.

Land Brokerage: Represents landowners and developers in the sale of land tracts, primarily for residential and retail development

Corporate Solutions: Represents select corporations in the administration of their corporately owned and leased real estate portfolios

Advisory/Consulting/Negotiation/Leasing/Sales/Portfolio Administration/Project Management: Has developed and maintained strong interpersonal communication and negotiation skills, project management, team building, personnel management, accounting, and closing skills over a 25 year real estate career.



Top Producer
Raleigh Office

2014, 2019, 2020,
2021, 2022 (runner up)



Top 3 Production
Colliers | APG

2012 thru 2023

Pre-Marketing Phases

PHASE 1

SITUATION ANALYSIS

- Kick-off Meeting with Client / Map Investment "Benchmarks & Drivers"
- Define Goals and Objectives of Parties
- Define Project Timeline

PHASE 2

PROPERTY DUE DILIGENCE

- Perform Due Diligence and Review
- Create Due Diligence Checklist (Property)
- Perform site inspections
- Review and analyze due diligence materials. Assess need for follow-up activities
- Bid and engage third-party services where required
- Underwriting Analysis - Establish minimum offer and marketing/closing parameters

PHASE 3

PROJECT STRATEGY CONFIRMATION

- Re-confirm required transaction closing parameters
- Create a Strategic Marketing/Disposition Plan
- On-site presentation of the Strategic Marketing/Disposition Plan

PHASE 4

PRE-MARKETING

- Create Document Access Site (if needed)
- Prepare Transaction Summary
- Draft and Finalize Offering Memorandum
- Refine Project "Opinion of Value" analysis
- Prospect Database's Target Buyers
- Identify Counsel for Creation of PSA and Closing Documents

Active Marketing & Closing Phases

PHASE 5

PRE-MARKETING

- Commence Active Marketing
- Receive CNDA's
- Deliver Offering Memorandums
- Offers Due

PHASE 6

OFFEROR REVIEW

- Log all offers and submittals. Establish Offer Comparison
- Pre-qualify offerors based upon preferred terms
- Discuss with Client to review bid matrix and select short-list participants

PHASE 7

BEST AND FINAL OFFER (OPTIONAL)

- Issue BAFO requests to selected short-list participants
- Review and analyze qualitative and quantitative aspects of all BAFOs
- Select primary and secondary party. Notify non-selected parties
- Execute Letter of Intent (LOI)

PHASE 8

PURCHASE AND SALE AGREEMENT EXECUTION

- Negotiate Purchase Sale Agreement
- Execute Purchase Sale Agreement & Commence Escrow

PHASE 9

BUYER DUE DILIGENCE AND CLOSE

- Due Diligence "Contingency Period"
- Clear Contingencies and issue letter to buyer
- Finalize financing and execute closing documents
- Close Transaction and Record



FOR MORE INFORMATION, PLEASE CONTACT:

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