



# REAL ESTATE

*The power of certainty*



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*Have certainty  
with the company  
you want to do  
business with*

## THE POWER OF CERTAINTY

In business, nothing is more powerful than knowing you have the best resources to get your job done. Working with Active International can give you that confidence.

With a comprehensive investment and trading model as our foundation, we deliver the certainty of close, along with the financial flexibility and solid real estate experience so you can achieve your desired results.

If you're like most of our clients, you're looking for a trusted partner, new ideas and solutions that will make a difference in your business. What differentiates the company you want to do business with from all the rest?

*Perhaps it's certainty*



*We have the resources to effectively solve your real estate concerns*

## WE UNDERSTAND REAL ESTATE

Active's real estate business is focused solely on creating incremental value for surplus fee simple and leasehold properties for corporate clients. Our dedicated team averages more than 20 years of commercial real estate experience, bringing expertise, perspective, accountability, and an understanding of what our clients need to every transaction and every relationship.

Offering full service capabilities, we do as much or as little as you need to address your real estate challenges. Whether it's delivering book value or appraised value for a property that would otherwise be unachievable, or resolving environmental issues that have left an unproductive property on your books, we have all the resources needed to effectively solve your real estate concerns.

## OUR REAL ESTATE PHILOSOPHY

Active's real estate professionals have a deep understanding of the commercial real estate market. Our philosophy is simple:

- We begin by understanding your specific needs and desired results
- When we commit, we become your partner
- We deliver a significant cash premium to our clients

Working together with you and/or your broker, we review all aspects of the property to ensure that the transaction will be executed efficiently. The inevitable problems or discoveries that can typically derail real estate transactions represent an opportunity for Active to work together with our clients to deliver their desired results.



# FEE SIMPLE PROPERTIES

Active purchases fee simple properties at our clients' target, book or appraised value. In most cases, this target value has been unachievable using traditional marketing methods.

In addition to paying a premium to market value, our services include:



*Valuation*

Through global alliances with real estate brokers, real estate service providers, and our own experience base, we provide realistic as is, where is property valuation, including expected market time frames and projected value enhancements.

*Due Diligence*

Industry-standard due diligence on all title, survey, environmental, and any other related matters is conducted by Active at its own expense. The results are always shared with clients and conducted under their aegis and approval.

*Entitlements*

Very often a surplus property is stranded on a clients' books because of the expense involved in seeking a change in zoning, subdivision, or other reasons. Active routinely undertakes such entitlements at its own expense.

*Closing*

Once a purchase and sale agreement is executed, Active's clients have the certainty of close due to the flexibility of our business model.

## LEASEHOLDS

Active provides the following services to address the challenges of surplus leaseholds:

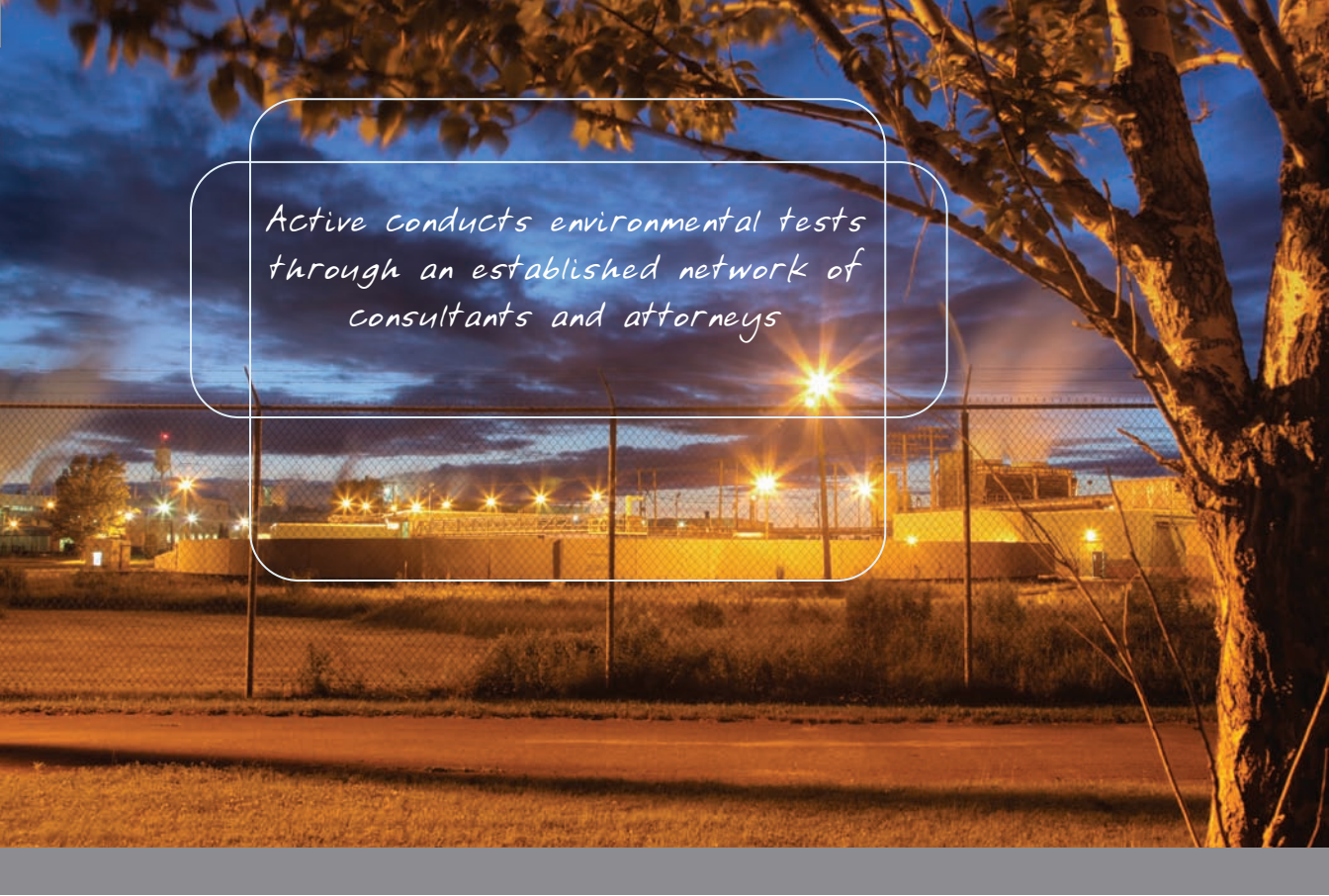
*Leasehold Termination*

Active can provide the cash to bridge the gap between a landlord's required payment for a leasehold termination and what a client has reserved and/or is willing to pay. Active can create a fund which a client can use to terminate select surplus leases within a portfolio.

*Financial Recapture*

For those leaseholds where a termination is not feasible, Active can provide full leasehold payments, effectively making the client whole on its obligations, irrespective of the current sublet market.

*Active's business model provides our clients with the certainty of close*



*Active conducts environmental tests through an established network of consultants and attorneys*

# ENVIRONMENTAL ISSUES

Many companies do not have up-to-date environmental reports or a complete understanding of the environmental profile of their surplus properties. Active works with clients to address environmental challenges in the following ways:

*Environmental Testing*

Active conducts all environmental tests at its own expense and under the guidance and approval of the client. When environmental issues or problems arise, Active works with the client to develop a solution that does not adversely impact the closing, its timing, or the title transfer to Active.

*Environmental Insurance*

For properties where there are open regulatory issues and/or a long history of varied industrial uses, Active consults with industry leading insurance brokers and underwriters to obtain environmental insurance.

*Regulatory Closure*

Active has acquired properties with open regulatory issues, resolved those issues, and provided an environmental indemnity to the client.







*Active delivers a powerful competitive advantage*

## FINANCIAL FLEXIBILITY

*for Today's Economy and Tomorrow's*

For over 25 years, Active International has been the global leader in corporate trade. Acquiring excess assets, such as real estate, inventory, and capital equipment, Active helps its clients use these assets to fund high quality media, marketing, and other business expenditures. This financial flexibility creates cash savings and delivers economic benefits that our clients would otherwise be unable to achieve.

*Jeff Babikian*  
*Exec. Vice President*  
*CB Richard Ellis*

"My corporate client had an office building plus expansion land that had been on the market for more than two years due to a change in location for their headquarters. Working with Active, we were able to quickly dispose of the building and land at a price equal to 100% of the cash market value. And, my client didn't have to go outside its' core business to handle the rezoning, entitlement and redevelopment process."

*Jason DeVries*  
*Corporate Development Director*  
*JELD-WEN*

"Our first project was so successful that we've worked together to dispose of seven commercial properties across the U.S. Active has really delivered and we now consider them integral to our real estate and marketing planning processes."

*Douglas A. McCullough*  
*Vice President*  
*NAI Chase Commercial*

"Over the course of the last two years, we have had the pleasure of working with Active International, performing Broker's Opinion of Value on vacant land, a fast food location and a vacant store in central Alabama. The process developed into a closed cash transaction and the team at Active has proven to be a very worthy and rewarding teammate in business. They are true professionals."

## THE POWER OF PARTNERSHIP

There are more challenges than ever in business. Having the confidence to face them head on with a partner who understands your needs and can deliver the solutions to meet them is invaluable.

*Confidence is a powerful commodity.*



# FORMER WAREHOUSE/ DISTRIBUTION FACILITY

79,040 SF • STOCKTON, CA



Client initially sought to trade a surplus distribution/warehouse property in Yakima, WA. Active inspected the property and secured a buyer. The local municipality, however, elected to re-zone the property to a non-industrial use, effectively eliminating the buyer's intended use.

Client and Active sought to rescind the zoning change or at least secure an exception for the property, all to no avail. Client then elected to substitute a property in Stockton, CA to complete the intended transaction with Active (the 8th real estate transaction with client).

## Challenges

- In a time of declining media budgets, client wanted to continue trading surplus properties to Active to offset the cost of their media budget.
- Client had a buyer for the property whose final offer was below their minimal acceptable bid.

## Results

- Active acquired the property at client's target value in exchange for a commitment to place an agreed-upon amount of media.
- Active placed media on behalf of the client, meeting their quantitative and qualitative goals.
- Through the media placement and purchase process, Active was able to provide its real estate services at no incremental cost to the client.

## Active Real Estate Value Added

- Identified all issues related to the Yakima, WA property.
- Worked with client to resolve the arbitrary zoning decision from the local municipality, which was ultimately unsuccessful.
- Managed the seamless transition of the substitute property.



# FORMER STOVE MANUFACTURING PLANT

242,000 SF ON 6 ACRES  
MONTMAGNY, QUEBEC



A 140+ year history of manufacturing stoves with 9 buildings, most of which were functionally obsolete. The client owned and operated the site since 1997.

## Challenges

In direct competition with other trading companies, Active won the business by meeting all of the client's goals:

- Resolving all open environmental and regulatory issues.
- Providing the environmental indemnity required by the client to eliminate any future environmentally-related exposure.
- Completing the specified sale-by date for a property with no readily apparent market value or offers.

## Results

- Active acquired the property at the client's target value in exchange for a commitment to place an agreed-upon amount of media.
- Active placed media on behalf of the client, meeting their quantitative and qualitative goals.
- Through the media placement and purchase process, Active was able to provide its real estate services at no incremental cost to the client.

## Active Real Estate Value Added

- Achieved environmental regulatory closure and secured environmental insurance policy to manage risk and bring value-add to downstream buyers.
- Subdivided property and sold 3 buildings to 2 buyers and successfully auctioned remaining 6 buildings.
- Created current leasehold revenue to match operating expenses during 3 year holding period.



# FORMER SUPERMARKET

43,132 SF ON 4 ACRES  
TALLADEGA, ALABAMA



Property History: Built in 1981; vacated in April 2007.  
Property was part of a small, in-line shopping center.

## *Challenges*

- Low-income dominated market, but recent development.
- \$1 MM appraisal in November 2007 completely unrealistic in the current market.
- No concerted marketing effort by client; property wasn't listed with a broker and the client had right to approve sale price to downstream buyer.
- Previous expressions of interest from potential buyers were far below client's target value.

## *Results*

- Active purchased the property at the client's target value in exchange for a commitment to place an agreed-upon amount of media for the client and their selected vendors.
- Active placed media on behalf of the client and its suppliers, meeting both their quantitative and qualitative goals.
- Through the media placement and purchase process, Active was able to provide its real estate services at no incremental cost to the client.

## *Active Real Estate Value Added*

- Inspected the property to determine realistic as is, where is value.
- Secured effective listing broker who identified eligible buyers.
- Worked with client to sort through market interest and determine optimum downstream buyer.
- Achieved sales price accepted by client.

