

MARK JENSEN CAPITAL MARKETS/  
INVESTMENT SALES/ADVISORY SERVICES





“When you get what you want, I will get what I want!”  
“The money you make is equal to the value that you provide”

I have created the most professional Investment Sales Platform in the Commercial Real Estate Brokerage Industry to benefit my clients who are buying and selling. The more properties I sell the better pulse I have on the market which benefits my clients even further. I look forward to doing business with you.

## WHO IS MARK JENSEN?

I am a Senior Vice President of Investment Sales with Newmark Grubb ACRES based in Salt Lake City, Utah. I have sold over \$400,000,000 in Commercial Real Estate Investments through hundreds of transactions and have proven myself as a top producer year after year. I started my career October 15th, 2004 after receiving a BA in Marketing from the University of Utah and I never looked back. I am a Marketer passionate about Commercial Real Estate and achieving my clients' goals. I am a strategic thinker having made a career out of solving problems and creating value for my clients. I am known for being persistent, solving problems, and putting together complicated deals: the longest of which took me 9 years to consummate a 200 year ground lease in a large MSA CBD! I am relentless when it comes to achieving my clients goals.

I am known for being very **Strategic**. I am talented in creating alternative ways to proceed. I quickly spot relevant patterns and issues. I am **Competitive** and strive to win big. People know me as an **Activator** because I can make things happen by turning thoughts into action. I am a **Communicator** and find it easy to put my thoughts into words. I am a good conversationalist and presenter. I am an **Achiever**. I have a great deal of stamina and I work hard. I take great satisfaction in being busy and productive. If these sound like talents you want on your team we will work well together.

## THE CURRENT ENVIRONMENT:

Strategy and Portfolio Analysis is at a critical point in the buy/hold/sell cycle. Interest rates are low which is helping us achieve record pricing on all product types. We are in an exciting position where it is a good time to sell and recognize gains, but it is also a good time to buy as a hedge against expected inflation. It is a great time to buy if you can lock in historically low rates and to take advantage of NOI growth keeping your debt constant improving returns. This is a very important point in time to analyze your portfolio and goals. Ask yourself: are you positioned well for the long term? Are you in assets you have depreciated heavily? Do you have older legacy debt and equity you can retire and roll into better properties? Refinance or sell/1031... now is a good time to reset your basis, step up to better quality product, and say “call me in 10 years”!



## MY VALUE PROPOSITION:

Hire me and my team, and from there you will see what brokerage excellence and dedication looks like. If you align me with your goals you will be pleasantly rewarded with my experience, strategy, network, work ethic, telemarketing bonanzas, and **PERSISTENCE**. I have spent the last 10 years perfecting my brokerage practice and putting together the best in the business to handle all aspects of Commercial Real Estate Sales with top professionals in Multifamily, Office, Retail, Industrial, and Land Sales. I have unmatched access to available investment product if you are buying and I have an unmatched buyer list if you are selling. Tap into my network and let me connect you to help you accomplish your goals. Use me to access my relationships with the largest funds, private equity groups, brokers, and vendors across the nation. There are very few people I don't know, or have access to... all from my team's office in Salt Lake City, Utah.

## AREAS OF EXPERTISE:

Mark Jensen is an expert in the major capital market sectors such as offices, retail, multifamily, industrial, and land. He ensures a personal transaction experience valuing client relationships and interaction with capital sources. You can take advantage of Mark Jensen's vast financial and real estate experience to achieve the best price and positive assurance of closing.

- *Investment Sales*
- *Structured Finance*
- *Investment Analysis and Underwriting*
- *1031 Tax Deferred Exchanges*
- *Sale Leaseback Transactions*
- *Land Brokerage*
- *Development Consulting*
- *Equity Placement*

## My favorite Commercial Real Estate "isms"...






1. *"He got a little over his skis on that one"*
2. *"You don't get what you don't ask for"*
3. *"What does the capital stack look like?"*
4. *"This will be the pretty girl at the dance"*
5. *"I'm all over that like a fat kid on a cupcake"*
6. *"I'm your Huckleberry"*
7. *"BOOM!"*



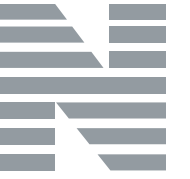


## The Mark Jensen Deal Book:

Mark Jensen has sold over \$400,000,000 in Commercial Real Estate in the last 5 years alone. He and his team was involved in over 45% of the Apartment Investment Sale Transactions in Utah in 2013. He alone has sold over 1,500 units in the last 5 years. Multi-Family is a specialty of Mark's, but he has vast experience in the marketing and sale of Office, Retail, Industrial, and Land transactions as well. Mark Jensen has become a standout in the industry because of his creative thinking, network, and his ability to get the job done.

Transaction Name	Transaction Title	Transaction Amount	Transaction Topics	Outcome for Client	
	<b>2nd and Broadway</b>	<b>Persistence Pays</b>	100 Year Ground Lease	Ground Lease Investment Analysis Development Analysis	Mark Jensen chased a downtown development parcel for 9 years, writing several offers and negotiating numerous deals. The family had owned the property for over 80 years and did not want the property to "leave the family". Strategically in 2014 Mark took the approach to ground lease the property from the Owners and negotiated and consummated a 100 year ground lease! Until Mark took the approach that had not been done on the private side in downtown Salt Lake City. The client is now enjoying positive cash flow on a ground lease while they work to develop the site in the next 3 to 5 years.
	<b>Chase Suites</b>	<b>Trendhunting</b>	\$8,000,000	Investment Sale Development Analysis Change of Use Execution	Mark Jensen was approached by a client of his who had looked at redeveloping an Extended Stay Hotel property that sat on 7 acres near Downtown Salt Lake City. After touring the site Mark knew that the highest and best use was to convert the property into an apartment community. Working with an architect and the City Mark was able to change the use from a Hotel to Apartment and maximize the value of the property. Mark was quick to capitalize on the declining NOI's of the Hotel and maximize value by recognizing the rising trend in multi-family. The property was sold one year later fully stabilized for 170% of the hotel valuation.
	<b>Highlander/Freddy's</b>	<b>Arbitrage</b>	\$3,450,000	Investment Sale Return on Equity Analysis 1031 Exchange	Mark Jensen sold an apartment building for an apartment owner of over 20+ years. After analyzing the property Mark calculated that the existing Return on Equity was below 3.8% and the owner was self-managing. Putting together a market package that included a rental comp survey Mark was able to show the upside in rents and was able to achieve a sales price of over \$250,000 to several standing offers, and then 1031 exchange the Owner into a 7.25% CAP rate NNN retail project that was brand new 10 year lease. The timing was epic and the owner receives his 8% cash on cash return check to his mailbox every month and he does not have to change anymore toilets or rent any units! Mark recognized that CAP rates were sub 6% in multi-family and retail NNN were just above 7%, both moving down making timing of the essence. The arbitrage increased cash flow to Mark's Owner and took away his management duties giving him a better quality of life. Boom!
	<b>Highlander/Freddy's</b>	<b>Apartments are Sexy</b>	\$10,325,000	Investment Sale Multi-family Analysis Market Capitalization	Mark Jensen successfully marketed and sold one of Utah's few new apartment projects with a 221 D-4 HUD loan. This process included the underwriting, broad marketing, buyer selection and contract negotiation, but then the real work began. HUD requires a "Transfer of Physical Assets" which is slightly different than an assumption. Staying on top of the paperwork and process was a key in getting the "TPA" completed in a timely manner. Mark Jensen was able to complete the transaction and Closing to create a win for the Seller and tee up a 40 year fully amortizing loan for the Buyer. All of this while creating a market breaking price per unit on a Class A apartment complex in the heart of Salt Lake City!
	<b>Wander Lane Townhomes</b>	<b>Timing is Everything</b>	\$2,300,000	Condo Conversion Multi-family Sale Change of Use Execution	Mark Jensen aided his clients in maximizing the value of their duplexes that were located within a very desirable area of Salt Lake City. Because of the unique layout of the 10 duplexes and the apartment income approach valuation feeling too low, Mark put together a full market analysis on converting the units to For Sale Townhomes - and they hit a total home run! With several offers on the table they selected the right buyer who was able to move quickly and pay top dollar, all while working with the City to complete the condo map. Mark recognized there was a higher and better use and his clients benefited from Mark seeing that trend and helping them get in front of it.

# CAPITAL MARKETS



Transaction Name	Transaction Title	Transaction Amount	Transaction Topics	Outcome for Client
	<b>Star Redwood</b> <b>Challenging Sale Leaseback</b>	\$2,165,000	Investment Sale Office Analysis Sale Leaseback	Star Redwood was an investment sales transaction that took some in depth market analysis to determine market rate office rents along with absorption for class A space in a B market. Built originally as a single tenant office space the Property now had two tenants, and one being in a garden style basement space. Mark helped analyze and negotiate a lease for the partial owner/tenant in the basement and then market and sell the property to achieve top dollar. The up front underwriting and in depth understanding of the office market drove the deal and allowed for the buyer to underwrite and close quickly. The demand for suburban office at the time was slim, and Mark was able to connect with several 1031 accomodators to hunt for the buyer - which ultimately lead to everyone winning.
	<b>Rockwell Square</b> <b>Bidding War in Tough Times</b>	\$7,000,000	Investment Sale Broken Condo Analysis Land Analysis	Mark Jensen handled a very high profile sale of a broken condo project in a highly desireable location in Draper, Utah. The property consisted of 36 high end residential condos above 10,000 SF of vacant retail space, and 10 additional acres to build 7 sister buildings. The development had already received several offers from interested parties. Through in depth underwriting and packaging Mark was able to market on a national basis and bring in 9 offers from qualified buyers hitting a value well above \$1,000,000 to any of the prior offers. Mark's ability to package the development in a way that allowed developers anywhere in the world to underwrite quickly brought several additional buyers to the table and increased the pricing immediately.
	<b>Microsoft Office</b> <b>Creating Leverage to Win</b>	\$2,900,000	Vacant Building Sale Office Analysis	Mark Jensen represented the seller of newly vacant office building in Salt Lake City. During his underwriting and analysis Mark had come across information that showed the Salt Lake City International Airport had a master plan of acquiring several buildings, including this one, for a future expansion. Mark took the property to market to create enough demand and set the pricing at a level the Seller liked, and then Mark approached the Airport who ended up purchasing the property for a premium above the market offers. Beginning with the end in mind is the best way to maximize value for the client, especially when you have good market intel! This was a big win for the client.
	<b>Applewood Mobile Home Park</b> <b>Know The ZONE</b>	\$8,000,000	Investment Sale Mobile Home Park Analysis	Mark Jensen sold a very high profile Mobile Home Park in the heart of Salt Lake City. Mark had approached the Seller because he had recognized that his property had been rezoned to a high density residential zone although it was not adjacent to mass tranzit. Mark completed a market investment analysis on the Mobile Home Park itself, but recognized that if it the zoning was correct that the price could be juiced if a buyer could see the future vision of redeveloping the site. Mark worked with a local attorney to prove that the property had a Prescriptive Easement to the mass transit stop to the North and in doing so instantly created over 20% in value to the Park. Mark was able to identify a buyer willing to buy the property for a premium to have the ability to redevelop the project at a later date. Mark's client won big on this deal.
	<b>9 Bank Branches</b> <b>Accomplish Anything</b>	\$18,500,000	Owner User Portfolio Sale Multi-Market Sale Fast Tracked Timing	Mark Jensen has handled more troubled assets and FDIC/Bank REO properties than any other single broker in Utah since 2010. The beginning of this wave came when he successfully marketed and sold 9 bank branches formerly occupied by a bank that was acquired by the FDIC in 2010. There was a very fast trigger on getting these moved and the bank interest from around the US was intense. Within 21 days Mark had put together marketing materials, connected with decisoin makers at over 50 lending institutions nationwide, and in 1 full day coordinated and held open houses at all 9 bank branches for the interested parties to tour. They received a total of 30 offers and achieved absolute record pricing for the existing structures and immediate market share this opportunity provided. For many of the properties Mark was able to capitalize on the business decision for the Buyer in addition to the real estate decision.





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	<b>4th and 5th</b> <b>Getting in Front Pays</b>	\$4,500,000	Land Sale Development Analysis Multi-family Analysis Pipeline Absorption Analysis	Mark Jensen and his partner Greg Ratliff were selected as the listing agents for a high profile redevelopment site in Downtown Salt Lake City located along the very popular and tight market 4th South. Mark and Greg's world class underwriting and package allowed them to market the opportunity globally and were able to bring over 15 interested and qualified developers to the table in a very short period of time. The leverage created by their national marketing allowed them to achieve a neverbeforeseen value for a downtown Salt Lake City land development. The market knowledge of rents, competing properties, and apartment pipeline became paramount to getting the deal done. Their client had been sitting on the site for over 10 years and Mark approached him because of rising interest rates and increasing construction costs to make the case that we either sell now, or hold for 5 to 10 years. The market timing ended up being a huge win for the client.
	<b>Hidden Cove</b> <b>Win Win Situations are the Best</b>	\$13,400,000	Investment Sale Multi-Family Analysis	Mark Jensen was approached by a large apartment developer in Utah who had never sold any of their apartments - their goal was simple: raise equity quickly. Mark quickly underwrote the opportunity, identified target pricing, and went to one group who signed the deal up and closed days later. The transaction was a win/win for both buyer and seller and no dollars were left on the table due to Mark's market knowledge and his ability to recognize who would pay top dollar and move quickly with little hassle. Selling apartments has truly become as much of a science as it has been an art, and Mark prides himself on the data sets he collects and keeps to hit target pricing with little to know pushback from the buying market.
	<b>Utah Auto Spa</b> <b>Chasing Yield</b>	\$1,725,000	Investment Sale Risk vs Reward Chasing Yield	Mark Jensen has sold more car washes than any other active broker in the state of Utah. When he was first in the business he chased yield because he is obsessed with investing in commercial real estate and knowing what return on investment you can achieve and where. Mark looked at retail, office, industrial, multi-family, storage units, mobile home parks, car washes, and even laundromats to see what the return on money and time looked like. In his endeavors he picked up a Car Wash listing in Provo, Utah and parlayed that into over a dozen listings and sales in the last few years. The car wash industry took a big hit when 2009 hit, but has slowly been rebounding. Mark was able to sell Utah Auto Spa because it was a quality asset with relatively stable numbers and future upside. A big part of the success of this transaction was Mark's knowledge of the political barriers to entry to new competing product in the submarket.
	<b>Lookout Pointe</b> <b>Selling the Renovation Upside</b>	\$10,300,000	Investment Sale Multi-Family Analysis Renovation Upside Analysis	Mark Jensen successfully marketed and sold a high profile apartment complex in Provo, Utah. This 115 unit was unique in that you could never build it in today's market where it is located. Because of the physical and political barriers to entry the property deserved an above market price and a below market CAP rate. Mark's analysis of the submarket and competing properties showed that there was in fact upside in renovation. Mark estimated that with \$4,500 invested in each unit there would be a minimum of a \$75 rental increase when the units were turned. That is a 20% return on the additional dollars invested. The property had 41 units that were LURA income restricted and therefore the property required finding the right buyer to buy off on the upside while understanding the low income component. Mark was able to sell the Property and create maximum value for the Seller while standing by as the Buyer put the program in place. The Current owner has achieved an \$80 to \$100/unit increase in rents which is upwards of a 27% return on the additional capital invested. Understanding where a property can be taken is one way to maximize the value. Both of Mark's clients won in this situation.
	<b>Park City Lower Main Street</b> <b>Class A All the Way</b>	\$10,700,000	Investment Sale Retail Analysis Commercial Condominium	Mark Jensen represented the seller of a Class A Retail development in Park City, Utah. This project was extremely high profile and had been followed by a number of buyers and brokers for years as it was the product of a foreclosure in a portfolio ponzi scheme early in the market downturn in 2008. Mark's client purchased the property out of foreclosure with hair on the deal, cleaned up the hair, solidified leases and filled all vacancies, and brought it to 94% occupancy and sold it for a huge number. Mark's ability to sell the landmark location and his knowledge of the backstory solidified the comfort of the buying pool to compete for the project. Pricing ended up being over \$800,000 above the pricing opinions of other brokers in the market. Mark's ability to underwrite, package, and tell the story put this project back on the map.