

# NAI LEGACY

MULTIFAMILY INVESTMENT PROGRAM

**NAI**Legacy



## NAI LEGACY OVERVIEW

NAI Legacy is a full-service real estate firm with a unique tax-efficient investment platform within the NAI Global Network. NAI Legacy operates as both an investor in and a broker of real estate investment property. Our investment division provides clients with tax-efficient real estate investment solutions such as Delaware Statutory Trust offerings (DSTs), Funds, and direct investment opportunities. Our service division provides clients with comprehensive investment solutions through brokerage, property management, and accounting services. Through our affiliation with the NAI Global Network, we have direct access to every major market in the United States with over 300 office locations and over 5,100 professionals. Our unique offerings of both properties and services supported by a national network, allows us to tailor investment services directly to a client's unique investment criteria across asset classes, geography, risk tolerance, and investment preference.

# NAI GLOBAL OVERVIEW

NAI Global is the largest independent broker organization in the world. NAI Global offices are leader in their local markets and work in unison to provide clients with exceptional solutions to their commercial real estate needs. NAI Global has over 300 offices strategically located throughout North America, Latin America and the Caribbean, Europe, Africa and Asia Pacific, with local market professionals. NAI Global professionals achieve extraordinary results for clients locally and globally through creativity, collaboration and the consistent delivery of exceptional knowledge and service that only market-leading firms can provide. NAI Global provides a full range of corporate real estate services, including brokerage and leasing, property and facilities management, real estate investment and capital market services, due diligence, global supply chain and logistics consulting and related advisory services.

## Founded:

1978

## Office

300+ Worldwide

## Real Estate Professionals:

5,100+

## Annual Transactions:

\$20B+

## Management:

1.15B+ Square Feet

Statistics as of 2022



LIPSEY'S 2021 TOP 5 COMMERCIAL REAL ESTATE BRANDS

**NAI**Global

**CUSHMAN &  
WAKEFIELD**

**Colliers  
INTERNATIONAL**

**JLL**

**CBRE**

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# DELAWARE STATUTORY TRUST (DST)

## ABOUT

A Delaware Statutory Trust is a legal structure that can be used to hold commercial real estate assets. The DST structure establishes a trust under Delaware law that holds 100% fee-simple the underlying commercial real estate assets. Investors invest directly into the Trust, holding beneficial interests or “shares” of the Trust. The DST ownership structure allows for multiple investors to own beneficial interests and provides investors with flexibility and other benefits over traditional ownership. NAI Legacy is a DST Sponsor, meaning our firm identifies an investment opportunity, performs all due diligence, arranges financing, and closes on the asset before making it available to accredited investors. As a Sponsor, we provide investors with quality “pre-packed” investment opportunities.

## BENEFITS

- Quality of Asset
- Passive Nature of DST Investment
- Flexibility of Ownership
- Qualifies for 1031 Tax-Deferred Exchanges
- Lower Minimum Investment
- Limited Personal Liability
- Pre-Arranged and Non-Recourse Financing
- Flexible Estate Planning
- Portfolio or Investment Diversification
- Defined Exit Strategy





# DST 1031 EXCHANGE SOLUTION

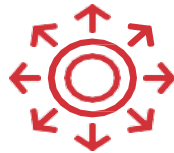
IRS Revenue Ruling 2004-86 deemed DST interest to qualify as Real Property under the tax code, allowing a DST interest to be eligible for 1031 Tax-Deferred Exchanges. DSTs are a popular solution to 1031 exchanges due to several key benefits. The 1031 DST market in the US raised approximately \$3 Billion in equity in 2020.

## KEY BENEFITS INCLUDE:



### EASE OF CLOSE

Since DSTs are “pre-packaged” investments, the lengthy and often complex process of closing a commercial real estate transaction is avoided through a DST. Since the Sponsor has already acquired the asset and arranged financing, investors can come into the DST in a matter of hours. Due to the time constraints of a 1031 exchange, DST are an attractive solution to efficiently invest in a quality offering.



### AVOID BOOT WITH 100% DEFERRAL

The structure of a DST allows an investor to receive beneficial interests in the Trust based on their proration of their investment amount. The flexibility in allocating shares allows an investor to defer 100% of their 1031-Exchange by directly allocating the necessary amount of “shares” to match their 1031 exchange.



### ASSUMABLE NON-RECOURSE DEBT

The DST already has debt in place on the offering. Since investors need to replace their debt from their relinquished property when executing a 1031 exchange, Investors can allocate the debt from the DST to match the relinquished debt requirement.



## DST ESTATE-PLANNING

# SOLUTION

**IRS Revenue Ruling 2004-86 deemed DST interest to qualify as Real Property The DST structure is an effective Estate Planning Solution for commercial real estate investors. The major benefits of a DST when considering Estate Planning are the following:**



## THE FLEXIBILITY OF FRACTIONAL OWNERSHIP

The Flexibility a DST provides is especially useful in the instance were an investor is passing on their interests to multiple parties. In a typical real estate transaction, it may be difficult to equally divide an asset to heirs and leaves the heirs with additional ownership headaches. The DST model allows and investor to divide their beneficial interest “shares” how they seem fit amongst their heirs. Once the heirs receive their “shares” they can then make a decision on their own whether to sell their allocation or stay in the deal, avoiding headaches amongst heirs.

## 1031 TAX-DEFERRAL

Since DST share qualify as real property under the IRS, DSTs are eligible for the benefits of 1031 exchange tax deferral. This is an effective estate planning tool since heirs receive step-up basis on the inherited asset, effectively deferring and then eliminating the capital gains of an investment.

## QUALITY PASSIVE INVESTMENT

DST offerings are “pre-packaged” passive real estate investments. The passive nature of the DST provides peace of mind from management-intensive real estate investments. The DST model is effective for life transitions when an investor wants to invest in a quality asset that is professionally acquired and managed, providing passive cashflow without demanding management.

NAI Legacy is a dedicated sponsor of DST offerings. Our offerings are structured around the private client and whereas some firms syndicate their offerings with 100s of investors, our program typically includes around 1-15 investors per offering. NAI Legacy's DST program is available to accredited investors and typically follows the three steps below.

## 01 NAI LEGACY ACQUIRES AND PACKAGES THE OFFERING

Our team at NAI Legacy acquires an asset or portfolio our team deems to be an investment opportunity. Our team utilizes our combined 150-year experience in the industry to identify quality opportunities and assets in markets across the country. Once an opportunity is identified we utilize our relationships with Lenders, Local NAI offices, and 3rd party professionals to perform all necessary due diligence, arrange financing and ultimately close on the transaction. Our Investment is packaged in a DST offering with terms and conditions outlined in a Private Placement Memorandum which is made available along with an Offering Memorandum to investors.

## 02 NAI LEGACY MAKES AVAILABLE THE "PRE-PACKAGED OFFERING" ON OUR PORTAL

Through completion of Step 1, NAI Legacy makes available the DST offering to accredited investors. DST Offerings are referred to as "Pre-Packaged" due to the entire acquisition and debt arrangement that is completed before an investor enters the deal. Once our offering is ready for marketing, NAI Legacy provides the necessary documents and all deal level files to investors through our online investor portal. This process makes the review of the offering and access to documents as streamlined as possible by offering the entire "Digital Investor Kit" to investors through our portal.

## 03 SUBSCRIPTION

After an Investor is able to review the appropriate documents with their legal, accounting and other team of professionals, they're able to make an investment decision and sign a Subscription Agreement. The process can be completed through executing a physical copy, DocuSign, or through our investment portal with a dynamic version. Subscribed investors will then be given a NAI Legacy Portal Account, where they will have access to all of their documents, investment information and tax information.



NAI Legacy's Private Client DST Program is designed to give investors a tailored turn-key investment solution with a more personalization deal structure than our standard Sponsor offerings. Our Private Client Program allows an investor to customize their investment criteria by property type, location (state and city), tenant and debt structure (loan-to-value). Once the criteria is defined, our NAI Legacy team will complete the entire sourcing and acquisition process on behalf of the Client. Our experienced team utilizes our national network of local offices and expertise to deliver turn-key investment solutions. NAI Legacy provides full-service acquisition, financing, management and leasing solutions.

**Traditional Acquisition Process  
From Investor's Perspective**

- Source and Evaluate Opportunities
- Negotiate Letter of Intent
- Negotiate or Evaluate Lease
- Negotiate Purchase Agreement
- Expertly Structure Deal
- Perform Due Diligence
- Order Inspections
- Arrange Financing
- Successfully Close Escrow on Property
- Secure Asset Management

**NAI Legacy Private Client  
Full-Service Acquisition Process**

- Source and Evaluate Opportunities
- Negotiate Letter of Intent
- Negotiate or Evaluate Lease
- Negotiate Purchase Agreement
- Expertly Structure Deal
- Perform Due Diligence
- Order Inspections
- Arrange Financing
- Step Into Turn-Key Investment Solution
- Secure Asset Management



# PRIVATE CLIENT DST PROGRAM



## TIER 1

### **SOLE OWNERSHIP DST SOLUTION:**

The Tier 1 Private Client Program is designed for investors that want sole-ownership (100%) of the real estate with a full-service investment solution. After understanding an investor's current situation and desired investment goals, our team will create and execute a plan on behalf of the investor. Our team will do everything from sourcing the opportunity, structuring the deal, negotiating leases and purchase agreements, financing, due diligence, closing, and property management. Investors in our full-service program enjoy the flexibility of choosing their investment type and location, while avoiding the time commitment and nuances of acquiring, financing and managing a commercial real estate investment. The Tier 1 program is ideal for investment groups that consist of multiple family members and/or existing partners that want to remain exclusive owners.

## TIER 2

### **MAJORITY OWNERSHIP DST SOLUTION:**

The Tier 2 Private Client Program is similar to our Tier 1 Program, in that it delivers a turn-key investment solution, but also offers a platform for investors that want to maintain a majority ownership position in a specific asset or portfolio. Once the investment objectives of the majority owner are defined, we make the balance of the DST ownership available to investors with similar goals and objectives.

## TIER 3

### **DEAL SOURCING SOLUTION:**

For investors who are looking solely for investment properties for sale, but prefer to perform all acquisition, financing and management functions, we provide a unique deal sourcing solution. Our national network of over 5,100 real estate professionals will provide private clients with a list of both on and off market real estate deals for your review and consideration.

# RECENT TRANSACTIONS



## NATIONAL TRANSACTION EXPERIENCE



Units	Location	Price
300	Mankato, MN	\$11,400,000
18	Champlin, MN	\$ 2,500,000
39	Texarkana, TX	\$ 1,785,000
4	Minneapolis, MN	\$ 700,000
272	Houston, TX	\$24,500,000
47	Rockport, TX	\$ 2,300,000
5	Dallas Fort Worth, TX	\$ 928,000
64	Atlanta, GA	\$ 3,009,000
62	Atlanta, GA	\$ 5,812,943
76	Atlanta, GA	\$ 5,910,800
400	Tampa, FL	\$42,511,588
88	Twin Cities, MN	\$54,199,301
54	4555 Minnehaha Ave, Minneapolis, MN 55406	\$12,120,000
142	Corpus Christi, TX	\$11,644,000



# PAST TRANSACTIONS

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## The Brokerage Team Will Provide You With the Following Competitive Advantage:

- Extensive Client Database
- Aggressive, Proactive Agents
- Periodic Activity Reports
- Chicago, Denver, Minneapolis & Scottsdale Offices
- Property Sales Specialists
- Strong Broker Relationships
- In-House Marketing
- “Boots on the Ground”
- Superior Market Knowledge
- In-House Research Services
- National Referral Network
- Local and Regional Connections

We are constantly in the deal flow pipeline of potential buyers and lodging tenants. We pride ourselves on our ownership mentality, and always strive to evaluate every transaction as if it were our own. As well, we have tenaciously and diligently cultivated a reputation within the community as being excellent ambassadors on behalf of our clients. Cooperative brokers have a tremendous degree of comfort when bringing their prospects to our listings as they know they will be treated well and that we will always go the extra mile to ensure their success and satisfaction.



# MARKETING STRATEGY

An effective brokerage program stretches beyond traditional marketing activities. For complete effectiveness, knowledge must act as its foundation. Knowledge of the property, the market, and the competition is a critical first-step in devising a marketing plan that reaches the most desirable buyers. Much of this knowledge already exists through the experience of the Team. Additional Minnesota market knowledge will be gained through utilization of our Team's vast support services and through internal communications.

We will provide market information to you including competitive property availabilities and comparable industrial property data. Additionally, the team will draw upon the Team's significant research resources for market analysis and statistics. We gather, track and interpret up-to-date market data for all relative Twin Cities Metropolitan area "hot spots." We will employ an innovative team concept that allows incentives to share listings, leads and information.

In addition to other methods of marketing the property, we will also ensure the property is listed and kept up-to-date on all pertinent internet-based marketing sites, Team members will attend relevant City, County and Chamber of Commerce meetings, rub shoulders with developers, contractors, attorneys, CPAs, Title workers, and other industry experts to implement **"boots on the ground"** sale and marketing strategies.

The following summarizes our marketing strategy for our listed properties.



## Marketing Materials

We employ an in-house marketing team that will design and prepare custom marketing materials for the property at no charge. These materials will include multi-page color brochures, a double-sided informational hand-out for canvassing, and a quarter-page postcard for direct mailing. Digital versions of these materials can be sent via email to prospective buyers and tenants and cooperating brokers.

## Prospecting to Brokers and Buyers

We will canvas the Minneapolis-Saint Paul Metropolitan areas (and other markets including Duluth, Saint Cloud, Mankato and Rochester) to make prospective developers, brokers and buyers aware of the property. We have developed a “warm-calling” database of companies and potential brokers and buyers and tenants that we target. From this database our Team will conduct phone calls, direct mailings, electronic communiqué, and periodic visits to promote your asset. In addition, we will network extensively with brokers, and others, who specialize in the immediate and surrounding markets. Our reach for investors of this property type is world-wide and takes advantage of “tried and true” technology-based marketing initiatives.

## A Step Above Service: Legendary Service

- Treating potential brokers, buyers, tenants and developers as our guests is built into our culture.
- Extend appreciation; create enthusiasm for prospects.
- Make the co-brokers job easy; we make them look good to their clients.
- Tenaciously pursue all prospects.
- Establish an owner approved set of sale or leasing parameters to facilitate our reputation as the most responsive team in the Twin Cities.
- Enhance our ability to close deals by going the extra mile, by which no other team will commit the necessary time and energy.
- Fight for deals on behalf of ownership. Our “ownership mentality” provides the groundwork for the appropriate alignment of interests.

## Team Approach

- A focused strategy will be developed between the Multifamily Team and ownership on how to present your property's' meaningful attributes, as well as the marketability and appeal. As a team, we will be able to present better alternatives to prospects in the market. Creating better deals for the property will be a result of our unified approach to marketing.



## Continuous Market Updates

Comprehensive market surveys as well as competitive property comparable data will be provided as they are uncovered. It is our goal to keep our clients continuously in step with the market, so that as a team we can exploit any opportunity to increase the value of each asset.

## First 30 Days

- Develop short-term and long-term goals and strategies
- Develop marketing materials for mailings and showings (Finance & Commerce, Star Tribune, Costar, Crexi, Biz Journals, etc.)
- Continue canvassing and warm-calling multifamily service and related businesses in the surrounding area and from feeder cities, and beyond, reaching into our national network
- Issue follow-up correspondence to prospective tenants, buyers and brokers
- Send initial mailer on the property to the brokerage community and targeted prospects
- Develop and broadcast email Internet brochure to brokerage community
- Contact brokerage representatives in the nearby and towns, including our personal national network and NAI Global Network
- Update all web-based property listing services (see the Marketing Strategies)
- Utilize our extensive national and international company and organization databases
- Develop and utilize social media outlets (LinkedIn, Facebook, Instagram and Twitter) to market the property

## Following 30 Days

- Continuation of monthly mailing on property availability
- Continuation of monthly broadcast email to the brokerage community
- Continuation of canvassing and follow-up
- Continuation of web-based property listing and marketing
- Continuation of use of social media outlets to market the property
- Send a Press Release to local and regional outlets
- Discuss and implement other pertinent marketing strategies and other pertinent marketing strategies

# MARKETING CHECKLIST

## HIGH PROPERTY VISIBILITY

Internal Notes	Core Sites	Impressions/Users	Broker
Fill out COMPLETELY	<a href="#">Buildout</a>	Immeasurable	
Generic Properties	<a href="#">Costar</a>	101,000	
Generic Properties	<a href="#">NAI Legacy Website</a>	Immeasurable	
Generic Properties	<a href="#">NAI Global</a>	Immeasurable	
Generic Properties- Login to NAI Global to send out message.	<a href="#">NAI Global-Daily Broadcast Messa</a>	5,100	
<b>Syndicate/Internet Marketing</b>			
Generic Properties	<a href="#">42Floors</a>	2,000,000	
Requested Early Access	<a href="#">BiProxi</a>	4,000	
Classified Ad, \$22,00/Listing	<a href="#">Bisman Online</a>	34,000	
Generic Properties	<a href="#">Brevitas</a>	45,000	
Generic Properties	<a href="#">The Broker List</a>	2,900	
Email Blast Should Be Broadcasted (Free)	<a href="#">Catalist</a>	13,200	
MKH Properties only	<a href="#">CCIM Deal Share</a>	7,916	
Generic Properties	<a href="#">CIMLS</a>	320,000	
Generic Properties	<a href="#">CityFeet</a>	Immeasurable	
Generic Properties	<a href="#">Commercial Cafe</a>	1,000	
Generic Properties	<a href="#">Craigslis</a>	60,000,000	
Generic Properties	<a href="#">CREXi</a>	200,000	
Generic Properties	<a href="#">Diasy</a>	Immeasurable	
Generic Properties	<a href="#">Harken CRE</a>	Immeasurable	
1031 Properties only	<a href="#">Invest Eagle</a>	20,000	
Only for Land Sales	<a href="#">Land and Farm</a>	200,000	
Only for Land Sales	<a href="#">Landnet</a>	Connected with Costar	
Only for Land Sales	<a href="#">LandWatch</a>	Immeasurable	
Only Investment Properties	<a href="#">LDCRE</a>	Immeasurable	
Requested to Join	<a href="#">LOIS</a>	Immeasurable	
NNN Properties only	<a href="#">NNNEX</a>	Immeasurable	
MN Properties Only	<a href="#">NorthStarMLS</a>	Immeasurable	
Generic Properties	<a href="#">OfficeSpace</a>	415,000	
	<a href="#">Quantum Listing</a>	Immeasurable	
This website is like a weird facebook for realtors... commercial realtors have not hit this yet.	<a href="#">Radius</a>	Immeasurable	
Need Paid Membership to Post	<a href="#">RealNex</a>	Connected with Costar	
Need Paid Membership to Post	<a href="#">RealtyZapp</a>	516	
Need Paid Membership to Post	<a href="#">Real Connex</a>	Immeasurable	
Generic Properties	<a href="#">Showcase</a>	Connected with Costar	
MKH only	<a href="#">SIOR Connect</a>	3,300	
Generic Properties	<a href="#">Spacelist</a>	Immeasurable	
Leased Properties Only	<a href="#">Tenant Base</a>	Immeasurable	
Generic Properties	<a href="#">Total Commercial</a>	13,000	
Generic Properties	<a href="#">Yardi Systems</a>	Immeasurable	

<b>Social Media</b>			
<b>Facebook</b>			
Boosting the post Increases Views x7000%... Boosting costs minimum of \$30 and can reach 150 per day.	<a href="#">NAI Legacy</a>	49	
Only MN Properties	<a href="#">MN Real Estate Classifieds</a>	4,211	
Only for 1031/NNN Properties	<a href="#">NNN/1031 Properties</a>	48	
	<a href="#">1031 Exchange Properties &amp; Info for Real Estate Investors</a>	118	
Only for 1031 Properties	<a href="#">1031 Properties Only</a>	1,276	
Most Likely Only for MKH	<a href="#">Bakken Bargains</a>	1,276	
Most likely Only for MKH	<a href="#">Watford City, ND Classified's</a>	9,100	
<b>Twitter</b>			
Generic Properties	<a href="#">@nailegacy</a>	91	
Only MKH	<a href="#">@michaelhouge</a>	32	
Only MKH	<a href="#">@chiefrealstate</a>	1,443	
Only MKH	<a href="#">@CommRealtor</a>	7	
Only MKH	<a href="#">@michaelthechief</a>	181	
1031 Properties Only	<a href="#">@1031Properties</a>	959	
Only MKH	<a href="#">@REALTwor</a>	43	
1031 & Investment Properties Only	<a href="#">@InvestProps</a>	173	
	<a href="#">@nai1031nnn</a>	193	
<b>Instagram</b>			
	<a href="#">@nailegacy</a>	507	
<b>LinkedIn</b>			
<b>NAI Groups</b>			
	<a href="#">NAI Legacy Page</a>	318	
	<a href="#">NAI Global Upper Midwest Region</a>	46	
<b>General CRE Groups</b>			
	<a href="#">Commercial Real Estate Pros</a>	4,011	
	<a href="#">Pete Asmus' Commercial Real Estate Investment, Development, &amp; Property Management</a>	120,326	
	<a href="#">Commercial RE Property Opportunities/Haves/Wants</a>	707	
	<a href="#">Real Estate Professionals and Vendor Network</a>	107,767	
	<a href="#">theBrokerList for Commercial Real Estate Brokers (#CRE) Professionals</a>	1,232	
	<a href="#">Commercial Real Estate Executives</a>	32,585	
	<a href="#">CCIM SIOR ULI NAIOP ICSC NAREIT PREA CREW SSA AH&amp;LA - The Alphabet Soup Commercial Real Estate Group</a>	554	
	<a href="#">Real Estate Open Networkers - www.REMCamp.com</a>	34,270	
	<a href="#">The Commercial Real Estate Network</a>	18,281	
	<a href="#">Joiner   Commercial Real Estate Professionals &amp; Investors Group</a>	30,362	
	<a href="#">NAIOP, the Commercial Real Estate Development Association</a>	40,981	
	<a href="#">Commercial Real Estate Network: Professionals, Experts, Investors, Brokers, Agents, Deals, Analysis</a>	1,956	
	<a href="#">Commercial Real Estate.com - The #1 Fastest Growing Community of Real Estate Professionals</a>	68,026	
<b>1031/NNN Properties</b>			
	<a href="#">Single Tenant Net Lease Properties (NNN) Group</a>	3,847	
	<a href="#">1031 Exchange Central</a>	1,395	
	<a href="#">NNN Sider - Off Market Net Lease Property Group</a>	1,285	
	<a href="#">Net Lease/Sale Leaseback buyers</a>	967	
	<a href="#">Single Tenant Net Lease Properties (NNN) Group</a>	3,847	

# MARKETING CHECKLIST

## HIGH PROPERTY VISIBILITY

	<a href="#">Triple Net Lease Investing</a>	1,818	
	<a href="#">Federation of Exchange Accommodators</a>	475	
	<a href="#">NNN Investment/1031 Exchange Group</a>	2,066	
	<a href="#">First American Title-National Commercial Services</a>	1,299	
<b>Investment Properties</b>			
	<a href="#">Self Directed IRA &amp; 401K Investments</a>	2,664	
	<a href="#">Self Directed IRA Real Estate Investors</a>	720	
	<a href="#">Real Estate Investor</a>	215,948	
	<a href="#">Real Estate Prof Investor (REPIG)</a>	2,338	
	<a href="#">Real Estate Crowdfunding, Education &amp; Networking Investor Group</a>	5,301	
	<a href="#">The Family Office Club - #1 Largest Family Office Association   Ultra-Wealthy Wealth Management</a>	161,338	
	<a href="#">Real Estate Development Funding</a>	75,983	
	<a href="#">CCIM - Certified Commercial Investment Members</a>	9,258	
	<a href="#">International Real Estate Investor Society</a>	6,537	
	<a href="#">Real Estate Private Equity</a>	4,802	
	<a href="#">Private Equity Investment Group   Powered by www.InvestorClub.com</a>	204,467	
<b>Investment Properties</b>			
	<a href="#">Opportunity Zone and Opportunity Fund Development and Investment News</a>	810	
<b>Minnesota Properties</b>			
	<a href="#">MNCAR - MN Commercial Association of Real Estate and</a>	448	
	<a href="#">MREE - Minnesota Real Estate Exchangers</a>	239	
	<a href="#">Commercial Real Estate-Minnesota</a>	1,606	
	<a href="#">SIOR Minnesota Chapter</a>	22	
	<a href="#">CCIM-Minnesota Dakotas Chapter</a>	250	
<b>Hospitality Properties</b>			
	<a href="#">Hotel Investors</a>	18,317	
	<a href="#">Pete Asmus' Hotel Dealmaker Network</a>	13,432	

<b>Bakken Properties</b>			
	<a href="#">Bakken-ND Minnesota CRE Connection</a>	12	
	<a href="#">Williston/Bakken North Dakota oil patch business opportunities</a>	2,156	
	<a href="#">Bakken Commercial Real Estate Development</a>	196	
	<a href="#">Bakken Formation Networking</a>	1,803	
	<a href="#">Bakken Oil Shale Formation - Networking Group</a>	1,404	
	<a href="#">2012 Bakken Oil Conference and Expo - Minneapolis</a>	33	
	<a href="#">Petroleum, Oil &amp; Gas Industry Professionals</a>	20,024	
	<a href="#">North Dakota Bakken Oil Commercial Real Estate</a>	66	
	<a href="#">Shale Gas Drilling &amp; Completions [www.OilandGasIQ.com]</a>	6,141	
	<a href="#">Oilfield Service Equipment and Supplies</a>	3,229	
	<a href="#">Frac Sand Supply &amp; Logistics</a>	3,750	
	<a href="#">Petroleum Economist Network</a>	4,031	
	<a href="#">CCIM-Minnesota Dakotas Chapter</a>	250	
<b>Email Blasts</b>			
	<b>Investment Properties &amp; New York Properties Only. \$9.99/month</b>	<a href="#">ListedCRE</a>	Immeasurable
	<b>\$150/blast, or a \$125-325 for monthly plans</b>	<a href="#">Property Send</a>	120,000
	<b>\$60/state or \$160/nationwide email</b>	<a href="#">Property Blast</a>	37,000
	<b>\$150/blast-\$1,800, depending on how many you purchase at a time.</b>	<a href="#">Blast Agents</a>	
	<b>\$60/state, \$150/nation, \$200/worldwide</b>	<a href="#">Property Campaign</a>	200,000
		<a href="#">BigBoysBlast</a>	104,000
	<b>Markets to a ton of databases as well as 76,000+ people... 5,000 property views/day with individualized marketing reports. \$200-\$800/month</b>	<a href="#">Turnvest Marketers</a>	100,000
	<b>MKH Only. Won't go to all 7,000 members, depending on what type of property you have.</b>	<a href="#">SIOR Connect</a>	7,000
<b>Constant Contact</b>			
<b>General Contacts</b>			
	1031 Exchange Accomodators	247	
	Accountants	30	
	Appraisers/NNN	136	
	Attomeys	98	
	Bakken Contacts	262	
	Borrowers/NNN	14	
	Brokers/NNN	978	
	CCIM Leads	7852	
	Developers	34	
	Eastern ND Agents/Brokers	20	
	Inquirers	6	
	Investor-Brokers/NNN	493	
	Investors/NNN	274	
	Lenders/NNN	1862	
	Mortgage Brokers	6	
	NAI Parent Firms	12	
	National Net Lease Summit Attend	162	
	Opportunity Zone Investors	159	
	PR Contacts	8	
	Retailers/NNN	183	
	Sellers/NN	108	
	Wealth Managers, Private Banks, I	702	



MEET THE  
**THE NAI TEAM**

# CHRIS MISSLING

## SENIOR VICE PRESIDENT – MULTIFAMILY & INVESTMENTS

Chris Missling is the Senior Vice President of Multi-Family & Investments for NAI Legacy (NAI Global). His expertise is in multi-family, new developments, and value-add syndications, but he also has vast experience in senior living, tax-advantaged investments, self-storage, and retail asset classes. In addition to his sales experience, Missling has worked to source properties, in underwriting, property management, public speaking and has syndicated millions of dollars on several commercial projects. Missling started as an analyst in 2012 for the first SFR REIT where he contributed to 400+ transactions in Tampa. In 2015 Chris, worked as an aggregator for GBC who acquired 2,700 properties throughout Atlanta's MSA, starting with a portfolio of 18-rentals. In 2020, Chris advised on the launch of a Minneapolis boutique brokerage firm's first four acquisitions of apartments.

Mr. Missling grew up in Richfield, MN and is a proud resident of Minneapolis, a member the National Association of Realtors (NAR) and the Minneapolis Area of Realtors (MAR). Currently, he is an owner of 500-units of multifamily and commercial properties across the US. He began his career in Commercial Real Estate 12 years ago by renovating and stabilizing 40-single family rentals, and a 64-unit distressed apartment. Chris spends his free time with his wife and two daughters enjoying outdoor activities. His family is an active member of Eagle Brook Church Community.



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MEET THE  
**THE NAI TEAM**

# KURT PAULEY

## VICE PRESIDENT – MULTIFAMILY & INVESTMENTS

Kurt Pauley is Vice President of Multifamily and Investments at NAI Legacy. Kurt is an experienced agent with a focus on seller representation of multifamily apartment buildings and mixed-use buildings. Kurt has an ability to find unique investment opportunities for his clients and is an expert in 1031 exchanges. Kurt is also an owner operator himself and has also acted as a syndicator of multifamily apartments in the past. Kurt has a knack for finding off market investment properties to meet his clients' need. Customer service is of utmost importance to the experience garnered when working with Kurt.

Prior to joining NAI legacy, Kurt worked as a realtor at a boutique brokerage in South Minneapolis. He is originally from Iowa but moved to Minnesota in 2013 from New York City where he went to work directly after college. Kurt attended Creighton University and graduated with a degree in Business Administration with a focus in Marketing. Kurt met his wife Calla in college, and they now live in Minneapolis with their son Oliver and two dogs.

# CAM HILL

## VICE PRESIDENT – MULTIFAMILY & INVESTMENTS

As a former chef, Cam loves the hustle and bustle of real estate, but he takes pride in being able to change what can feel like a stressful process into one that is enjoyed and delivered with ease. Having had been in real estate since 2016 starting on the residential side and gradually making his way over to commercial with sales doubling YOY since, he takes pride in delivering customer service and results at once. At the end of the day, for Cam, he believes relationships take precedent over transactions.



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