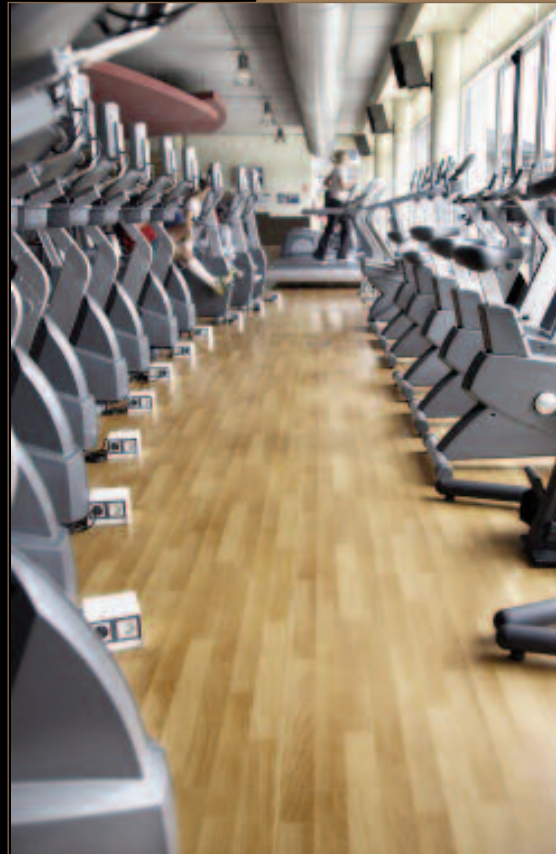


Tenant Representation



CASE STUDY



CLIENT

Lucent Management, Inc.
d.b.a "Snap Fitness"

ASSIGNMENT OVERVIEW

- Evaluate niche markets in need of Fitness Centers
- Compare Class A street front retail options taking into consideration co-tenancy, access, traffic counts, location and competition
- Leverage competing listing's desire for Snap Fitness' use in each center to obtain the best rent and allowance economics for the client

RESULT

- Reduced annual rent and negotiated free rent for client
- Leveraged the market to negotiate favorable economic terms
- Premises renovated to accommodate client's turn key

"I have been so impressed with the services of the Sansone Group broker, Mike Pettit, that I have decided to enlist their services for our next five real estate deals for Snap Fitness Locations!"

Jerrad Boren, President Lucent Management Inc. d.b.a. Snap Fitness



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