



SPERRY
— COMMERCIAL —
GLOBAL AFFILIATESSM
LOCAL REACH ON A GLOBAL SCALE

LOCATIONS NATIONWIDE
WWW.SPERRYCGA.COM



WHO WE ARE

Sperry Commercial Global Affiliates

Our Mission

To be the leading commercial real estate services provider on a global scale.

Our Vision

- To offer the highest level of commercial real estate services available through thoughtful, cooperative, and ethical practices.
- To deliver extensive market knowledge, skilled analysis, and sound real estate advice to every client, while building lifelong relationships that grow with the changing market.
- To utilize innovative technologies that support better business, and partner with those who thrive in an environment built on trust and a true spirit of collaboration.



Our Guiding Principles

Accountability:

We are all accountable for our actions.

Collaboration:

We promote a true collaborative environment that fosters good will, a cooperative spirit, and strong alliances.

Community Outreach:

We are committed to giving back by volunteering and improving the communities we serve.

Discipline:

We are dedicated to providing the highest level of service to the very best of our abilities.

Ethical:

We believe in showing the characteristics of sound virtues.

Excellence:

We strive to go above and beyond in everything we do.

Fun:

We don't take ourselves too seriously and incorporate fun whenever we can.

Integrity:

We embody the characteristics of being honest and having strong moral principles.

Passion:

We exude energy, enthusiasm, and excitement in all our endeavors.

Perseverance:

If at first we don't succeed, we try again!



LEVERAGING THE POWER

The Sperry Advantage

**NATIONWIDE
MARKET
EXPOSURE**



Working with the Entire Brokerage Community

We deliver quick and extensive marketing for our listings. Your advantage is Sperry's use of leading edge technology and our extensive database of brokers to broadly expose our commercial real estate listings to specific markets. We leverage the entire brokerage community to deliver the highest and best price to our clients. Our culture of high integrity and proactively seeking and working with outside brokers delivers results fast, nationwide.



ON THE LEADING EDGE

Our Technology

Focused on Excellence

At Sperry Commercial Global Affiliates, we are committed to recognizing and utilizing the newest in cutting edge real estate technology available in the industry today. And, we remain focused on providing constant training to our agents to make sure that our entire platform is being utilized.

COSTAR is the leading provider of commercial real estate information, analytics and online marketplaces, offering listing services, sales and lease comparables and property specific information. Sperry retains a national license enabling our Brokers the access to properties on a national level.



LOOPNET is the most heavily trafficked commercial real estate marketplace online with more than 8 million registered members and 5 million unique monthly visitors. Its primary business is to provide commercial real estate listings (for sale and for lease) in the United States.



CREXi is a commercial real estate marketplace that simplifies transactions for brokers with a suite of easy-to-use tools to manage the entire process from listing to closing. Bringing the traditional CRE sales process online, CREXi leverages the latest advances in technology to make transactions ultra efficient.



ARGUS is the industry standard commercial real estate cash flow projection, transaction analysis and asset valuation solution to quickly and accurately analyze commercial real estate assets and transactions.



REALNEX is a comprehensive, integrated solution for commercial real estate professionals offering a suite of tools for projects from end-to-end, to simplify processes and to close deals faster.



BREVITAS is a real estate software platform connecting buyers and sellers nationally with just one click.



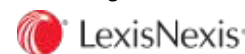
YARDI MATRIX is a complete commercial real estate intelligence source offering comprehensive market intelligence and analysis of current market conditions at both the micro and macro levels.



PROSPECTNOW helps identify properties and owners that are most likely to be listed for sale in the next 12 months.



LEXISNEXIS provides access to billions of searchable documents and records from more than 60,000 legal, news and business sources with the ability to research properties and owners.



CRMLS MATRIX offers access to over 100,000 listings with its detailed search and mapping capabilities, and provides a suite of tools and services to real estate brokers.



TREPP is a leading provider of data, analytics, and technology solutions to the global securities and investment management industries. Trepp also provides a distressed commercial asset database and access to the CMBS Loan Market.



THE APARTMENT DIRECTORY provides comprehensive research on apartment properties, a vast owner directory of contacts and phone number inquiry.



RETAIL LEASE TRAC offers the largest and most accurate national retail tenant database in the industry with phone number contacts.



PROPERTYRADAR offers foreclosure services used by nearly 100% of the top foreclosure investors and brokers and is the only service that actively tracks every foreclosure through the entire process.



BUILDOUT provides custom marketing materials, a streamlined listing process, custom property websites and centralized property information.



OUR TEAM.....A SPECTRUM OF Client Services

Mark Griffin, CCIM **President/ Principal**

Mark Griffin is a native of upstate, South Carolina and a licensed real broker in SC, GA, and NC. Mark has over 15 years experience in commercial brokerage, business brokerage, development, and consulting experience. Mr Griffin has significant experience particularly in land and holds a five year professional degree in Landscape Architecture from Clemson. Mr. Griffin has worked with developers and investors all over the southeast. Mr. Griffin is President and CEO at Sperry CGA-Griffin Partners located in Greer, SC. Mr. Griffin holds the distinguished CCIM (Certified Commercial Investment Member) and Certified Business Broker (CBB) designations. Mr. Griffin resides in Greenville County with his wife and two children.



Chris Springfield, PMP **Senior Vice President / Investments** **Principal - Griffin Partners Atlanta Office**

Chris Springfield has over twenty years of experience in creating and selling businesses, real estate development, and project management. In addition to being a certified PMP®, Chris is also a licensed real estate agent in Florida, Georgia, South Carolina, and North Carolina. Chris leads Griffin Partners in the areas of Business Brokerage and M&A working with some of the top names in the industry. As a past business owner himself of multiple ventures, Chris brings an owner's perspective to every business or commercial real estate client he represents. Chris is Principal in the firm's Atlanta office, but focuses his efforts throughout the GA and Carolinas.



Jessica Griffin, PM **CFO/ Director Prop. Management**

Jessica Griffin Serves as CFO and Director of Commercial Property Management. Jessica is devoted to the highest standards of asset management for our commercial clients. From strip centers to freestanding office, medical office, and multi-tenant properties, Jessica's detailed approach to management enables Sperry CGA-Griffin Partners to add value to the bottom line for every client and to every asset we represent. Jessica holds a BS from Clemson University. Prior to joining Griffin Partners Jessica spent over fourteen years in the private and public healthcare industry working with some of the top healthcare systems in the country.



BT DeShields **Senior Associate**

BT DeShields is an upstate South Carolina native and has a diverse background in commercial real estate. BT has experience in the sale of commercial sites and facilities, as well as farms and land. BT is aggressive, responsive, and works hard for every client he represents. BT has also owned several profitable businesses. BT utilizes his past business experience and his knowledge of the Upstate market to the benefit of his clients. BT is passionate about real estate and this great market that we live in. BT is also well known for his past success in golf winning many local and regional tournaments throughout the years. BT attended Spartanburg Methodist College as well as Lander University.



Brian Graybill **Associate**

Brian Graybill joined the SperryCGA-Griffin Partners team in January 2020. Brian relocated to Greenville, South Carolina in 2004 from his hometown in Hershey, Pennsylvania to attend Bob Jones University and has remained in the upstate ever since. Growing up on a dairy farm taught Brian to start his day early and finish strong, to manage a business and business inventory, and to appreciate the value of hard work and dedication. Brian has past banking experience working in several positions with Spero Financial, and utilizes his financial and banking experience to benefit his investment buyer clients as well as tenants. Brian holds both a Bachelor's and a Master's degree from Bob Jones University and lives in Greer, S.C. with his wife and two boys.



John Kawalchuk **Associate**

John Kawalchuk joined the SperryCGA-Griffin Partners team in 2019. John specializes in business brokerage and commercial investment properties. John's background in finance and accounting allows him to serve his private and institutional investor clients at the highest level in regards to underwriting, valuation, and consultation of all commercial and business investments. John holds a Bachelor of Science in Financial Management with Emphasis in Financial Services as well as a minor in Accounting from Clemson University. John holds both a SC Real Estate license and a Series 7 securities license. John serves as analyst on our business brokerage and M&A team and is also part of the Griffin Partners Carolinas and Georgia net lease group.





OUR TEAM.....A SPECTRUM OF Client Services

Kory Bell Associate



Kory brings years of diverse commercial and general real estate experience to the Griffin Partners team. After a stint with another local commercial real estate firm, Kory went on to excel in several other roles within the real estate industry including significant experience in multifamily asset management. Kory also was a key team member in outside operations at The Cliffs Corporation. Kory is originally from Blackburg, Virginia, but has called the upstate home for over twelve years. Kory holds a Bachelor's Degree in Golf Course Management from Virginia College as well as an Associate Degree in Business and Golf Complex Management from the Golf Academy of America.

Rob Julian, GC Director / Land Development



Rob Julian, (RJ) serves as Director of Development and with Griffin Partners with a focus in land development, project management, cost estimating, and construction management for raw land tracts as well as existing buildings. Rob also provides tenant improvement consultation. Rob holds a SC real estate salespersons license and is also actively engaged in investments in commercial and residential properties. Rob holds a SC general contractors license. Rob holds a professional five year degree in Ocean Engineering with a minor in International Business and Finance from Florida Atlantic University has over 35 years of relevant real estate and construction experience.

#SperryCGA

WHY CHOOSE US?

THE TOP 10 REASONS WHY YOU SHOULD JOIN
SPERRY COMMERCIAL GLOBAL AFFILIATES





SPERRY
COMMERCIAL
GLOBAL AFFILIATESSM
GRIFFIN PARTNERS

WE THINK LIKE OWNERS...BECAUSE WE ARE!

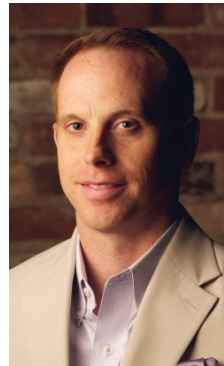
Business Brokerage

NATIONWIDE SERVICE FOR ALL BUSINESS TYPES



**REST EASY ENTRUSTING
YOUR BUSINESS EXIT TO US**

- ✓ **Buyer & Seller Representation**
- ✓ **Rule of Thumb Valuations**
- ✓ **National/Global Exposure**
- ✓ **Mergers & Acquisitions**
- ✓ **Exit Strategy Consultation**
- ✓ **With or without Real Estate**
- ✓ **Sale/Leasebacks**
- ✓ **Small to lower middle market**



MARK GRIFFIN, CCIM, CBB
Principal/CEO

Mark Griffin has over a decade of experience in business brokerage and over 18 years of progressive commercial real estate experience. Griffin has represented buyers and sellers of many types of businesses including small independently owned businesses to lower middle market. Mr. Griffin is a Certified Commercial Investment Member (CCIM) and a Certified Business Broker (CBB).



CHRIS SPRINGFIELD, PMP
Senior VP/ Business and Investments

Chris Springfield serves as Senior Vice President at Griffin Partners and focuses solely on Business Brokerage and CRE Investments. Chris is a native of Athens, GA and is Principal of the Griffin Partners Atlanta office. Chris has owned, invested in and sold many businesses on a personal level. Chris utilizes his past business ownership and project management experience to the benefit of buyers and sellers.



JOHN KAWALCHUK
Associate

John Kawalchuk joined the Griffin Partners team in 2019. John's background in finance and accounting allows him to serve clients at the highest level in regards to underwriting, valuation, and consultation of all business investments. John holds a Bachelor of Science in Financial Management with emphasis in financial services as well as a minor in accounting from Clemson University. John also holds a Series 7 securities license.

WE PERFORM BUSINESS VALUATIONS - KNOW WHAT YOUR BUSINESS IS WORTH

Knowing the value of your business should not be left up to guessing. You should seek out a qualified professional at least every 3 years to investigate and provide a written valuation report of your business. Trends and sectors shift in an ever changing global economy and starting your exit planning strategy early on will save you a lot of grief and anxiety when the time comes for you to sell your business. Work with Griffin Partners knowing that our track record speaks for itself. Backed by Sperry Commercial, a 40 year name in the business, you can also rest assured that we will uncover every stone to make sure the RIGHT buyers are attracted to your business. We work with privately held businesses all throughout the Carolinas and Georgia.

With a successful history spanning more than 40 years, Rand Sperry continues his legacy in commercial real estate with Sperry Commercial Global Affiliates, a network of real estate and business brokerage affiliates dedicated to delivering strategic and targeted solutions to clients around the globe.



PARTIAL CLIENT LIST



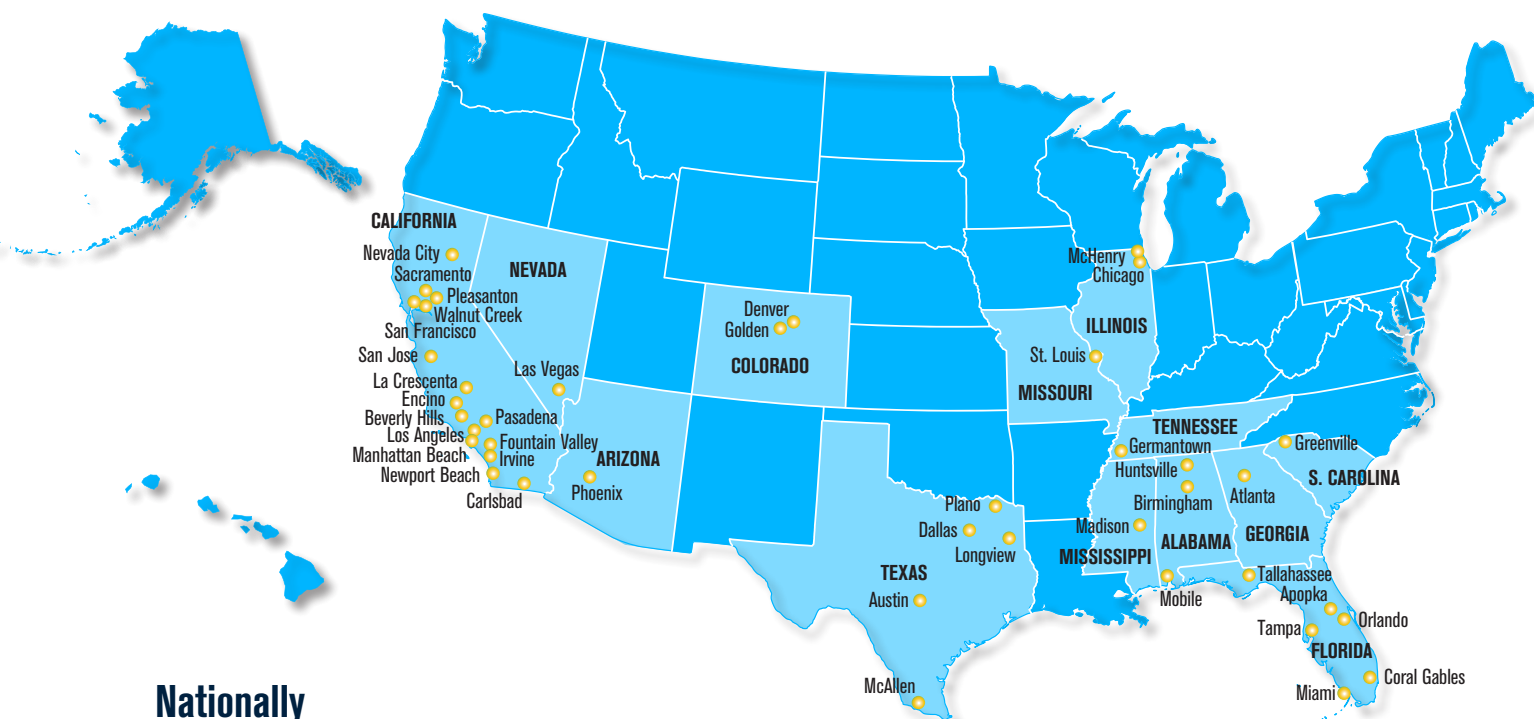


A GROWING GLOBAL NETWORK

Sperry Locations

We're growing fast! With a team of talented Agents and Affiliate offices across the nation and beyond, Sperry Commercial Global Affiliates is capable of handling your commercial real estate needs wherever they may take you.

Look for us in the following cities, with more new offices opening soon.



Nationally

- | | | |
|-----------------------|-----------------------|---------------------|
| ■ Apopka, FL | ■ Germantown, TN | ■ McHenry, IL |
| ■ Atlanta, GA | ■ Golden, CO | ■ Miami, FL |
| ■ Austin, TX | ■ Greenville, SC | ■ Mobile, AL |
| ■ Beverly Hills, CA | ■ Huntsville, AL | ■ Nevada City, CA |
| ■ Birmingham, AL | ■ Irvine, CA | ■ Newport Beach, CA |
| ■ Carlsbad, CA | ■ La Crescenta, CA | ■ Orlando, FL |
| ■ Chicago, IL | ■ Las Vegas, NV | ■ Pasadena, CA |
| ■ Coral Gables, FL | ■ Longview, TX | ■ Phoenix, AZ |
| ■ Dallas, TX | ■ Los Angeles, CA | ■ Plano, TX |
| ■ Denver, CO | ■ Madison, MS | ■ Pleasanton, CA |
| ■ Encino, CA | ■ Manhattan Beach, CA | ■ Sacramento, CA |
| ■ Fountain Valley, CA | ■ McAllen, TX | ■ San Francisco, CA |

Internationally

- Korea
- Singapore
- Vietnam
- United Kingdom
- Canada (coming soon)**