

The Far Points Group, Inc

The Far Points Group, Inc. was formed over 30 years ago to acquire, develop, manage and sell all types of commercial and investment income producing properties throughout the Southeastern United States, with the primary interest in Central Florida. The company has a unique relationship for both its domestic and international clients and is equipped to handle every real estate need to meet the challenges of a changing economic market.

Brokerage Services

Seller Representation

- Fair Market Value and Sale Price
- High Tech Marketing and Business Plan
- Plan Implementation and Feedback
- Negotiating and Closing

Buyer Representation

- In-Depth Evaluation and Analysis of Client Needs
- Aggressive Market Analysis
- Screening of Candidate Properties
- Analysis of Targeted Property
- Negotiating and Closing

Landlord Representation

- Technical Review and Physical Space/Building Inspection
- Market Analysis and Asking Rent Review
- High Tech Marketing and Business Plan
- Plan Implementation and Feedback
- Negotiating and Closing

Tenant Representation

- Relocation Services
- Renewal Services
- Renegotiating and Subleasing Services

Property Management Services

Full Service Property Management

- Asset Management
- Facility Maintenance
- Accounting
- Leasing Services

Maintenance Management

- Maintaining and Increasing Value of Client Assets
- Convenience and Efficiency of Single Source Provider
- Third-party Vendor Management Services

Investment Services

Tax Deferred Exchanges

The company's brokers understand how to structure a tax-deferred exchange. Exchanges are not difficult and are not mysterious - you simply need to know what you are doing and need to use professionals.

Joint Ventures & Groups Investments

The company can act as a facilitator, and advisor and sometimes as a co-investor or partner relative to group ventures. The bottom line is always the same - finding a "win-win" business solution of mutual benefit to each party.

Development Services

Consulting Services

Feasibility Studies & Strategic Planning

The company has a significant background and wealth of experience and is well positioned to develop extremely sophisticated business plans for potential real estate projects. The scope of plans can range from preliminary feasibility studies to comprehensive business plans with detailed strategic and tactical development plans. The nature of the development or acquisition may be a new Greenfield development, a turnaround plan for either a new acquisition or current holding, or simply repositioning plans for existing properties.

Financing & Refinancing

The company has had significant experience in financing real estate transactions. This experience has been gained from several perspectives. First, all of the brokers on the team have provided significant assistance in helping their client's structure financings for acquisitions in brokered transactions. Secondly, all of the brokers own real estate and have structured substantial financings for either acquisitions or new development.

Investment and Risk Analysis

The members of the company are frequently called upon to perform sophisticated investment analyses related to real property. As experienced real estate brokers, we frequently assist our clients in developing performance projections with respect to the financial visibility of an acquisition or disposition or as a tool to be used in developing a buy vs. hold strategy.

Asset and Portfolio Management

By virtue of the company's composite experience in strategic planning, investment analysis, and property management, is uniquely positioned to develop and implement asset management plans to maximize the value of individual real estate assets.

Management & Operations:

Donald C. Bullock, CCIM

Managing Partner and Mixed-Use Project Specialist

Donald C. Bullock has over 30 years of management, acquisition, disposition and marketing experience in the real estate industry throughout the Midwest and Southeast. He has been a vice-

president of a national REIT, president of a Florida development company, and a developer of a 100,000sf mixed-use building. He was awarded his CCIM designation in 1979 and his expertise includes: site selection for national retailers, land acquisition for residential and commercial developers, acquisition and disposition of all types of income properties, specialty leasing and light industrial real estate. Don is also a member of the Florida Commercial Real Estate Society as well as the Orlando Regional Realtor Association. He received his Bachelor of Science degree from Miami University and graduate school at University of Notre Dame (Economics).

Henry Berkowitz.

Sr. Vice President

Henry Berkowitz has many years of experience as both a business owner and a real estate professional, specializing in real estate development and land brokerage. Before joining Mid-Florida Agencies, Henry owned and managed a large hardware distribution company in Salem, MA (Winer Brothers Industrial Supply Company). After selling his business, he established his first real estate company, serving the Salem area and was very active in local civic and political activities as the Democratic Party treasurer. He also was the past commander of the Jewish War Vets and master of the Essex Masonic Lodge. In 1980, he received his Florida real estate license and subsequently, his Broker and Community Association license. For the past 25 years, he has specialized in land development and general brokerage throughout Central Florida. Henry is a member of National Association of Realtors and a graduate of the Salem Commercial School specializing in accounting.

Property Management:

Sharon K. Bullock

Project Property Manger

Sharon K. Bullock is a property management veteran with more than 30 years experience, managing properties for both A.G. Spanos and Sam Zell's First Capital. While living in Atlanta, she was selected and graduated from Coldwell Banker Real Estate Management Training School, Los Angeles, CA. Upon her return, she was responsible for a 2,000,000sf mixed use portfolio for Coldwell Banker Corporate Investments. Before becoming a co-founder of the Far Points Group, she worked for Sentry Management, being responsible for Countryside (PUD), Port Orange, FL and as well as the LeCesse Corporation. Sharon is a Florida licensed real estate salesman, an appraiser, holds a community association manager (CAM) license, a Series 6 securities (inactive) and Health and Life License.