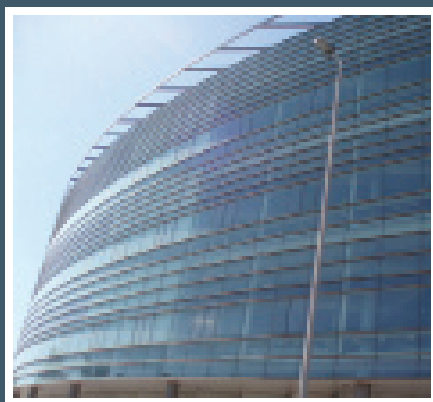


*DeSanto Realty Group*



*Real Estate Since 1951*

*D.R.G.*

---

*1031 Exchange Specialists*

---



---

## *DeSanto Realty Group*

*Real Estate Since 1951*

---

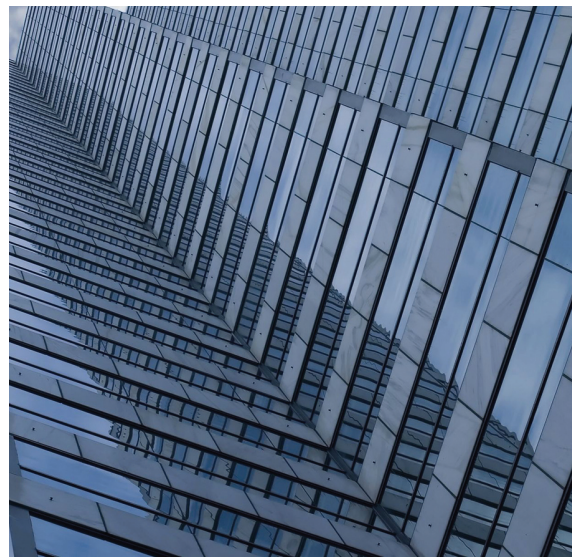
DeSanto Realty Group enlists over 200 years of experience identifying and acquiring real estate assets that demonstrate stable cash flows, upside appreciation, and proven return on investments. Today, led by Gary DeSanto, Chairman, and his father, Louis DeSanto, Firm Founder, DeSanto Realty Group leverages their experience in real

estate to operate as one of the leading firms in the Tenant-in-Common (TIC) industry. The firm offers real estate investors access to institutional quality real estate investments, while minimizing risk through due diligence, detailed market research, and comprehensive property management.

---

1031 EXCHANGE SPECIALISTS

---



Investing with DeSanto Realty Group means having access to an established firm with a long history of success, the core competencies to identify, acquire and manage ideal properties for TIC transactions.

Today's real estate arena requires the expertise of a firm that has seen both up and down markets, the ability to identify stable investment assets, and the competence to manage and harvest value from real estate. Founded by Louis DeSanto in 1951, DeSanto Realty Group has been providing real estate investors with the knowledge to navigate today's economy and dependable Investment Return on their TIC investment properties.

*Dedication, Reliability & Experience*

# ACQUISITION STRATEGIES

## INVESTMENT CHARACTERISTICS

- Fully constructed and occupied properties
- Distinctive Institutional Quality
- Strong Potential for Increased Cash Flow & Overall Value
- In-Fill Locations with High Barriers to Entry
- Potential to Increase Property Value
- Fedreal/State Governmental Facilities

## OFFERING TYPES

- Multi-Family    • Medical Office
- Office Flex     • Warehouse/Distribution
- Retail

## PROPERTY LOCATION

- Aesthetically Integrated Properties
- Accessible Roadway Network Infrastructure
- Centralized Geographic Locations throughout the U.S.
- Stable & Growth Oriented Areas



## MARKET ASSUMPTIONS

- Stable Rental Rates
- Market Level Expenses
- Annual Lease Escalations Preferred
- Established Occupancy Level
- Consistent NOI

*“They explained the investment process every step of the way.”*

*-Investor*



# DRG MANAGEMENT TEAM

*A team of dedicated professionals with over 200 years of experience*



**Gary DeSanto**  
*Chief Executive Officer*

Gary DeSanto joined DeSanto Realty Group in 1993 and became CEO in 2000. In 2002, Mr. DeSanto identified a new growth opportunity in Tenant-in-Common (TIC) transactions, and began employing DRG's real estate expertise to identify properties with solid cash flow in high-opportunity areas that would be attractive to TIC investors. Under his leadership, DRG developed the management and finance infrastructure to attack the growing TIC market, and today the company is widely regarded as an emerging leader in the TIC investment arena. Mr. DeSanto is a real estate industry expert who has transformed the firm into a national player in tenant-in-common real estate transactions.

Prior to joining DRG, Mr. DeSanto was a successful entrepreneur in the B2B services outsourcing industry. As such, he transacted business with some of the most recognizable multinational corporations in the world, including DuPont, 3M and PECO Energy. Mr. DeSanto is involved in numerous philanthropic organizations and serves as Vice Chair of A Better Philadelphia, a non-profit organization of leaders who are working to enhance health, safety, and hope in Philadelphia.

**Louis DeSanto**  
*Founder*



Louis DeSanto is the founder of DeSanto Realty Group (DRG), formerly known as DeSanto Housing. His passion for real estate and his keen eye for value helped him launch his real estate firm in 1951. As a self-made man, who had to educate himself from the ground-up on all aspects of the real estate business, Mr. DeSanto has seen many changes in the world of real estate investments over the years, and he has worked to position his firm to be able to embrace those changes.

For several years, DeSanto Realty Group primarily bought, sold and managed single-family, duplexes and other residential rental properties in and around Philadelphia. Louis grew the firm's involvement in commercial investments in the area for 20 years to include stakes in retail, office and warehouse buildings. Prior to DRG, Mr. DeSanto worked with the U.S. Housing Administration to help reorganize the Section 8 housing program. He is also a member of the Home Owners Association of Philadelphia (HAPCO), an association for owners of rental housing. Now of counsel to DeSanto Realty Group, Louis enjoys his leisure time at the gym and spending time with his wife of 57 years.



## DRG MANAGEMENT TEAM



**Joe Colia**  
*Director of Operations*

Joseph Colia is Director of Operations for DeSanto Realty Group, responsible for coordinating company policies, managing daily operations, and planning the use of materials and human resources.

Prior to joining DeSanto Realty Group, Mr. Colia accumulated 15 years of management experience with Boeing and Thomas & Betts, where he was responsible for running operations and staff of up to 125 people with annual budgets totaling over \$25 million. Mr. Colia holds a B.S. Degree in Industrial Engineering and Operations Research from The Pennsylvania State University, and holds a M.S. in Industrial Management from Widener University.



**Jill Neff**  
*Director of Asset Management*

Jill Neff is DeSanto Realty Group's Asset Manager. Ms. Neff develops, implements and monitors an overall strategy to maximize return for each asset. While preparing DRG's annual business plan, including hold/sell analysis, she also prepares the annual capital budget, assisting the property manager with annual operating budgets.

Before joining DeSanto Realty Group, Ms. Neff was Regional Property Director for Buccini/Pollin Group and Preferred Real Estate Investment where she was responsible for a portfolio of 22 properties in Pennsylvania and New Jersey. Ms. Neff has 25 years of experience in both residential and commercial real estate. Ms. Neff received her Bachelor of Science degree from Pennsylvania State University. She has earned her Resident Manager Certification along with additional accreditation from IREM, the AMA and active Brokers Licenses from the states of Pennsylvania and New Jersey.



**Michael Blank**  
*Director of Finance*

Michael Blank is Director of Finance for DeSanto Realty Group, and is responsible for management of the origination, loan structuring, underwriting, and closing functions for the company's growing portfolio of Tenant-In-Common properties.

Mr. Blank has 22 years of experience in the real estate and mortgage industries, having provided and arranged real estate financing in excess of \$2 billion over the course of his career. Prior to joining DRG, he was President of Pinnacle Capital Group, a subsidiary of RAIT Investment Trust, a NYSE publicly traded Mortgage REIT. Mr. Blank received a B.S. Degree in Business Administration with a concentration in Marketing from the University of Miami, and a minor in Finance.

## DRG MANAGEMENT TEAM



**Donna E. Torpey**  
*Director of Accounting & Investor Relations*

Donna E. Torpey is Director of Accounting and Reporting for DeSanto Realty Group. Ms. Torpey's primary responsibilities include ensuring proper adherence to accounting policies and procedures, managing internal audit and operational processes, and ensuring compliance with Tenant-in-Common agreements. She directs cash management, loan compliance, and lease administration activities for all Tenant-in-Common properties.

Prior to joining DRG, she directed the financial management of a 14 shopping center portfolio for Grosvenor Investment Management US Inc., formerly Legg Mason Real Estate Services Inc. (LMRES). She served as treasurer for the portfolio's property management company over the seven year investment period. Ms. Torpey holds a B.S. degree in Business Administration with a concentration in Accounting from Widener University. She is an active member in the International Council of Shopping Centers (ICSC).



**Jackie Eakin**  
*Vice President of DRG Management*

Jackie Eakin is Vice President of DeSanto Realty Group Management and has been in commercial real estate for approximately 19 years. Ms. Eakin compliments the fully integrated and knowledgeable team at DeSanto Realty Group in procuring first class properties for TIC investors and using her expertise in property and asset management to maintain and enhance the asset value over the hold period.

In Ms. Eakin's last two positions she was in charge of property and asset management for approximately 1.3M and 1.2M square feet. Of that total square footage, approximately 39% was office park and free standing office product, 23% was retail, 20% was warehouse/distribution, and 18% was in residential units and HOA's.



**Joe Downs**  
*Director of Sales*

Joe Downs serves as DeSanto Realty Group's Director of Sales, overseeing the firm's national sales efforts. He also manages all of DRG's interactions with the broker-dealer and registered rep communities. Since becoming the Director of Sales, Mr. Downs has successfully raised over \$40,000,000 in TIC equity.

Prior to joining DeSanto Realty Group, Mr. Downs successfully managed investment portfolios for American Express Financial Advisors and Prudential Securities. He is a Series 7 and 63 Registered Representative with the National Association of Securities Dealers (NASD) as well as a Licensed Real Estate Agent in the state of Pennsylvania.





*Real Estate Since 1951*



DeSanto Realty Group • 150 North Radnor-Chester Road, Suite D-100 • Radnor, PA 19087  
PHONE: (610) 254-1000 • FAX: (610) 971-4895 • [www.desantorealtygroup.com](http://www.desantorealtygroup.com)