



# CREATING VALUE FOR PROPERTY OWNERS

Whether you own a billboard ground lease or a cell site with one or more wireless tenants, these assets are important to you. Yet with the uncertain financial climate and ever-changing regulatory environment, you may be questioning the potential risks of relying on the income from these assets. What if you could simplify your life and get the liquidity you need in a lump-sum payout right now? What if you had the upfront cash to invest in another real estate asset or business, send your kids to college, fund your retirement, pay off your second home or explore other opportunities? With Landmark Dividend and our capital solutions, you can.



## WE PROVIDE CAPITAL AND OPPORTUNITY

-  **A Fair Value.** We understand and recognize the fair value of your property. Unlike traditional lenders who often don't place a value on cellular or billboard ground leases because, in part, they can be cancelled, we do see the inherent value in these assets. We have worked with many landlords just like you, and we have the expertise you require.
-  **A High Payout.** Our customized structures and tailored solutions allow us to provide you with some of the highest payouts in the industry. Once the Landmark ground lease purchase is complete, you receive a lump-sum payment in full. It provides a way for you to turn your unsecured lease into cash that can be used for any purpose – purchasing a hard real estate asset, paying off more expensive debt, setting up a trust fund for your children's education, adding to your funds for retirement or simply preserving your wealth.
-  **A Reduced Tax Burden.** Your current monthly lease income is likely subject to ordinary income tax rates. But when you sell your lease to Landmark, some or all of the lump sum payment you receive may not be currently taxable income. Additionally, you may be able to treat any gain or loss recognized on the sale as a capital gain or loss, subject to reduced capital gains tax rates. This can significantly lower your tax liability, in some cases by up to 50 percent. In addition, you may also be able to structure your sale into a 1031 exchange, allowing for a full tax deferral. Naturally, you should consult with your tax advisor to determine the treatment of the lump sum payment.
-  **A Long-Term Value.** Most ground leases can be terminated within 30 to 90 days. Given the mergers and acquisitions taking place in the wireless space, and the consolidation underway with media companies, there is no guarantee that your revenue stream will continue in the future. The good news is that by receiving a full up-front payment from Landmark, you can reduce these risks and your reliance on receiving monthly rent checks. Through this transaction, you only transfer easement and lease rights to us, not your property as a whole. You retain ownership of your land so you can build long-term value and net worth.

# HOW DOES A LANDMARK DIVIDEND TRANSACTION WORK?

- 1 Initial review.** Our team works closely with you to complete a risk assessment of your site. We conduct a comprehensive analysis and review of factors such as site location, tenant, site type, rental rate, lease structure, comparable rent market analysis, area demographics, and much more. There is no charge for our consultation, and no obligation on your part.
- 2 Detailed proposal.** We map out the details of converting your unsecured lease into a secure lump-sum investment, and provide you with a comprehensive, tailored proposal that includes the terms that will address your specialized needs. We provide guidance every step of the way, answering your questions and ensuring that the process is as transparent, easy and efficient as possible.
- 3 Closing and funding.** A dedicated, experienced team will be assigned to your deal and will use standardized documentation to conduct due diligence through a series of checklists, and then process, document, and finalize your transaction. At every point in time, you will know exactly where your transaction stands and what we are doing to complete it. By leveraging our experience and advanced technology, Landmark works hard to create an easy and straightforward closing process which is simple, efficient, and satisfying for our clients. At Landmark, we close transactions quickly and efficiently – typically within 30 days from clear title. The Landmark team has years of experience in the ground-lease industry in the areas of legal, underwriting, closing, and servicing transactions – and this means you benefit from our expertise, knowledge, and transparency throughout the entire process.

During the past 20 years, Landmark Dividend's management team has directly funded billions of dollars in commercial real estate acquisitions, and acquired more than 4,000 telecom and billboard ground leases worth more than \$650 million. We have the financial resources and expertise to provide you with the most efficient and reliable source of funding in the industry.



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