



Broker Experience Statement

J. David Elwood

BROKER EXPERIENCE / QUALIFICATION

J. David Elwood currently owns & operates Elwood.Biz, pllc and JDE Realty, pc and is a Broker Associate and the National Executive Director for EPIQUE Realty - CORE & Epique CRE and is the Broker Associate in the state of Michigan for Epique Realty. His role at Epique Realty / Epique X Inc is titled as the Executive Director of CORE and Commercial and also the Executive Director of Epique CRE, where he is responsible for overseeing all commercial operations, production and development of the division for Commercial Real Estate and Business Brokering for Epique X, Inc.. He currently holds 2 Broker Licenses at Elwood.Biz, pllc & JDE Realty, pc and 1 Broker Associate License at EPIQUE Realty. He also has an active national NMLS license.

He has been in the Real Estate, Construction and Real Estate Finance industry since 1989.

Since 2015, his Commercial Real Estate and Business Brokerage niche has been Business Brokering and Property Sales in highly licensed and regulated businesses sales. His sales achievements alone has helped him rank amongst the top 5 agents in highly regulated business sales niche of the Real Estate and Business Brokering industry.

He also currently holds a position as National Recruiter for Power Lending and is Growth Manager for Power Lending Capital Group and was previously Director at Seed to Sale Funding, As well as has an active NMLS placement as part time consultant and active federal NMLS license for Power Lending.

Prior to his current positions, he was the Broker/Owner of Locations Commercial Real Estate Services, LLC which by volume and units was ranked as the largest Business Brokerage in the State of Michigan.

David is a former Board Member on the Zoning Board of Appeals for Highland Township, Michigan.

Prior to his full time career as a Real Estate Broker, Elwood was in the banking and finance and mortgage lending industry (PNC fka National City Bank, Royal Bank of Scotland, JPMorgan Chase, 5th/3rd) and held many management and leadership roles including Lead Management roles for Construction and High Net Worth Finance as well as regional and state sales manager positions. His expertise in appraisal review and analysis has helped in his real estate valuation analysis of properties. Some of the achievements are to include ranking as top 10% and top 100 of all industry loan originators in the country for 10 consecutive years and was a 'President's Club' achiever for 13 consecutive years, as well as holding the title of 'Circle of Distinction' leader for National City Corp for 10 years.

Elwood is a longstanding *Member of Commercial Board of Realtors "CBOR", National Board of Realtors "NAR", Michigan Association of Realtors "MAR", North Oakland Board of Realtors "NOCBOR", International Counsel of Shopping Centers "ICSC",* and was a Certified Mentor, Trainer and 'Rev. Share' Team Leader at eXp Realty "EXPI". He has since moved that affiliation and team to EPIQUE Realty. Where is position along with being a National Sales Team Leader is the newly appointed National and Global Director of Epique Realty - CORE & Epique CRE Epique X Inc.'s Commercial Real Estate Entity.

J. David Elwood

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BROKER SERVICES and FEES

The broker's standard commission rate for the listing services and advertising of a commercial R.E. property with Elwood.Biz - and/or with David Elwood Broker Associate affiliated with EPIQUE Realty are:

6% for a **12 month** listing term - **Or** - **8%** for a **6 month** listing term. (unless otherwise negotiated)

The same as above stated applies to a **lease** and the percentage is based on the gross rents collected for the first 5 years and reduced by 50% for the second 5 years on a 10 year lease and may be altered depending on the final lease term negotiated.

Typical Business Brokerage Services to sell a business or franchise are 10% (with a minimum of \$25,000) of the overall sales price for a 12 month listing term.

The fees are inclusive of the commissions paid to a Buyer's Agent or Buyer's Representative if one is involved to represent a buyer on the transaction. The buyer side commission would come out of the fees paid to the Listing Broker and split with the Listing Broker and the Buyer's Representative Broker. Also any referral fee are taken out of the Listing Broker commissions unless otherwise negotiated.

There is a non-refundable \$500.00 Retainer Fee collected at signing of the listing agreement and is deducted from the commissions paid to the Listing Broker at closing.

Negotiations of the terms / fees may happen and may be adjusted depending on each circumstance.



GENERAL SERVICE STATEMENTS AND DISCLOSURES

J. David Elwood, ELWOOD.Biz, pllc. and JDE Realty pc is/are a licensed real estate brokerage in the State of Michigan, EPIQUE Realty and Epique CRE subsidiaries of Epique X inc.who holds licenses throughout the United States and other countries is/are a separate and wholly owned brokerage not affiliated with Elwood.Biz, pllc. However through an affiliation of David Elwood being the Broker Associate of EPIQUE Realty and Principal Broker of Elwood.Biz, pllc the two companies can work together to cross market properties. Our employees and contractors are not a substitute for qualified legal advice, tax advice or accounting advice. We do not provide such advice. We recommend obtaining the advice of qualified legal counsel and other professionals. Any assistance that we may provide in reviewing legal documents is for guidance and as a courtesy only. Our agents, employees or contractors have no authority to contractually bind any client unless under the supervision and authority of our Broker or Designated State Broker through contractual agreements.

All property information is subject to the possibility of errors, omissions, change of price or other terms or conditions, prior sale, lease or financing, and withdrawal without notice. Delays, omissions and inaccuracies may arise due to a number of factors, including changes in laws.

We obtain information from sources we believe are reliable, but we provide no guaranty or warranties concerning its accuracy. Any financial information, projections, estimates, future plans, and forward-looking statements are based on assumptions, subject to uncertainty, and may vary from actual results. All information should be independently verified.

Affiliations: We may have relationships with the companies we recommend or with whom we conduct business, including but not limited to lenders, real estate brokers, loan agents/brokers, inspectors, warranty companies, insurance agents and others. We never require use of any company as a condition of our services. You should review each provider's fees, rates, terms of service and other relevant information. We also have an affiliation license with EPIQUE Realty.

Cannabis Industry Regulation: Our services to those in the cannabis industry are limited and specific only to as it relates to the real estate and business brokering aspect and limited by state laws (in which state the company performs business and/or property is located) relating to medical and adult use cannabis operations. All cannabis-related business is currently illegal under U.S. federal law. Nothing contained on our marketing material, social media or website nor any of our services are intended to assist in any violation of and law. Our cannabis-related marketing materials are intended for use in jurisdictions in which cannabis is considered legal. Within each state, the law and municipal ordinances have licensing and permitting requirements and processes for cannabis-related businesses. You should consult an attorney or other knowledgeable professional on such matters.



Real Estate Agency Relationships:

Seller's Agent - A seller's agent, under a listing agreement with the seller, acts solely on behalf of the seller. A seller can authorize a seller's agent to work with subagents, buyer's agents and/or transaction coordinators. A subagent is one who has agreed to work with the listing agent, and who, like the listing agent, acts solely on behalf of the seller. Seller's agents and subagents will disclose to the seller known information about the buyer which may be used to the benefit of the seller. Individual services may be waived by the seller through execution of a limited service agreement.

Buyer's Agent - A buyer's agent, under a buyer's agency agreement with the buyer, acts solely on behalf of the buyer. Buyer's agents and subagents will disclose to the buyer known information about the seller which may be used to benefit the buyer. Individual services may be waived by the buyer through execution of a limited service agreement.

Dual Agents - A real estate licensee can be the agent of both the seller and the buyer in a transaction, but only with the knowledge and informed consent, in writing, of both the seller and the buyer. In such a dual agency situation, the agent will not be able to disclose all known information to either the seller or the buyer. The obligations of a dual agent are subject to any specific provisions set forth in any agreement between the dual agent, the seller, and the buyer.

Transaction Coordinator - A real estate agent who is not acting as an agent of either a Buyer or Seller, but rather is providing services to facilitate a real estate transaction between the parties. The responsibilities of a Transaction Coordinator typically include: (i) providing access to and showing a subject property; (ii) providing access to marketing information; (iii) providing assistance in the preparation and presentation of offers and/or agreements; (iv) and assisting the parties with the removal of any conditions which an agreement may be conditioned upon.

J. David Elwood

Executive Director of:

Epique Realty -CORE & Epique CRE

Principal Broker of:

Elwood.Biz

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