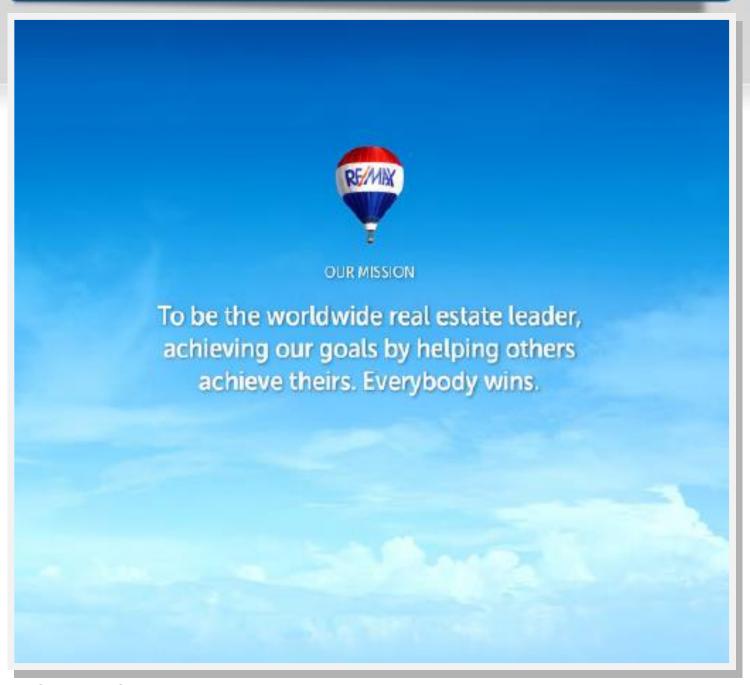
RE/MAX Keys Connection

Commercial Division



Contact Information:

Curtis Skomp, CCIM Broker / Owner

Cell: 305.304.0084
Office: 305.296.1400
CSkomp@ReMax.net

www.FloridaKeysCommercial.com









Table of Contents

Curtis Skomp's Resume	3
2015 Production	4
2016 Production	5
Marketing & Advertising	6-9
REMAX.com	10
Key West & Key Largo Office	11
2017 RE/MAX vs. the Industry	12
2016 RE/MAX vs. the Industry	13
2016 RE/MAX Snapshot	14
RE/MAX Global	15
Children's Miracle Network	16
RE/MAX Commercial Quick Facts	17
Recent Transactions	18-22



Curtis A. Skomp's Resume



Curtis A. Skomp, CCIM Licensed Broker / Owner

RE/MAX Keys Connection

410 Caroline St Key West, FL 33040

98880 Overseas Hwy Key Largo, FL 33037

Phone: 305.296.1400 **Cell:** 305.304.0084

Email: CSkomp@ReMax.net

Background

- Currently Broker/Owner of RE/MAX in Key West and RE/MAX in Key Largo, and the RE/MAX Commercial Division for the entire Florida Keys.
- Over 20 years of experience in Commercial Real Estate & Business Brokering in the Keys.
- Curtis Skomp knows the Florida Keys. He has lived in the Keys since 1980 and graduated from Coral Shores High School in Tavernier.
- Curtis went on to graduate from the University of South Florida and obtained a degree of B.A. in Business Finance.
- Successfully brokered over \$500 million dollars of Commercial and Residential Real Estate transactions in the Keys. Properties include: Bars & Restaurants, Bank Foreclosures, Business Opportunities, Liquor Licenses, Apartment Buildings, Multi/Mixed Use, Hotels, Motels & Guesthouses, Marinas, Mobile Home Parks, Retail, Offices, Industrial & Warehouses, Vacation Rental Investments, Vacant Land Developments, & other General Commercial Properties.

Primary Specialty

Commercial Real Estate, Business Brokering, & Liquor Licenses

Languages

English & Spanish

Designations



- CCIM—In 1997, Curtis earned the CCIM designation (known as the PhD of Real Estate) and is proficient in the areas of investment analysis, financial analysis, market analysis, and user decision analysis for Commercial Real Estate.
- 2016-#2 Commercial Agent in the state of Florida for RE/MAX, out of over 5,000 RE/MAX agents statewide.
- 2015- #1 Commercial Agent in Florida for RE/MAX.
- 2014-#3 Commercial Agent in Florida for RE/MAX.



Curtis A. Skomp- 2015 Production



April 5, 2016

Curtis Skomp RE/MAX KEYS CONNECTION 410 Caroline Street Key West, FL 33040

Dear Curtis,

Congratulations on an incredible 2015!

You are a proven leader with exceptional talents, and the RE/MAX Florida Region is pleased to recognize you with the **2015 #1 Individual Commissions Paid Commercial Award**. We offer our sincere gratitude for your exceptional skill, professionalism and dedication.

The time, creativity and energy you have devoted to achieve your success are held in the highest regard. We're proud to have a professional of your caliber so effectively representing the RE/MAX brand.

On behalf of the entire RE/MAX Florida team, thank you for your leadership and all that you've accomplished.

Best regards,

Susan Goiser Region Vice President

RE/MAX Florida Region

RE/MAX Florida Region

Curtis A. Skomp- 2016 Production



March 20, 2017

Curtis Skomp RE/MAX KEYS CONNECTION 410 Caroline Street Key West, FL 0

Dear Curtis,

You had an amazing 2016 with RE/MAX. Congratulations!

Throughout the year, you demonstrated a steadfast commitment to the real estate profession and your customers. You are a true leader, and the RE/MAX Florida Region team is pleased to recognize you with the 2016 #2 Individual Commissions Paid Commercial.

This award is presented in honor of all you've achieved, recognizing your dedication, talent and success at RE/MAX.

On behalf of the RE/MAX Florida team, thank you for all you do. You are an integral part of the RE/MAX network and thank you for all that you do every day.

Best regards,

Susan Goiser

Region Vice President RE/MAX Florida Region

RE/MAX Florida Region

Each RE/MAX* office is independently owned and operated.



Marketing & Advertising

Professional Marketing & Investment Package Produced:

Property Description and Records
Professional Photo's & Virtual Tour
Aerial Photos
Mapping Data
Pro Forma Profit & Loss Statement
Site Plans & Floor Plans
Zoning Codes
Occupational Licenses
Equipment Lists and more

Internet Domain Names for Popular Online Search Engines:

Personal domain names are owned. These domains are the most popular searches in Google for Commercial Real Estate in the Florida Keys.

- FloridaKeysCommercial.com
- FloridaKeysCommercialRealEstate.com
- KeyWestCommercial.com
- FloridaKeysCommercialAgent.com

Internet Worldwide Online Advertising

- ReMaxCommercial.com—one of the most popular property databases to search Commercial properties for sale in the USA.
- LoopNet.com—we have a premier account with the largest Commercial property search engine in the USA
- BizBuySell.com- we have a premier account with the world's largest online business brokerage.
- Remax.com—visited more than any other real estate franchise website
- Realtor.com
- Trulia.com
- Zillow.com
- Homes.com

And many more!

Broker Networking:

- Power of RE/MAX Brand: Over 110,000 Agents worldwide working in nearly 7,000 offices globally, over 100 countries, over 110 offices worldwide.
- In Florida, RE/MAX has 271 offices and over 5,000 agents.

Multiple Listing Services (MLS) - Property is placed in the MLS for any agent in the Keys or Miami-Dade County to see and bring a buyer.

- -We belong to all 3 boards of Realtors in the Keys (Key West & Lower Keys, Marathon & middle Keys, Key largo & Upper Keys) this allows us to present our listings to all realtors working with clients in the FL. Keys.
- We also belong to the Miami Board of Realtors which allows us to post our listings, so real estate agents from West Palm Beach, Ft. Lauderdale and Miami can bring us potential buyers.

Target Advertising:



- -Wall Street Journal
- Trade Journals & Magazines
- -Postcard mail-outs and E-flyers to targeted databases

Databases on file with thousands of buyers for different Commercial categories. Qualified buyers are only a phone call away!

The Real Estate Book—Full page inside back cover. Distributed to over 250 Prime Locations throughout the Keys.

Children's Miracle Network—For every closing, a donation is made to CMN on your behalf. RE/MAX Keys Connection is an official CMN partner.



Marketing & Advertising







RE/MAX Keys Connection 410 Caroline St. Key West, FL 33040 RE/MAX All Keys 98880 Overseas Hwy Key Largo, FL 33037 Curtis A. Skomp, Broker/ Owner 305.296.1400 office 305.304.0084 cell or text

CSkomp@ReMax.net





ANDMARK MARINA ON BIG PINE KEY SEA CENTER is a family owned, operating marina since 2003. One of the few left in Lower Keys with little competition.
Great visibility with 275' on US Hwy 1. Total of 1.15 acres on canal Oceanside, with no bridges or height restrictions. 14,198 sf. metal building with 34 dry racks, plus sales and service. 13 Wet slips and 24 outside dry racks. Solid income with room to grow. \$3,990,000 Text R317264 to 52187

PROFITABLE BUSINESS

WITH REAL ESTATE.
Baby's Coffee at MM 15 Baypoint is well
known and established with same owner since 1991. Many opportunities for growth & to take business to new levels! Sale includes name, numbers, website, assets, Coffee Roasting Equipment & various trademarked well known brands. Offering strong financials from retail sales & mail order plus Franchising opportunities. \$3,500,000 MLS:575266 Text R317265 to 52187



INCREDIBLE OPPORTUNITY

INCREDIBLE OPPORTUNITY
to purchase a large, totally renovated
Restaurant & Bar. Corner property with
69' of frontage on Caroline St. by 111'
deep on Telegraph Lane. Property is steps
off the 200 block of Duval St. Nearby
neighbors include Sloppy Joe's, Rick's &
Durty Harry's, Irish Kevin's, Fogarty's and
newly opened Senor Frog's and Gas
Monkey Bar N' Grill. Building has 7,215 SF
on the ground floor and is licensed for on the ground floor and is licensed for 220 seats. Also offering long term lease. Asking rent \$42/sf. or \$25,000/mos. NNN. \$3,950,000 MLS:123114 Text R39998 to

DOLPHIN PLUS CENTER

is a unique Commercial waterfront property in Port Largo, just off US Hwy 1 at MM 99 stoplight. Owners moving dolphin facility.

Two large parcels total 1.22 Acres. 2 story CBS 4,855 sf. waterfront building in good condition plus large gravel parking lot. Over 300' of seawall on deep canals. Zoning is SR- Suburban Residential with many uses possible. \$2,850,000 MLS:575269 Text R317286 to 52187



RemaxCommercial.com



Personal Website

FloridaKeysCommercial.com

Florida Keys Commercial Real Estate.com

KeyWestCommercial.com

FloridaKeysCommercialAgent.com



CURTIS A. SKOMP, CCIM STOKEN/OWNER Proble 305,304,0084 office 305,296,1400



HOME

PROPERTY TYPES

NEW COMMERCIAL LISTINGS

SALES & LEASE COMPS

ABOUT US

CONTACT



Multiple / All *



Min Price 200000 Max Price 800000

Choose a City

Search

FEATURED COMMERCIAL PROPERTIES



808 Southard St Cay West, Floride (CIDA) 912,500,000



1116 Varola St (Cey West, Florida 33046) \$575,000



211 Virginia St Key West, Florida 32040 \$275,000



38 Floral Ave Key West, Flenda 33040 \$629000

ReMax Keys Connection

Commercial Division

Your Connection to Commercial Real Estate throughout the Florida Keys.

Our mission is to be the Florida Keys leader in Real Estate, achieving our goals by helping others achieve theirs. EVERYBODY WINS!

The Florida Keys are known as the American Caribbean and one of the most desirable areas of the Unites States to live or visit.

We enjoy year round, postcard perfect weather, Hence, our Real Estate is some of the most valuable in the entire USA.



CONSUMERS VISIT REMAX.COM® MORE

THAN ANY OTHER REAL ESTATE FRANCHISE WEBSITE

anuary - December 2015

remax.com (62,132,115) VISITS

century21.com **42,457,848** visits

kw.com **31,567,836** visits

coldwellbanker.com 20,618,581 visits

weichert.com 20,452,820 visits

More tools, More features, More helpful. remax.com

Source: Hitwise Jan. – Dec. 2015 report of all U.S. websites in the "Business and Finance – Real Estate" category.

©2016 RE/MAX, LLC. Each RE/MAX® office is independently owned and operated. 16_69934







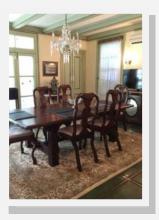
Key West Office & Key Largo Office

410 Caroline Street

Downtown Key West Office in the Historic Heritage House



- Directly off the 200-300 blocks of Duval Street
- Closest Real Estate Office to the Cruise Ship Docks
- Every day thousands of people walk/drive by, and dozens of trolleys & trains packed with tourists pass by
- Only café-style Real Estate office in Key West with free Wi-Fi
- Large private and semi-private meeting rooms
- Free off-street parking for our clients







98880 Overseas Highway

Key Largo office in the median strip of the Overseas Highway



- The median strip location allows for fantastic exposure and easy access from both the northbound and southbound lanes of the Overseas Highway
- 2,500 SF office with Real Estate Agents specializing in Residential, Commercial, and Property Management
- Plenty of parking



RE/MAX VS. THE INDUSTRY



2017 RE/MAX VS. THE INDUSTRY

Productive, high-quality agents. Over 1 million U.S. transactions. A brand people know. And an unmatched global presence. You have all sorts of reasons to choose RE/MAX.

That's the sign of a RE/MAX agent'

	TRANSACTION SIDES PER AGENT LARGE BROKERAGES ONLY ¹	U.S. RESIDENTIAL TRANSACTION SIDES ²	BRAND AWARENESS (UNAIDED) ³	COUNTRIES & TERRITORIES	OFFICES WORLDWIDE	AGENTS WORLDWIDE
RE/MAX	17.2	1 million+	27.6%	100+	7,343	111,915
REALTY	11.0	Not released	0.5%	11	500	8,000
BERKSHIRE HATHAWAY HomeServices	9.2	Not released	4.3%	1	1,240	42,747
COLDWELL BANKER II	8.4	727,415	14.2%	49	3,000	88,400
Century 2	8.2	420,184	19.7%	77	7,300	110,800
ERA.	8.2	128,812	1.1%	31	2,300	37,900
Better and Cardens	6.9	70,980	0.6%	3	300	10,900
KELLERWILLIAMS.	6.8	977,603	7.3%	16	800	154,979
Sotheby's	6.5	111,950	2.1%	66	850	20,300

©2017 RE/MAX, LLC. Each office independently owned and operated. Data is full-year or as of year-end 2016, as applicable, Except as noted, Coldwell Banker, Century 21, ERA, Sotheby's and Better Homes and Gardens data is as reported by Realogy Corporation on SEC 10-K, Annual Report for 2016; Keller Williams, Realty Executives and Berkshire Hathaway HomeServices data is from company websites and industry reports. "Transaction sides per agent calculated by RE/MAX based on 2017 REAL Trands 500 data, citing 2016 transaction sides for the 1,705 largest participating U.S. brokerages. Coldwell Banker includes NRT. Berkshire does not include HomeServices of America. 'Reller Williams reports all transaction sides and does not itemize U.S. residential transactions.' MRR Strategy Group study of unaided awareness among buyers, sellers, and those planning to buy or sell; asked, when they think of real estate brands, which ones come to mind? 17_166094



RE/MAX VS. THE INDUSTRY



2016 SNAPSHOT

RE/MAX FLORIDA REGION

WE'RE

piamond 121

. ▮ 27

WE CELEBRATE & X X

INDIVIDUAL

SUCCESS

4.0% NET GAIN ___

WE'RE ***** **PRODUCTIVE**

AVERAGE COMMISSION EARNINGS PER AGENT

₩ ■ 69

316

1,294

WE GET

RANSACTION SIDES

............

WE'RE SOO SOO SOO EXPERIENCED



RE/MAX VS. THE INDUSTRY



2016 SNAPSHOT

RE/MAX FLORIDA REGION

THRIVING

283 OFFICES 5,519 AGENTS

WE'RE

PRODUCTIVE

14.8 SIDES AVERAGE RESIDENTIAL TRANSACTION SIDES PER AGENT \$3.39
MILLION

AVERAGE RESIDENTIAL
SALES VOLUME

RESULTS -

80,228

RESIDENTIAL

TRANSACTION SIDES

WE'RE SOURCEDS

14.3 YEARS AVERAGE YEARS IN REAL ESTATE 7.2 YEARS AVERAGE YEARS WITH RE/MAX

WE'RE PART OF A VISIONARY NETWORK OF OVER

110,000 AGENTS

IN MORE THAN

100 COUNTRIES & TERRITORIES

All figures are full year or as of year-end 2016. ©2017 RE/MAX, LLC. Each office is independently owned and operated. 17_15302:

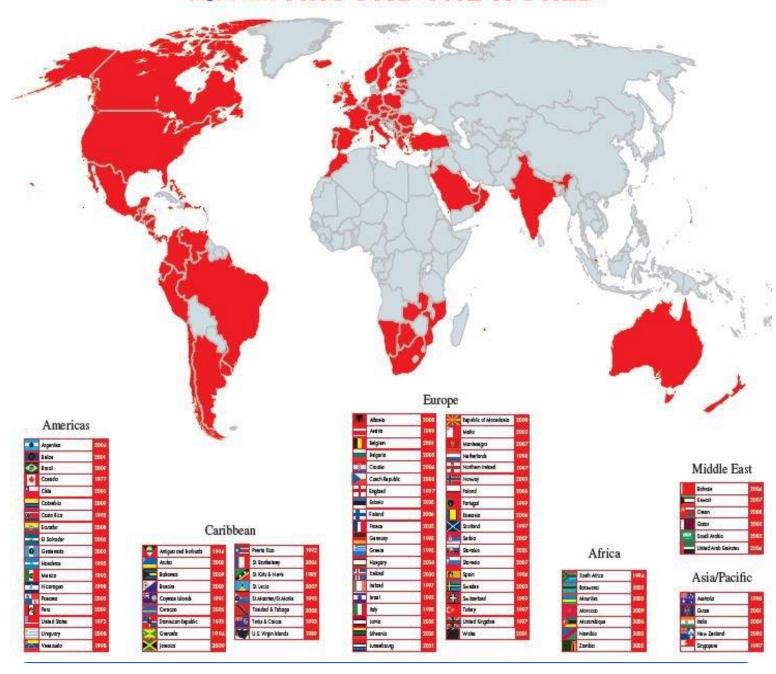


RE/MAX Global

Your property for sale... All over the world!



REMIX AROUND THE WORLD





Children's Miracle Network



RE/MAX AGENTS HAVE DONATED WAY S 138 MILLION

Children's Miracle Network Hospitals

RE/MAX Commercial Quick Facts



LET'S TALK NUMBERS



2,700+

RE/MAX COMMERCIAL PRACTITIONERS IN ALL MARKET SEGMENTS

525+

RE/MAX COMMERCIAL OFFICES AND DIVISIONS

45

COUNTRIES WITH RE/MAX COMMERCIAL REPRESENTATION

\$9 BILLION+

COMMERCIAL SALES AND LEASE VOLUME¹

20,000+

COMMERCIAL TRANSACTIONS CLOSED¹

100,000+

RE/MAX ASSOCIATES AROUND THE WORLD²

95+

COUNTRIES WITH RE/MAX REPRESENTATION²

TOP 10 Commercial Brands on LoopNet by number of listings³

TOP 10 Commercial Brands by available square feet4

TOP 25 Commercial Brokerage Networks5

TOP 25 Commercial Real Estate Brands⁶

BROKERAGE PRACTICE AREAS:

- Retail
- · Industrial
- Hospitality

PRODUCT CATEGORIES:

- · Office
- Brokerage
- · Multifamily
- Land

- Acquisition
- · Disposition
- Leasing Services
- · Distressed Properties
- · Business Brokerage
- · Property Management
- · Consulting

remaxcommercial.com: A TOP 10 Most Popular Real Estate Website[†]

Commercial sales and lease volume in 2014 2. Network wide, including residential 3. Data provided by LoopNet, July 2014.
 Rankings based on 2013 year end data provided by CoStar, July 2014.
 RNEI's Top Brokerage Survey conducted in February/March 2014.
 The Lipsey Company's Commercial Real Estate's Top Brands Survey, Service Providers Category, conducted in February 2015.
 Experian Marketing Service Hitwise Data, September 2014.



Property Type: Bar

Price: \$3,851,827

Date LEASED: December 2017

Description: 209 Duval

LEASEHOLD INTEREST

ONLY

Key West

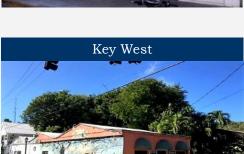
Property Type: Bar

Price: \$3,481,637

Date LEASED: November 2017

Description: 126-128 Duval

LEASEHOLD INTEREST ONLY



Property Type: Retail Space in Old Town Description:

225-227 Petronia Street

Price: \$1,143,000

Date SOLD: June 2017

Prime 2/2 residential property with a commercial unit included on corner lot at Petronia St. & Thomas St. Located directly across from

famous Blue Heaven

Key West

Property Type: Restaurant

Description:

25163 Overseas Hwy.

CHAOM AASST

Price: \$722,424

Turnkey 160-Seat Indoor/ Outdoor Waterfront

Outdoor Waterfront Restaurant & Fish Market

for Lease

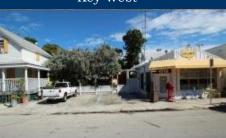
Date SOLD: May 2017

Key West

Property Type: Mixed Use

Description:

1017 White Street



Price: \$1,200,000

Date SOLD: March 2017

Turn-key restaurant

currently leased short term

in the White Street commercial district.

Includes a large duplex with

pool

Key West

Property Type: Retail Space in Old Town

Description:

513 Duval Street Retail space available on Duval Street. Space boasts 15 feet of Duval Street

15 feet of Duval Street frontage. Same side of the street as Coach, Banana Republic, Peter Lik Gallery,

Willie T's, and Walgreen's



Price: \$430,776

Date LEASED: March 2017

Key West

Property Type: Liquor License

Price: \$725,000

T T T

Date LEASED: March 2017



Property Type: 2-bedroom Condo Description:

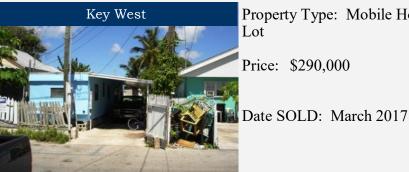
3675 Seaside Drive #334

2-bedroom, 2 bath condo.

Price: \$350,000

Includes a private, covered parking space and storage unit. Needs some interior

work. Includes SS appliances and W/D.



Property Type: Mobile Home on Buildable Description:

Lot

211 Virginia Street

Price: \$290,000

24.9 x 86.9 foot buildable lot with ROGO. Mobile home on site & a 16x20'

concrete building in rear. Enough land for custom frame house or modular.

Key West Date LEASED: February 2017

Property Type: Retail Space in Old Town

Description:

423 Duval Street Unit C

Price: \$630,543 for a 5-year lease

Approx. 1,425 sf. inline unit

on ground floor with sidewalk overhang. New unit will have approx. 16' of

frontage by 90' deep.



Property Type: Retail Space in Old Town

Description:

604 Duval Street Unit A

Price: \$204,000 for a 3-year lease

Retail space on one of the most popular blocks of Duval Street. Windows and doors are impact resistant. Space is in good condition

and ADA compliant.

Date LEASED: February 2017





Property Type: Marina and Commercial Building

Price: \$4,000,000

Date SOLD: November 2016

Description: 4695 Overseas Hwy.

Approximately 3 acres, with both highway frontage & deep water access. Building on Hwy. can be divided into 5 units. 30 metal storage racks, boat ramp, docks.



Property Type: Restaurant Building

Price: \$1,800,000

Date SOLD: October 2016

Description: 5501 5th Avenue

4,166 SF 250-seat restaurant & bar, with outdoor patio and a rarely available federally permitted fish house on a 1/2 acre lot. Includes FF&E.



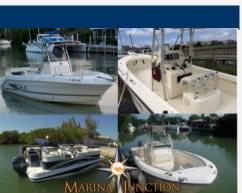
Property Type: Retail Space

Price: \$20,000/mos. 10 yr lease

Date LEASED: August 2016

Description: 222 Duval Street

2,720 SF building in the heart of downtown Duval. Next door to the Bull & Whistle.



Property Type: Water Sports Business

Price: \$1,500,000

Date SOLD: November 2016

Description: Vacation Boat Rentals -4681 Overseas Hwy

Money making business opportunity in Marathon. Grossed over \$1.8 mil in 2015. Solid set of books and accountant can back up nos.







Property Type: Warehouse with Showroom Description:

& Parking Lot

504 Angela Street

Price: \$398,184

Duval. \$8,800/mo. NNN.

Great location steps from

Approx. 1,300 SF built out as nice retail/office space with central A/C. 2,600 SF warehouse with 20' ceilings.

Date LEASED: May 2016

Key West



Property Type: Retail Space

Description:

423-B Duval Street

Price: \$1,051,200

Prime retail location, totally renovated with new façade, impact windows, ADA

compliant restrooms. Approx. 1,575 SF inline unit. \$17,000 p/mos. NNN.

Date LEASED: March 2016

Big Pine Key



Property Type: 2.5 Acres + 1,800 SF Bldg.

Description:

30663 Overseas Hwy.

Price: \$1,000,000

Commercial zoned land on US1, 2.5 acres, 2 parcels, 221' of highway frontage. Existing 1,800 SF building

and development agreement

Date SOLD: June 2016

with County to build.

Key West



Property Type: Retail Building + Full

Unrestricted 6-COP Liquor License

Price: \$1,000,000

Date SOLD: July 2016

Description:

508 Fleming Street

630 SF retail building, located less than 100 feet from Duval Street. Purchase includes a Monroe County Liquor License, which may be transferred to another

location.

