



# STAN JOHNSON COMPANY

The Net Lease Authority®

## Company Overview

Stan Johnson Company is one of the nation's leading commercial real estate brokerage firms. For over 25 years, the company's team of professionals has focused exclusively on the sale of net lease assets, with over \$8 billion in transaction volume nationwide. Client-driven service, in-depth expertise in the net lease industry and an unequaled track record of experience and success make Stan Johnson Company the Net Lease Authority® and the premier choice for delivering results.

### Specialization

25 year single focus in the net lease industry

### Team

Largest team of in-house net lease brokers who pool their knowledge and expertise

### Track Record

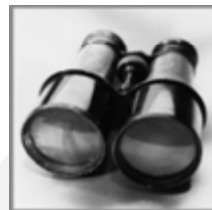
Over \$8 billion in closed net lease transactions nationwide

## Services Offered

- Single tenant, net lease assets
- Corporate sale-leaseback transactions
- Current knowledge of tenant expansion
- Debt financing advisory
- Leasing structure advisory
- 1031 exchange advisory
- Pricing advisory / Valuation
- Financial and market analysis
- Portfolio sales and exchanges
- Zero cash flow transactions
- Capital markets

## Clients We Serve

- Institutional REITs
- Pension Funds
- Private Equity Groups
- High Net Worth Individuals
- 1031 Exchange
- Real Estate Developers
- Foreign Investors
- Public & Private Corporations



## Real Estate Specialties

Retail

Office

Industrial

Healthcare

Corporate Headquarters  
6120 South Yale Avenue, Suite 813  
Tulsa, OK 74136  
918-494-2690

Oklahoma City Office  
1000 West Wilshire Boulevard, Suite 344  
Oklahoma City, OK 73116  
405-418-2953

Houston Office  
10707 Corporate Drive, Suite 120  
Stafford, TX 77477  
832-476-3440



## Career Summary

Craig's twenty plus year track record in real estate development, finance, leasing and management of industrial, office, and retail properties forms the basis for his advisory service to buyers, sellers, and corporations. He understands the investment needs of the client by listening to them carefully and continually. Providing qualified real estate options that match through diligent, detailed underwriting and primary research is the standard when working with Craig. Prior to joining Stan Johnson Company, Craig worked for the Tulsa Port Authority where he headed-up development of its 2000-acre industrial park and managed its bond finance function.

Investors consider single-tenant property a part of a diversified investment portfolio. They put a premium on real estate fundamentals rather than on short-term yields driven by "financial engineering." Developer and corporate clients value advice on structuring leases, underwriting tenant credit, and analyzing the real estate aspects of projects in planning. They rely on our understanding of their business and the realities of the capital markets to provide them solid strategies for their completed projects including bringing them highly qualified buyers, many of them repeat clients.

## Professional Affiliations/Designations

Certified Commercial Investment member, CCIM

## Education

BA in Economics, University of Oklahoma  
MBA , University of Oklahoma

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- Acquisition Assignments
- Pricing advisory for RFP's
- Corporate Sale-leaseback
- Exclusive Listings Engagements

Our relationships are evenly balanced between investors, developers, and private companies representing the range of net-lease property types. The common thread is net lease real estate - that's what we sell.

## Representative Transactions

DHL , Waco, TX  
\$4,200,000 | industrial  
Credit Tenant – Short Lease

Chandler/May, Huntsville, AL  
\$4,500,000 | manufacturing  
Corporate Sale-Leaseback

CH2M Hill, Spartanburg, SC  
\$15,000,000 | office building  
Credit Tenant – Regional Headquarter

Bank of America, Delray Beach, FL  
\$15,000,000 | office building  
Regional Headquarters

FedEx Ground , Chesapeake, VA  
\$9,800,000 | industrial  
City Hub for Hampton Roads Area

Computer Technology Systems,  
Birmingham, AL  
\$3,500,000 | office building  
Corporate Sale-Leaseback