



**Christopher H. Volk**

Chief Executive Officer,  
STORE Capital

**The net lease sector used to be a sweet spot for the individual investor, now it is dominated by large fund owners. Is there still a niche for the individual investor?**

There are a lot of individual net lease investors who participate in the market. Much of the investment activity is driven by tax considerations. Investors who elect to invest in publicly traded REITs in lieu of investing in direct real estate will benefit from greater investment liquidity and diversity, and benefit from income growth opportunities that include not only rent growth from existing assets, but also potential income growth from new asset investments.

**Have your clients changed the criteria for the properties they are seeking? How?**

No, their objective has not changed. We have always partnered with real estate intensive business owners to free up capital and create wealth through innovative lease financing solutions. We invest in profit center real estate nation-wide for an array of businesses across retail, service and industrial property types. Our customers are the companies themselves and the shareholders who direct those companies.

**With supply constrained, what properties are must-haves for investors?**

Actually, we do not see a constraint in supply. After all, public net lease REITs, which are generally the largest market participants, have a combined market share of assets less than 5 percent. We believe that this will make the net lease space amongst the fastest growing in the public REIT arena for years to come.

**What types of properties are popular with buyers?**

Buyers tend to like to invest in real estate with a known brand-name tenant, preferably one with an investment-grade credit rating. They also tend to prefer highly visible assets having strong retail street frontage visibility. As an investor, STORE's focus is on profit center properties leased to middle market and larger retail, service and industrial companies. STORE's leadership team has invested more than \$12 billion over the past thirty years, making it amongst the nation's most experienced investors in profit center real estate.

ADVERTORIAL



Single Tenant Operational Real Estate



**A Leader in middle market capital solutions.**

*A lease is just a lease, but a Master Funding SOLUTION is money. ®*



**Master Funding™ SOLUTIONS**

CONTACT US TODAY:

PHONE: 480.256.1107

EMAIL: sales@storecapital.com

8501 E Princess Drive

Suite 190

Scottsdale, AZ 85255

Scan to see what's in

STORE for you at

www.storecapital.com

