

ATTENTION: Bus./Fin., Investment/Banking & Real Estate Editors

FOR IMMEDIATE RELEASE

Horn Capital Realty Relocates to Miami Area from Dallas

Firm excels at “Strategic Conversion of Real Estate to Capital™”

DALLAS (May 31, 2001) – Horn Capital Realty, Inc. of Dallas, which specializes in sale-leaseback financing, net-leased properties and 1031 exchanges, will relocate its corporate headquarters from Dallas to the Miami area effective June 1, President and Founder Jonathan S. Horn announced today.

The five-year-old firm will be located at 1108 Kane Concourse, Suite 201, Bay Harbor Islands, FL 33154, 305-864-2000; fax 864-4240, www.horncapital.com.

"While the decision to leave one dynamic market for another was difficult, I believe the East Coast and southeastern United States will present additional capital partners for our investments in sale-leaseback transactions and triple net (NNN) lease properties," Horn stated.

“Commercial property ownership under a (NNN) lease agreement has emerged as a highly popular and effective strategy in real estate investing in the past decade,” said Horn, who has personally handled more than \$430 million in such investments as well as debt-and-equity placements in U.S. markets. Corporations involved included such large national tenants as Blockbuster Entertainment, Eckerd Drug, Kmart, Home Depot, Wild Oats Markets, Taco Bell, Wal-Mart and Walgreen Drug Stores.

“The popularity of such transactions is returning as many executives seeking critical funds to grow their companies are confronted by an uneasy stock market and burdensome interest rates,” emphasized Horn, who earned a bachelor of arts degree in economics from the University of Texas at Austin.

The 11-year veteran of the commercial real estate business has been quoted on the sale-leaseback subject in *Real Estate Issues, Area Development, Office & Industrial Properties,*

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Dallas Business Journal and by the Dow Jones News Wire. The former Vice President of the Retail Division at Henry S. Miller Commercial -- Texas' largest independent real estate services firm -- started his own company in 1996.

“*Business Week* has called triple-net lease real estate ‘a smart idea...for risk-averse investors seeking a steady source of income.’ High net worth individuals, particularly conservative investors, as well as banks, trusts, pension funds and REITs are probably the best candidates for these types of investments, “ he explained. “They share homogeneous objectives: safe, passive real estate investments designed to provide predictable, advantageous annual cash income, tax reduction benefits and the opportunity for significant long-term gain.

“*National Real Estate Investor* has reported, ‘The sale-leaseback industry has restructured the ownership of trillions of dollars worth of the nation’s corporate real estate assets’,” said Horn said.

Seller and Investor Benefits

In a sale-leaseback arrangement, a company sells one or more of its single tenant properties to an investor, generally for fair market value, in order to convert its illiquid real estate assets into working capital, he noted. The investor provides the seller with a triple-net lease for a negotiated period of 10 to 25 years. The seller/tenant then pays the investor a negotiated annual rent equal to 8% to 13% of the contracted sale price. Most often that rate is credit-driven.

A triple-net lease property frees the investor/landlord from any property responsibility. The tenant agrees to pay all costs associated with the property use and occupancy, including real estate taxes, insurance, improvements, on-site property management, maintenance and improvements.

Sale-leaseback transactions generally require a long-term investment of \$1 million to \$200 million or more. Such investments are available for all types of existing or build-to-suit real estate, including service centers, fast food establishments, industrial and health care facilities, office and educational buildings, distribution warehouses and retail stores. Horn Capital Realty, known as one of the most experienced, efficient and cost-effective facilitators, is currently working with several large U.S. firms seeking financing for their properties.

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For a Fact Sheet, answers to Frequently Asked Questions, Horn photo and profile, or authored article visit the Web site www.horncapital.com

FOR MORE INFORMATION OR INTERVIEWS:

Jonathan S. Horn, President, Horn Capital Realty, Inc., Miami, 305-864-2000; fax 864-4240;
jsh@horncapital.com, www.horncapital.com

or

Preston F. Kirk, APR, Kirk Public Relations, Austin, Texas, 830-693-4447; kirk@281.com