



2025

Cell Site Lease Insights Guide

An Informative Guide on Cell Site
Lease Buyouts for Property Owners

Visit us at [apwip.com](https://www.apwip.com)

An Introductory Guide to Selling Your Cell Site Lease



Welcome

Since our inception in 2010, we continue to be a leading global cell site lease acquisitions and investment firm. We have surpassed 10,000 cell site lease acquisitions and operate across 20 countries. Our goal is to offer solutions for cell site property owners looking to make money on their cell site lease.

What sets us apart? We have more than 25 years of experience, and we are leaders in the industry. Our customizable approach provides owners with lump-sum payments in exchange for future rent rights. In other words, we work with owners to provide them solutions tailored to their needs.

Our track record of consecutive year-over-year growth underscores our commitment to excellence as we foster enduring relationships built on trust and reliability with property owners and operators.

In this guidebook, you'll find information on cell site leases and the process of selling a cell site lease.

We hope that you will find all the answers here, and we'd be happy to answer any other questions you might have.

For additional information, visit our website apwip.com or contact us directly.

Sincerely,

A handwritten signature in blue ink that reads "Ed Bergstrom".

Edward Bergstrom

Executive Vice President, Acquisitions



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Explanation of Cell Site Leases



Importance of Cell Site Leases

Having a cell tower on your property may present opportunities. If you are considering selling your cell site lease, here are ten key aspects you should consider to make the most out of this important asset on your property.

Note that not all cell sites qualify for a lease buyout. That's why you may rely on the expertise of an APWireless Acquisition Director to better understand your lease and determine if your cell site qualifies. APWireless will provide you with a cell site lease appraisal, commitment-free, at no cost.

To contact us or to speak directly with one of our experts or Acquisition Directors, please call the phone numbers found at the end of this guidebook and on our website (apwip.com).

- Review your cell tower lease with a cell site acquisition expert.
- Contact an APWireless Acquisition Director to ask any questions about your lease agreement.
- Know your lease expiration date.
- Log the date of your rent review clause.
- As that date approaches, review your rent with your cell site tenants.
- Know how much equipment should be on your tower.
- Read the fine print of your lease agreement.
- Keep your documentation organized.
- Learn the most current local rules and regulations.
- Find out whether your site qualifies for a lease buyout by speaking with an APWireless Acquisition Director.

4 Continents

20 Countries

2.4K Testimonials

11K+ Leases



We work with property owners across Europe, Australia, and North and South America. The property owners we work with are:

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-
-
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- **Individuals & Business Owners**
- **Commercial Property Owners (development properties, hotels, part manufacturers, construction contractors, etc.)**
- **Municipal & Government Entities (mayors, township managers, etc.)**
- **Non-Profit & Religious Centers or Buildings (High Schools, Religious Centers of a variety of Denominations)**

How will you use your buyout proceeds?

Landlords use their funds for a variety of projects, including:

- **Cashing out**
- **Reinvesting in business**
- **Making other investments**
- **Investing in property**
- **Retirement**
- **Paying off debt**
- **Paying off mortgage**



Cash Out

Invest in Business

Payoff Debt

Retirement

Payoff Mortgage



Average Cell Site Lease Value

The average value of cell site leases has varied significantly based on location, demand, and other factors. Generally, cell tower leases command higher rates depending on population density and demand for coverage.

Additionally, factors such as the height of the tower, the weight load of the equipment, zoning regulations, and the specific needs of the wireless carrier can influence the lease value. In summary, there is no one-size-fits-all answer.

A Dynamic Telecom Tower Market

The telecom tower market is highly dynamic, with significant infrastructure changes due to mergers, acquisitions, and the rollout of new technology such as 5G. Companies are actively expanding and upgrading their networks across various regions. This implies that older towers are being replaced or upgraded, although precise global decommissioning figures are not readily available.



Key Site Lease Considerations

Changes to a lease agreement

Although each lease is different, many cell tower leases permit the tower operator or wireless carrier tenant to terminate the lease for many reasons.

Because APWireless has a large, global portfolio of cell tower and rooftop leases, is able to assume the responsibility of your cell site lease being terminated and can pay a large, up-front lump sum for any future rent associated with the cell site on your property.

Consolidation in the industry, network sharing, mergers and acquisitions, increases in data demand, advancements in cellular technology, and property titles result in the termination of a cell tower lease or a significant rent reduction.

Review your agreement carefully to see if these associated with your rent.

Technological Obsolescence

As technology evolves, tower structures become obsolete. The increased demand for data may seem to mean better security for your cell tower rent. The design of a wireless network is extremely complicated and constantly changing. New wireless technology allows for more cellular data to be transmitted over longer distances.

Industry changes to data demands can result in a variety of changes to existing leases. We have assisted landlords with acquiring their cell site lease before any unforeseeable changes occur to their rents. At the same time, innovative delivery have the potential to replace traditional cell tower or rooftop antennas, displacing old infrastructure.

While it is true that new cell towers are being built to handle more traffic, existing towers that no longer fit the network, may no longer be needed.

While we perform due diligence to determine the long-term prospects of every cell site lease we acquire, we also experience the loss of sites during the course of a contract with network operators for?



What is the solution?

Selling a cell site lease allows property owners to have access to capital, regardless of whether operators will use the tower or not. Changes to lease contracts can be unforeseeable, but you can secure your rent payment by selling your cell site lease.



“What should you, as the property owner, look out for?”

Why does APWireless assume the responsibility?

As for us, the security behind our investment in purchasing cell tower rent lies in spreading our capital across a large, global portfolio of cell towers and rooftops. We are able to absorb these cell tower lease changes because we have many sites that are still receiving rent.

- **Know the clauses, terms, and conditions in your lease.** If there's a clause that says that the rent should be reviewed yearly to ensure you're getting paid at market value, our team of experts can help identify your options.
- **Speak with an expert.** An expert will be able to identify opportunities and solutions in your lease. “After I've looked at your lease and walked you through it, you will know more about the market than you did before,” says an APWireless Senior Acquisitions Manager.
- **Know the local laws and read your lease.** Our team can inform provide resources to help stay up to date about local regulations to be aware of the specific factors that could impact your lease.
- **Find out how much notice the operator must give you for a lease termination.** Whether your contract says 90 or 30 days, you gain from being informed about the terms of your lease.





Why Work with APWireless?

We are passionate about property owners getting the best terms possible. APW creates flexible terms, unique to each individual, and property owners are at the center of every decision we make. We also understand that more than 11K lease holders the world over have chosen to do business with APWireless for two main reasons:

1. The Power of Guaranteed Money. The payment received from selling a lease is far more lucrative and beneficial in both the short & long term than sitting back and collecting an unguaranteed rental stream.

2. Mitigating Future Changes. Regardless of one's perspective on the potential challenges posed by network consolidation, technological advancements, lease terminations, or site decommissioning, selling a lease and reinvesting the proceeds into alternative investments may be a positive financial move that effectively eliminates any uncertainty surrounding the potential loss of rental income.

At APWireless we know that choosing to sell your lease is a big decision. We firmly believe that the only way to make an important decision is to have accurate and reliable information. Our Acquisition Directors are here to provide that information to help you reach a well-informed decision.

Flexibility of terms

Property owners who have worked with APWireless share that one of the key differentiators of working with APWireless is choosing their buyout terms based on their unique financial goals and aspirations.

Whether you are putting funds aside to invest in a business, buy a home, or retire, with APWireless you are able to take those plans into consideration as you determine your cell site lease buyout terms with your contact at APWireless.

You might be wondering what the property owner's experience is like? Property Owners share that as soon as they start speaking with an APWireless Acquisition Director, begin to formulate the best-case scenario based on the landlord's unique lifestyle and plans.

With APWireless, each cell site lease buyout is made unique to the landlord.

People centric

Our Acquisition Directors have been working with landlords for more than 25 years. We listen. We come up with creative, customizable solutions for landlords. We deliver, and with integrity. We are proud of our team members, and we are global. These are our core values.

Our personal approach, wealth of industry knowledge, and local expertise provides assurance to thousands of property owners around the world. We have more than 2,000 testimonials that attest that. We have invested in more than 10,000 lease acquisitions.



From Our Acquisition Directors



Why do you like to work with landlords?

“I like to work with landlords as I enjoy building relationships and providing them with knowledge that allows them to make informed decisions to close transactions with me. It is nice to be respected for my experience and knowledge which in return builds trust and beneficial friendships that have resulted in further business opportunities and great testimonials that help me build trust and momentum with new clients.” –Senior Acquisition Director, Australia

“I enjoy getting to interact with and understand people with different backgrounds and circumstances.” –Acquisition Director, Canada

“Every landlord is unique, they have their own story and their own motivations. There is a lot to learn from their success and failures as business owners, property owners, and/or family members.” –Acquisition Director, US

“Working with property owners over my 10 years at the company has been an enriching experience. Interacting with them provides a rich exchange of experiences and a deep understanding of how people’s minds work, both on a rational and emotional level. This work allows me to be the vehicle that enables the owner to receive significant capital in exchange for a contract, opening doors for them to invest in more attractive opportunities. Additionally, I have noticed that most owners appreciate being heard, enjoy expressing their feelings and beliefs, which makes the negotiation process even more rewarding.” –Acquisition Director, Brazil

“Working with landlords gives me the chance to talk to different people, learn from their experiences, and share my own.” —Acquisition Director, Portugal.

Why are you passionate about your work?

“I am passionate about working with landlords because I get to talk and meet people from all walks of life. It allows me to travel and put a face to the name and give them comfort and confidence that I am genuine and not just some person on a phone from the other side of the Country. I get to meet clients and understand each of their circumstances and learn from them so I can provide solutions and knowledge which in return allows me to learn and apply to other clients. I’ve built amazing business relationships and friends in this business and my favorite thing is closing a transaction with a client and receiving gratitude as to the level of my professionalism, knowledge and experience. It’s nice to be recognized and trusted during the transaction process from initial contact through to offer acceptance and transaction funding.” –Senior Acquisition Director, Australia

“There are two parts to this answer. One – I genuinely like to help people, and I derive personal satisfaction by working with them to understand their needs/wants and contributing to the quality of their lives by applying my knowledge and experience together with achieving the goals of my company. Two – I view each closed deal as a success and a measurement of my own continuously developing skill/knowledge.” –Acquisition Director, Canada

“I enjoy getting to know such a diverse group of people and I enjoy coming up with offers that help them achieve their individual goals.” –Acquisition Director, US

“My passion for working with property owners comes from the diversity and complexity involved in the negotiations. Dealing with all types of owners, from the most sophisticated to the least educated, has provided me with both personal and professional growth. I have learned to react appropriately to various situations, create solid arguments, and develop persuasive strategies to seek the closure of deals. This process not only challenges me but also rewards me with the continuous development of essential negotiation and interpersonal skills.” –Acquisition Director, Brazil

“Helping landlords achieve a goal gives me a sense of accomplishment.” —Acquisition Director, Portugal.



Step-by-Step Guide to Selling Your Cell Site Lease

1. Listen

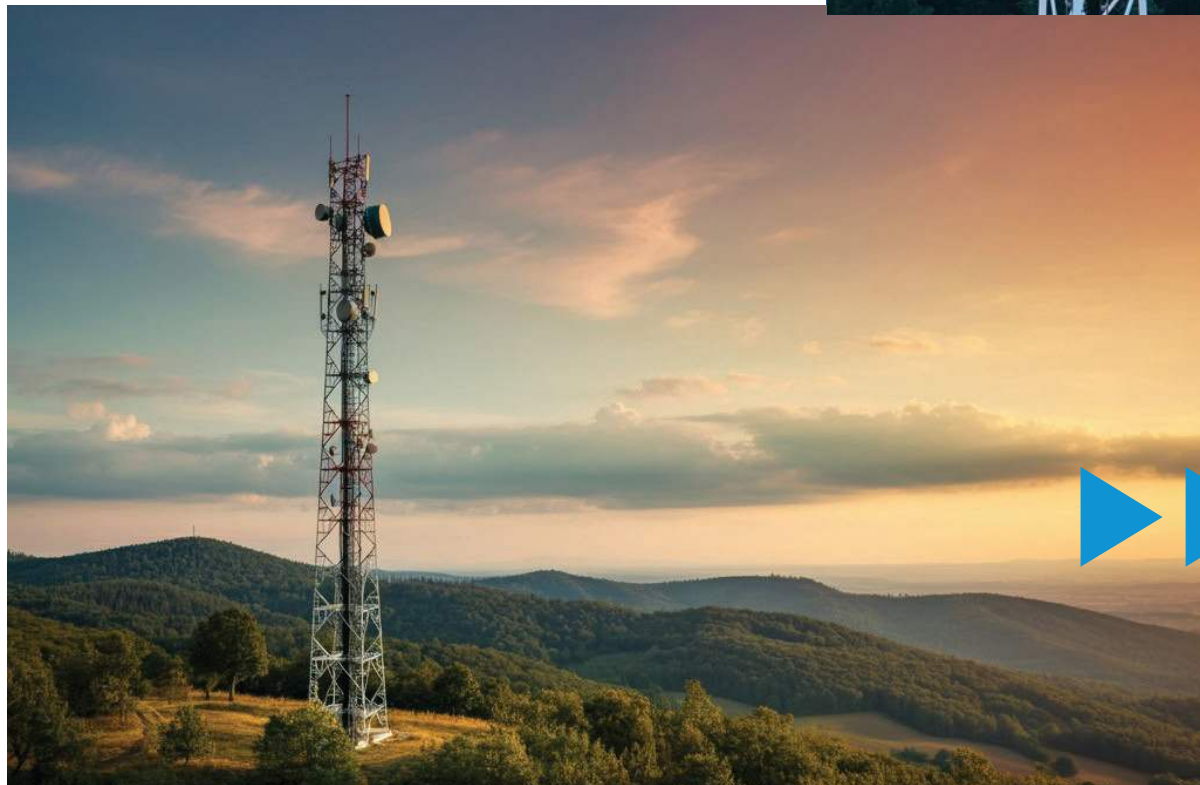
We recognize your needs are as unique as you are, and before presenting any kind of offer on your property, we take the time to understand those needs. During initial discussions, we make sure to include all the decision makers, educating you about the wireless industry and where the market is headed.

2. Analyze

After you have provided us with a copy of your cell tower lease, we analyze it in the context of your goals. We inform you of any particular vulnerabilities we uncover in the lease.

3. Offer

Next, we present you with a financial offer, often tailoring it to fit your goals. We can structure a cell tower lease buyout in many ways, and since each situation is unique we do not apply a cookie-cutter mentality.



Understanding the Cell Site Lease Process



4. Process

Once you have agreed to the terms, we do our due diligence: we gather and review documents related to your cell tower lease. During this step, our team communicates with you all along the way, giving you clear visibility into the status of your cell tower lease buyout.

5. Fund

We are well-capitalized and have the experience of handling thousands of cell tower lease buyouts; we can therefore close the transaction quickly and immediately wire the funds to you.

6. Market

If we have entered into a cell site management agreement with you, we will maintain an ongoing relationship that will benefit you throughout the life of the lease.

Scan to begin a complimentary cell site lease evaluation. No obligation or fees.





Property Owner Experiences & Testimonials

What global property owners are saying:

"I want to thank APWireless for making the process of selling my cell tower lease easy. All questions were answered and were quickly responded to. I was impressed with the quick payment of the funds." —Lindsey Whisenant, Woodville, TX, US

"I would highly recommend APWireless to other clients. I found Clint and Rachel to be both very professional and helpful. Thanks to my transaction with APWireless I will be able to pay off debt and still have money left to invest elsewhere." —Larry Gomez, Walsenburg, CO, US

"APWireless and our contact there Tracy were very professional and straight to the point but maintaining a friendly atmosphere at the same time. One of the best companies I have ever dealt with. Our deal was made easy." —Graham Wylie, Director, Andrail Limited, Glasgow, UK

"The terms of the deal were very favourable to us and we have just received our first payment, Oct 2022, as we opted for the 5 year payment plan. Linda was an absolute star in the negotiations and took time to explain how it all worked and the officers & trustees of the hall feel we have a substantial amount of funds now available to make the hall better for all in the community. It gives me great pleasure to recommend APWireless and particularly Linda should any other company or association in NI have any ideas in this area." — John Patterson, District Treasurer, Belfast, Northern Ireland, UK

"I personally found it helpful to meet with Tom early in the process and this undoubtedly aided communication throughout. The Club has earmarked the funds generated from assignment of the telecoms lease to maintain our course improvement plans which were under threat because of the financial impacts of the pandemic." —Jeff Brice, Director, The City of Newcastle Golf Club Limited, Newcastle upon Tyne, UK




"It has been very comfortable working with the people on your team. They are educated, prepared, and always willing to find solutions to any problem." —Gloria Solanas Urcelay, Cordova, Spain

"Collaborating with the Acquisition Director has been a pleasure. We reached a satisfactory agreement for both parties and built a friendly relationship with our Acquisition Director." — José María Moragues, Lawyer of the Community of Owners Plaza Sant Joan 18, Lleida, Spain

"I was approached by APW, first by mail and then the APW representatives reached out to me by phone. It was all very cordial, and Marina explained to me how it all would work. I didn't know it was possible to sell your cell-site lease. It was new for me! It opened a whole new financial investment possibility for us. What convinced me was the financial possibility and also the fact that we wanted to get projects done (parking, painting, and other work). Because of the cell-site lease buyout, we were able to redo our parking lot. There's easier access to our Golf Course now. We're also repainting the welcome center as we speak. All of this helps us better welcome our guests. We had clear and concise information at each step. Marina was able to keep us updated at each step, from a financial and legal perspective as well.



Property Owner Experiences & Testimonials



They responded 100% to each question. It was easy to get done and it gave us a financial opportunity to reinvest in our site.” –Jean Francois Fusil, Golf Course Director, France

“I would like to thank the entire APW Brasil team for their professionalism, cordiality, seeking to solve all doubts and solving all legal problems with great transparency and seriousness. With this business model, I was able to leverage other projects.” —Abilio Maldonado Quina, Mato Grosso, Brasil

“From the first moment the attention was excellent, they were always attentive to my questions and attended to any changes that were requested. This will help us with the expansion of some projects in our business.” — Georgina Espinoza, Jalisco, Mexico

We received very good advice. Timely information. The director, Claudia Rojas, was always very proactive and looked for solutions to facilitate the closing of the business.” –Humberto Garetto, Valparaiso, Chile

“Working with APWireless has been a pleasure. Jordan went to great lengths to provide me with peace of mind and build strong professional relationships. His patience, expert knowledge and experience filled me with confidence to make the most of the once in a lifetime opportunity.” —Leah Tsmos, Thornbury, Victoria, Australia

For more testimonials, please visit our site and click on the “Testimonials” tab for your country.





Frequently Asked Questions

What does APWireless do?

If you have a cell site on your property, you probably receive rent on a monthly or yearly basis. APWireless pays you so that you receive the money from your cell site lease. In other words, APWireless buys the right to receive your cell site rent for a specific amount of time.

What is a lease buyout?

A lease buyout is when APWireless pays you based on the market value of your lease. It's an alternative method of getting rent payments from your cell site lease. The lease buyout does not in any way affect the ownership of the property.

What are the benefits of a lease buyout?

A lease buyout provides you with financial security and completely eliminates the financial challenges associated with your cell site lease.

Some of the challenges associated with a cell site lease are lease termination, cell tower decommission, and changing local regulations that could vastly reduce the price of rent.

For example, should operators change your lease terms or lease status your recurring rent may be affected. However, with a lease buyout, you keep the full amount even if the lease gets concluded with the cell carrier.

A lease buyout allows you to gain control of your financial situation. By choosing a lease buyout, you gain the freedom to decide how to utilize the funds in ways that could include the following:

Invest in ventures that are in your area of expertise, or in something that is important to you, Plan for the future, accomplish your plans, or make your dreams a reality. For example, start a new business, or take part time work to spend more time with family. Our clients have been able to invest in real estate, new business ventures, and pay off debt.

The amount of the buyout depends on the rent you are receiving, the carriers on your property, the terms of your lease, the cell site location, the duration of the prepayment period, and other variables.

When we meet with you, we conduct an assessment to determine the best lease buyout payment option for you, given all the variables.



▶▶▶ F.A.Q.

Is this transaction allowed within the terms of my cell tower lease agreement?

When we meet with prospective clients, we look at their lease agreement to check whether it is possible to create a lease buyout agreement. Regarding specific questions about your cell tower lease agreement, we are always happy to answer questions and provide clarity about your lease agreement.

If my cell tower lease can be affected, why do you want to buy it?

This is a case of “the sum is greater than its parts.”

APWireless is building a global portfolio of cell site leases in which a single lease termination is far less impactful than it would be for an individual owner.

We know that if a cell site lease is affected for one of our clients, it impacts their income and bottom line. Because of our large network, APWireless is able to assume the investment and potential challenge of your cell site lease being concluded. Even if a lease is affected, you keep the sum paid to you for any future rent associated with the cell site on your property.

What happens if I sell my property after getting a lease buyout?

You have the ability to sell your property without any restrictions and keep the money you received from the lease buyout in its entirety.

What if I have a complex cell site lease?

Our team has seen many complex cases across the country and globe. We are experts at handling these and can work through complicated cell site leases.

What if my cell site lease has heirs or there are multiple people who own the cell site?

Our team of experts will review your lease and work diligently to offer solutions based on your specific situation to help you achieve your financial objectives. We have worked on over 10,000 leases across the globe and have offered unique solutions to every scenario.

How long does the cell site lease buyout process take?

Once we agree to terms, the due diligence and closing process can be completed. The process is straightforward, but how long it takes depends on a case-by-case basis.

What should I expect when entering a cell site lease buyout discussion?

Each situation is unique. We make sure that we learn your financial goals so that we can create the best cell site buyout for you.

You should expect to have APWireless inform you about your cell site lease and the process throughout the entire transaction.

What if I'm unsure about selling my cell site lease?

Each situation is unique, and we understand that everyone has their individual financial goals. Our first step is to understand what your goals are, and then we create the best sell site buyout for your situation. We also make sure that we keep you informed along the way.

What if I'm moving soon or retiring?

We will gladly work with our clients, especially when we know they have important life milestones coming up.

How long does it take to get payment?

We are well-capitalized and have the experience of handling thousands of cell tower lease buyouts. We can therefore efficiently close the transaction and wire the funds to you.

Why is APWireless interested in buying my cell site lease?

APWireless is one of the largest international wireless telecommunications site lease prepayment companies in the world. We are focused on the strategic acquisition and management of ground, tower, rooftop and in-building cell site leases. We apply our expertise and services to help both landlords and carriers achieve their strategic and financial objectives.



What is the Process Like?

Step 1: Initial Review & Consultation

At APWireless, our team collaborates closely with you to conduct a thorough risk assessment of your site. This process includes an in-depth analysis of key factors such as site location and type, tenant profile, rental rate, lease structure, market comparisons for rent, and more.

Step 2: Customized Proposal

We then present you with a detailed offer to purchase your cellular lease for a lump-sum cash payment. Our proposal is customized to meet your specific needs, providing clear terms and guidance throughout the process. We are here to address your questions and ensure full transparency every step of the way.

Step 3: Closing and Funding

Once you agree to move forward, a dedicated and experienced team will manage your transaction using standardized documentation and thorough due diligence checklists. We keep you informed at each stage, ensuring you know exactly where your transaction stands until it is completed and funded.

Process Overview

Before presenting any kind of offer on your cell site lease, we first take the time to understand your financial goals. During initial discussions, we make sure to include all the decision makers, educating you about the wireless industry and where the market is headed.

Next, once you have provided us with a copy of your cell tower lease, we analyze it in the context of your goals. We let you know of any particular vulnerabilities we uncover in the lease.

Then, we present you with a financial offer. Each situation is unique, and we tailor the financial offer to fit your goals.

We then gather and review documents related to your cell tower lease. During this step, our legal and administrative support team communicates with you all along the way, giving you clear visibility into the status of your cell tower lease buyout.

Next, we pay you. We are well-capitalized and have the experience of handling thousands of cell tower lease buyouts.

Lastly, if we have entered into a cell site marketing and management agreement with you, we will maintain an ongoing relationship that will benefit you throughout the life of the lease.



Having a cell tower on your property can open opportunities. Working with APWireless can provide multiple benefits. Trust that you'll be in great hands. Our Acquisition Directors have been working with property owners all over the world for well over a decade. We will listen to your concerns and requests and will provide personalized solutions.

About the Author



Edward Bergstrom

Executive Vice President, Acquisitions






Purpose driven leader with the relentless pursuit to contribute to organizational success. Business development strategist with a passion to achieve target goals and inspire teams to achieve excellence. Entrepreneurship, drive, and laser focus on achieving objectives contribute to acting on commitments. Expertise in driving business investment portfolios and leading global teams.

More than 25 years of experience in financial industries, including mortgage, private equity, and digital infrastructure investment acquisition. Prior to being promoted to Executive Vice President Acquisitions at APWireless, served as Vice President of Sales for the US market. Appointed as a principal at a successful mortgage loan origination company from December 2000 to June 2008, originating transactions totaling more than \$3 million per month in deal volume. He also founded E.W.B Financial, which offered a variety of financial products in September 2005.

“We are passionate about the property owner getting the best terms possible.”



APWireless

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