

CAPABILITIES OVERVIEW

Northeast Ohio Retail Services

An aerial photograph of the Cleveland skyline, featuring prominent skyscrapers like the Terminal Tower and the Cuyahoga River in the foreground. The image is used as a background for the slide.

CBRE

Meet the Team

Regional Support, Local Expertise

Our primary area of coverage includes the 16 counties comprising the Cleveland, Akron, Canton, Mansfield and Youngstown metropolitan areas. We also represent retailers throughout the state of Ohio, Indiana, Kentucky, West Virginia and Western Pennsylvania. Additionally, the team works with a network of eight CBRE offices in the Midwest region; all with full retail capabilities.



Thomas Flynn
Senior Vice President



Joseph Khouri
Senior Vice President



Kevin Moss
Senior Vice President



Ken Stern
Senior Vice President



David Comernisky
Vice President



Vince Mingo
Vice President



Connor Ambrose
Senior Associate



Brendan Wasilko
Senior Associate



Ali Denman
Associate



Carolyn Hurley
Associate



Andrew Coleman
Managing Director



Jen Priest
Marketing Manager



Trevor Kiko
Sr. Sales Support Coordinator



Meghan McCauley
Sales Support Coordinator



Erin Helems
Marketing Specialist



Pamela Hickey
Senior Marketing Specialist

The page features several decorative background elements: a large orange wavy pattern in the top right corner, a close-up of green leaves in the middle right, and a dark blue banner at the bottom right containing the main text. The bottom of the page is decorated with a pattern of diagonal orange and white stripes.

Meet the Team

**Dedicated
Support**

Why CBR?

Business Case Accuracy

Dependable data, better decision making, less surprise

Speed/Scale

Dependable and experienced team backed by variable resources leverage

Fully Integrated Approach

Real estate strategy support the business strategy, no silos

2025 TRANSACTIONS*



317

Transactions Completed



4.86M+

Total Transaction Square Footage



\$478M+

Total Transaction Value

**Total retail team transactions completed nationally*

HOW WE WORK



Focused speed to revenue



Transparency into local market activity



Site alignment to brand and target customer



Improved service to your franchisees



Control over the process



CBRE Retail Services

Who We Are

As the #1 global real estate advisory and transactions services firm, CBRE Retail leverages a combination of integrated solutions, unique insight, and unmatched experience to deliver successful outcomes for retailers, restaurateurs, investors, owners and developers. CBRE Retail is aligned with the best brands and companies in the world. We collaborate across geographic borders and service lines to deliver the complete spectrum of strategic real estate services to build advantage for our clients.

SPECIALIZED PROPERTY & INDUSTRY TYPES



Street & Urban



Mall & Outlet



Food & Beverage



Retail Centers & Mixed Use



Alternative Use (Conversions)



Land Sites

OCCUPIER SERVICES

- Tenant Representation
- Project Management
- Restructuring & Disposition
- Predictive Analytics
- Supply Chain Management
- Facilities Management
- Multi-Market Transaction Services
- Lease Administration
- Store-Within-a-Store Partnerships

INVESTOR SERVICES

- Landlord Representation & Leasing
- Project Management
- Property Management
- Valuation & Advisory
- Retail Investment Sales
- Floored
- Development Services



Who We
Represent
As a Team

Location Intelligence & Research Capabilities



PlacerAI gives us insight into consumer foot traffic. Our understanding of consumers' patterns leads to better strategy for targeting appropriate tenants. We can see:

- Visitor counts
- Customer journeys
- Churn
- Void analysis
- Psycho-graphic data
- Customer demographics

Dimension gives us the ability to combine demographic data, consumer preferences and behaviors, and market intelligence to better shape the narrative of the project for tenants.

- Retailer locations
- Restaurant sales data
- Market demographics
- Consumer drive times



RAZOR SHARP MARKET INTEL

- Unmatched in-house research and GIS resources
- 520+ global researchers
- Tracking 60+ major markets worldwide
- 40+ dedicated mapping professionals
- Regular CBRE publications allow us to have our finger on the pulse of North Carolina market activity

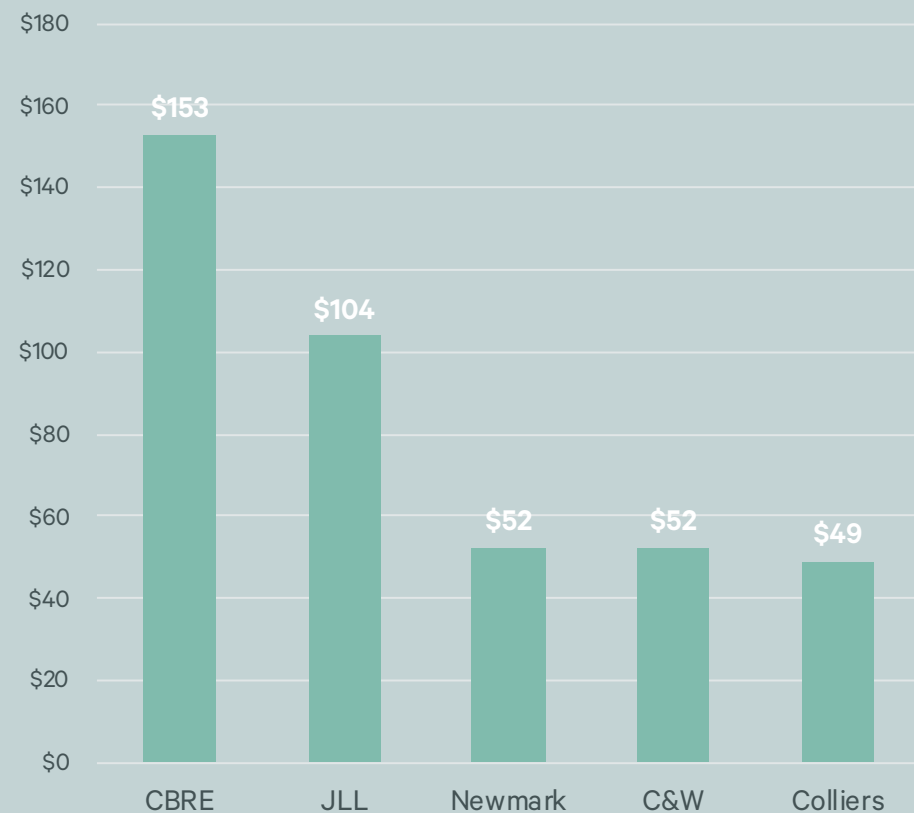
BEST-IN-CLASS COMMUNICATION

- Utilize SmartSheet, or preferred software, for regular leasing updates
- Monthly leasing calls to discuss asset goals, prospects, new developments, etc.
- Employ VTS to streamline asset communication between ownership, property management, and brokers

Why CBRE?

2025 Global Investment Sales Rankings

By Volume (Billions), All Property Types



Source: MSCI Real Assets. Closed properties only, based on seller's broker, excludes entity level transactions. Based on independent reports of properties and portfolios \$2.5 million and greater. *Other Companies all hold less than 2% market share each.



Business Case Accuracy

Dependable data, better decision making, less surprises



Speed / Scale

Dedicated and experienced team backed by variable resources leverage



Fully Integrated Approach

Real estate strategy supports the business strategy, no silos

We believe that this is a relationship business, and our team has spent 20+ years strengthening existing relationships and building new ones with some of the industry's biggest and best brands. Our success is measured not only of the value we provide our clients, but the value they get from working with our team. This customer-focused approach is the key tenet of our business, and our promise to you.



How Can We Help?

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CBRE

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