

ADVISORY & TRANSACTION SERVICES

Northern California Retail Services



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CBRE

Meet the Team



Jon Schultz | Senior Vice President

- 42 years of Retail brokerage
- Successfully represented 100+ national and regional chain retailers in site acquisition/disposition
- Consistently ranked Top 25 Retail salespeople for CBRE's Western region every year since 1999; Top 5 in Sacramento region for the past 30 years
- Northwest Region Director for RSG—CBRE's National Tenant Representation Group



Rick Martinez | Senior Vice President

- 38 years of retail sales and leasing experience; consistent top performer
- Nominated for ACRE Retail Broker of the Year Award 20 consecutive years
- Awarded CBRE's Navigator Award for outstanding leadership and service
- Member of California Waterfowl Association and Ducks Unlimited



Heath Kastner | Senior Vice President

- 26 years of sales and leasing experience in Northern California Region
- Specializing in new development, Landlord and Tenant/Restaurant representation and Investment sales
- Completed over \$1 billion in Retail property transactions
- Awarded CBRE National Retail Rookie of the Year
- Consistently ranked as a top retail producer in the Western Region and Northern California



Josh Schmidt | First Vice President

- 23 years of retail brokerage for CBRE
- Specializing in Tenant Representation, Owner/Agency Representation and Investment Sales
- Ranked in the Top 25 in the West; Awarded CBRE National Rookie of the Year in his first year; consistently nominated for ACRE Retail Broker of the Year
- Completed over 3,000 lease/sale transactions from Central Valley up to Oregon border



Partnering with clients,
providing a high level of service
and a personal touch.



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Our Value

Capabilities

LANDLORD REPRESENTATION

- Strategic and new development planning
- Marketing/research services; property positioning
- Leasing and disposition services

RETAILER REPRESENTATION

- Current situation and business plan analysis
- Market research and labor analytic studies
- Comprehensive property analysis and site selection
- Lease transactions; property acquisition/disposition

RESTAURANT SPECIALTY

- Expansion of market reach in existing/new trade areas
- Consolidation planning and implementation
- Site selection and lease negotiation

INVESTMENT SERVICES

- Valuation and Opinion of Value
- Disposition/acquisition of shopping center assets

LAND SALES


- Valuation and Opinion of Value
- Feasibility – determine highest and best uses
- Development/User land acquisition and disposition

DISPOSITION (Occupier & Agency Representation)

- Valuation and Opinion of Value
- Portfolio/multi-property or surplus property disposition
- Property repositioning

DIMENSION

- CBRE's proprietary location analytics platform of retail market data
- Displays cross sections of data in a customizable map format
- Includes 980,000 exact store locations and variety of demographics data



Whether you're breaking ground, downsizing
or forging a long-term global strategy,

we have the retail expertise that can help you
the most, wherever in the world you need it.

The Best People Representing the Best Brands

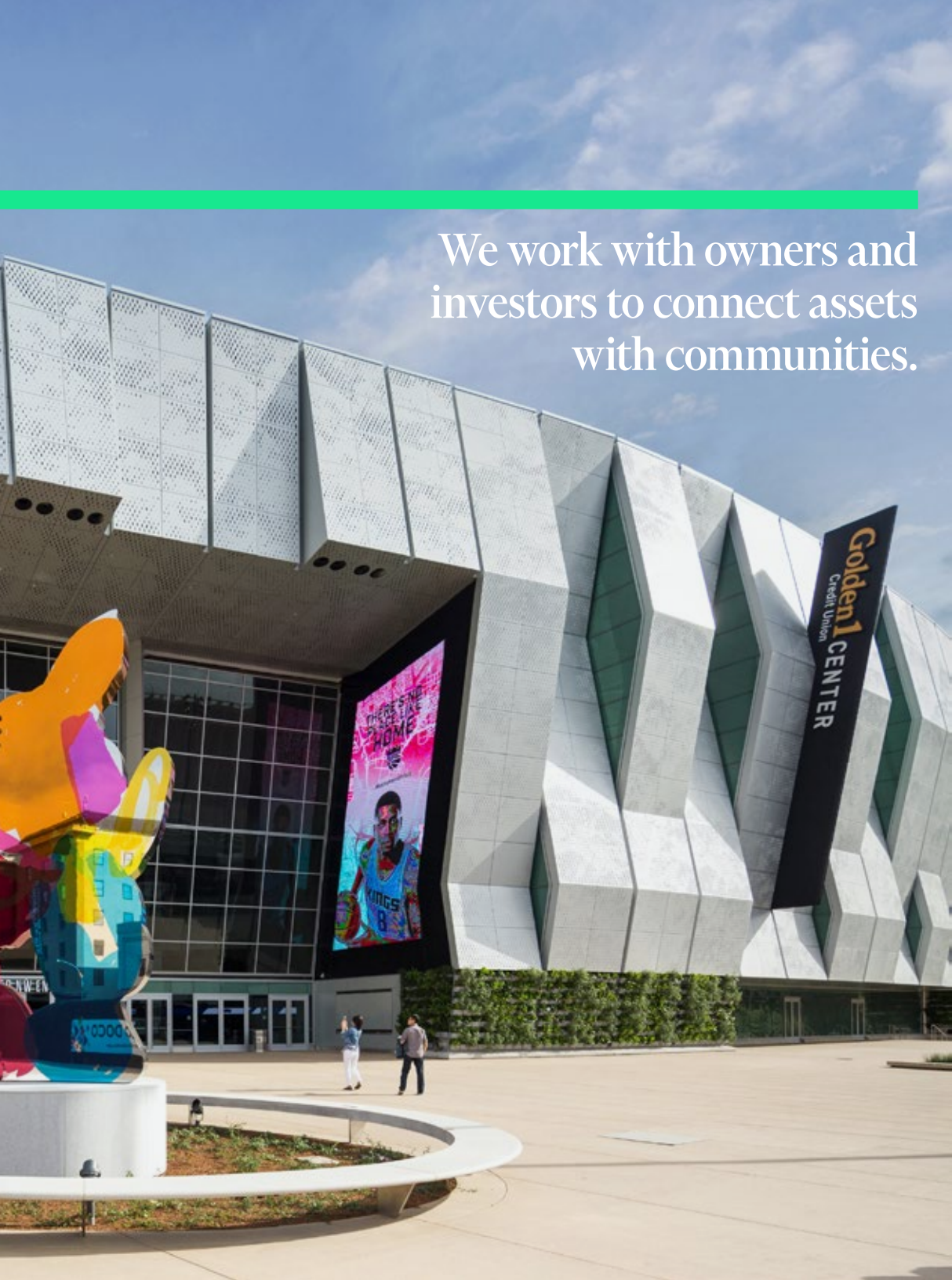
Tenant/Occupier Clients



We create great spaces
for great brands.

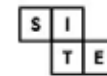


Golden 1 Center Arena, Sacramento, CA



We work with owners and investors to connect assets with communities.

Developer/Institutional Clients



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Northern California Retail

The Road to Retail Success

RETAIL SERVICES TEAM STATS

120+

YEARS EXPERIENCE

An extensive depth and breadth of market knowledge, transactional expertise and relationships

250+

NATIONAL/REGIONAL RETAILERS REPRESENTED

Capitalize on the broadest and most complete knowledge of National, Regional and Local retailer requirements

±38M SF

OF LEASING AND SALES

Successfully represent a wide range of Retail projects and opportunities

6

TEAM MEMBERS

The largest CBRE Retail team in Northern California with access to over 400 Retail Specialists and potential clients nationwide

\$777M*

INVESTMENT AND LAND SALES

Sealing the deals, reaching maximum value

200+

RETAIL TRANSACTIONS PER YEAR

Deliver precise and relevant transaction knowledge locally and throughout Northern CA

±12.5M SF

LEASED AREA

±543 AC

LAND SALE AREA

±3.1M SF

BUILDING SALE AREA

\$393M+

INVESTMENT SALE CONSIDERATION

\$2.14B+

IN TOTAL CONSIDERATION

*Since 2011

Integrated Services

We understand every aspect of the business of retail. We deliver more to clients and drive better business outcomes.



LEASING SERVICES



CAPITAL MARKETS
DISPOSITION



FINANCIAL SERVICES



DEVELOPMENT
SERVICES



CONSUMER
ANALYTICS



MANAGEMENT
SERVICES

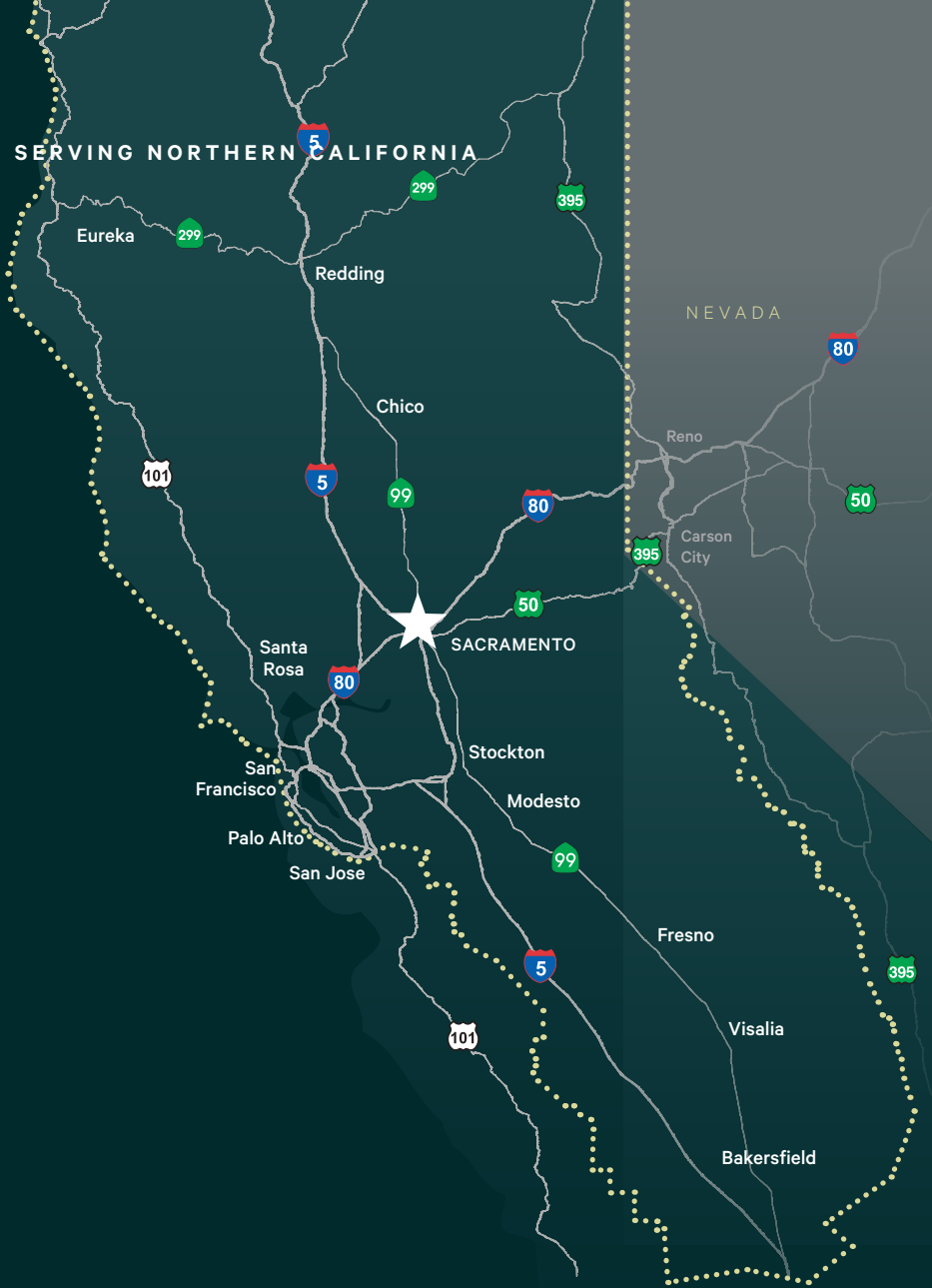
CBRE Value

- Access to retailer intel and relationships
- Comprehensive range of services leads to consultative partnership
- Breadth of global intelligence enhanced by local expertise
- Resources generating innovative solutions and practical applications
- Executing world-class results

About CBRE Group, Inc.

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2018 revenue). The company has more than 90,000 employees (excluding affiliates) and serves real estate investors and occupiers through more than 480 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services. Please visit our website at www.cbre.com.

SERVING NORTHERN CALIFORNIA



Market Coverage

Our market coverage is based in the state's capital of Sacramento and extends throughout Northern and Central California, from the Oregon border to Bakersfield.

Coverage Area Facts

The population of the market coverage area is generally well-educated and affluent with a strong employment base in white collar occupations.

20+

MAJOR METROPOLITAN
CITIES SERVICED

91,247

SQUARE MILES MARKET
COVERAGE AREA

15M

ESTIMATED
POPULATION

CONTACT US

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