

PHOENIX RETAIL **CAPITAL MARKETS**

CAPABILITIES OVERVIEW | PHOENIX, AZ



JESSE GOLDSMITH

Senior Managing Director

STEVE JULIUS

Senior Managing Director

CHASE DORSETT

Associate Director

35 YEARS COMBINED EXPERIENCE

PHOENIX RETAIL CAPITAL MARKETS

Steve Julius, Jesse Goldsmith and Chase Dorsett specialize in the sale and purchase of retail investment properties. Partners for 15 years, Steve's financial prowess complements Jesse's extensive network of brokerage and investor relationships, providing clients with superior expertise. Chase broadens the team through the cultivation of new business, financial underwriting, and thorough market analyses. Their deep market knowledge, niche specialization and unique skill sets allow them to tackle tough assignments, from challenges within the financials to the product itself, while delivering a high level of certainty for clients.

TEAM DIFFERENTIATORS

This assembled team has successfully completed numerous transactions in the local market and within the Western Region. We are experts in driving pricing and utilize a proven process to exceed our clients' objectives.

RETAIL INVESTMENT TRANSACTIONS OVER THE LAST 16 YEARS IN PHOENIX

\$895M

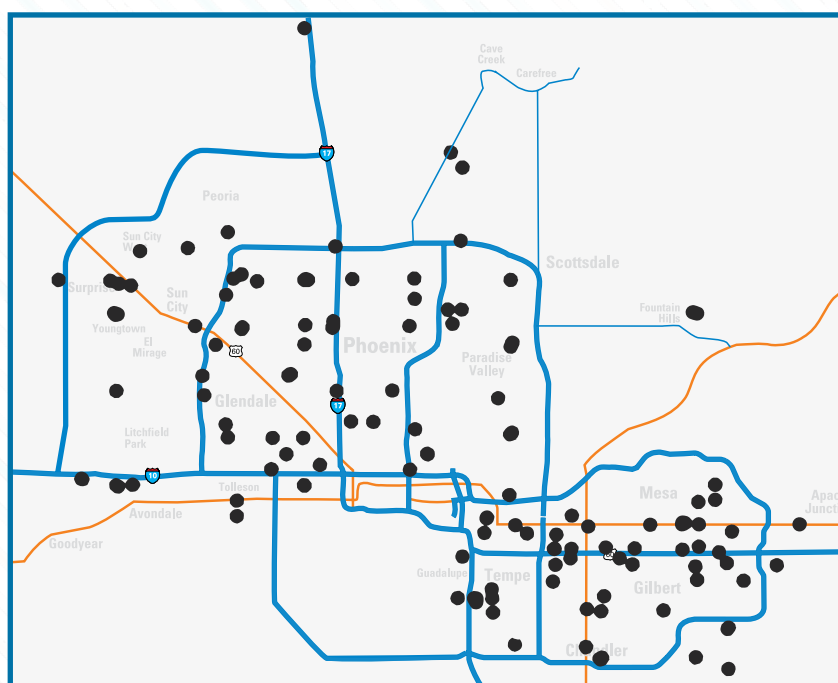
TOTAL
CONSIDERATION

5.24M

TOTAL
SQUARE FEET

220

TOTAL
TRANSACTIONS



THE RIGHT COMPANY AND THE RIGHT TEAM

LEADING INVESTMENT SALES

Newmark Knight Frank provides clients globally with sophisticated consulting and transaction services, taking an asset through its entire life cycle and considering every contingency. The Investment Sales team offers a full range of real estate services, including asset sales, sales leasebacks, recapitalizations, due diligence and consulting.

Our experts are transaction specialists: Most hold advanced degrees in law, business or real estate. Through our extensive domestic and international capital markets network, we maintain direct relationships with a broad investor base, including local, national and offshore entities; public and private investors; and users and developers. Representing buyers and sellers, national and international clients, the firm closed \$51B in sales transactions in 2019.

Newmark Knight Frank's transactions involve new development and repositioning of existing buildings. These transactions illustrate our ability to:

- Access decision-makers and capital markets
- Leverage our in-depth knowledge of the real estate market to create maximum value for our clients
- Structure creative transactions to meet our clients' objectives
- Direct strong, focused marketing campaigns
- Achieve top prices on investment sale transactions
- Overcome regulatory hurdles to unlock development potential

OUR FULL RANGE OF CAPITAL MARKETS SERVICES INCLUDES:

- Investment Advisory
- Merchant Banking
- Private Equity
- Sale/Leasebacks
- Debt Financing
- Workout & Note Sales
- Land Disposition & Development
- Valuation & Advisory Services
- Feasibility & Highest & Best-Use Studies

OUR COMPREHENSIVE PLATFORM

Our integrated platform gives clients a single source for all their real estate needs, with an emphasis on anticipating the future.



**CAPITAL
MARKETS**



**TENANT
REPRESENTATION**



**LANDLORD
REPRESENTATION**



**VALUATION
& ADVISORY**



**GLOBAL
CORPORATE SERVICES**



**PROPERTY
MANAGEMENT**

OUR GLOBAL COVERAGE*

\$3.5B+
ANNUAL REVENUE

\$96.7B+
CAPITAL MARKETS VOLUME**

18,800+
TOTAL EMPLOYEES

500+
OFFICES

58
COUNTRIES

*Figures include London-based partner Knight Frank and independently-owned offices
**Includes all commercial and multifamily investment sales, mortgage brokerage and debt origination volumes

M FOR THE TASK AT HAND.

WHAT OUR CLIENTS ARE SAYING

*These adjectives come to mind when describing your team:
HARDWORKING, PROFESSIONAL, GREAT SALES SKILLS,
CREDIBILITY, GRAVATIS.*

BRUCE GALLOWAY
CEO, Pacific West Land

Steve and Jesse are a dynamic and professional team. I appreciate working with them because they continuously show market expertise balanced with strong fundamental underwriting and a proactive marketing approach. They have delivered results that continue to meet and beat our expectations. We always look forward to working with their entire team on both the acquisition and disposition side of the table.

JOSHUA VOLEN
CIRE Equity

I have worked with Steve and Jesse for several years. They have always been honest, forthright and thorough in all of our dealings. I would certainly look forward to working with them again.

JEFF GEYSER
Lawrence & Geysler Development

Steve and Jesse are thoughtful, hardworking and persistent investment sales professionals. They bring to every transaction creativity and an extensive network of potential buys that are a fit for each unique situation.

KEITH SCHNEIDER
Trigate Capital

Jesse and Steve are a pleasure to work with. Their knowledge of the retail investment market in Phoenix is unparalleled, I expect them to gain strong market share in the future. Without their persistence and diligence, the deals we closed in 2011 do not get done.

JOE DYKSTRA
Westwood Financial Corp.

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