

# PHOENIX RETAIL CAPITAL MARKETS & INVESTMENT SALES

REPRESENTING SELLERS  
& INVESTORS IN RETAIL  
INVESTMENT TRANSACTIONS

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**NEWMARK**



**JESSE GOLDSMITH**

Senior Managing Director

**STEVE JULIUS**

Senior Managing Director

**CHASE DORSETT**

Director

**43 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 16 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

Our financial analysis of each property is detailed and accurate. Our market data is thorough and compiled internally. Our reputation is respected. Our enthusiasm for each listing is high. Our tenacity is tested.

## RETAIL INVESTMENT TRANSACTIONS OVER THE LAST 22 YEARS IN PHOENIX

**\$1.14B**

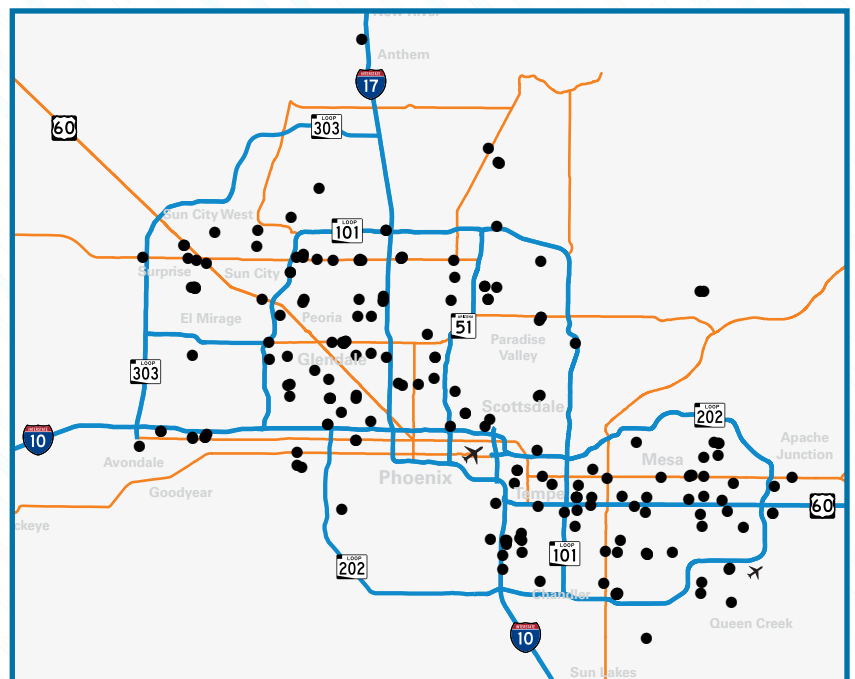
TOTAL  
CONSIDERATION

**6.51M**

TOTAL  
SQUARE FEET

**249**

TOTAL  
TRANSACTIONS



**THE RIGHT COMPANY AND THE RIGHT TEAM**

## TYPES AND EXAMPLES OF PROPERTIES WE'VE SOLD

### GROCERY ANCHOR & SHADOW ANCHOR



AHWATUKEE MERCADO

\$13,975,000

### FITNESS / SOFT GOODS



PARK LEE

\$11,625,000

### UNANCHORED STRIP CENTER



NORTHERN CROSSING

\$4,090,000

### VALUE-ADD



CANYON TRAILS

\$41,000,000

### NEW CONSTRUCTION



BLOCK AT PIMA CENTER

\$23,500,000

### SINGLE TENANT NNN



DRIVER'S EDGE

\$3,212,000

## MARKET LEADERS IN RETAIL INVESTMENT SALES

### WHY NEWMARK?

~170

OFFICE LOCATIONS

TOP 5

IN ALL RANKINGS

55+

COMPANIES ACQUIRED  
SINCE 2011

95

YEARS IN BUSINESS,  
FOUNDED IN 1929

\$2.5B+

ANNUAL REVENUE

~\$1.7T

2022+2023 TRANSACTION VOLUME

~7,400

PROFESSIONALS

BEST BROKERS

IN EACH MARKET

### OUR STORY

After nearly a decade at Marcus & Millichap, followed by nine years at CBRE, our team decided that Newmark was the right fit for our future and the best for our clients. It's collaborative, both locally and regionally, the support and leadership is excellent, and we have the best professionals in the business. Our team has only focused on retail investment sales, which makes us specialists and market leaders. Our typical clients include private investors, syndications, funds, REITs, and institutional capital.

Notes: Headcount and office locations include business partners. Excluding these business partners, we had nearly 7,000 employees in approximately 145 offices as of September 30, 2023. Our revenues and volumes are for Newmark company-owned offices only, for the trailing twelve months ending September 30, 2023. Volume figure is the notional value of all leasing, investments sales, mortgage brokerage, and GSE/FHA origination transacted by the Company as well as the estimated value of all properties appraised by our V&A business for the trailing two years.

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**  
Evergreen

*Steve, Jesse and Chase 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

*We require the most factual and insightful analysis we can obtain before considering the sale or purchase of any property. Whether its market knowledge, investment analysis or handling our sale and purchase transactions, their team always performs to the highest level, each time exceeding expectations. Their team assisted in all aspects of the transaction and made the due diligence move seamlessly, resulting in a closing with no delays or issues.*

**TERRY WILLIAMS**  
Mariah Properties

*I have worked with Steve, Jesse and Chase 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 & Geyser Development

*I am so impressed by Steve, Jesse, and Chase and what they did to keep this deal moving forward. It is one of the best brokerage experiences I've ever had. They are masters and I'm glad I've had the chance to make their acquaintance.*

**RICHARD ENGEL**  
Pacific West Development

*Jesse, Steve, and Chase played an extremely important role throughout the Westgate acquisition process. The value this brokerage team brings to the table is extremely high. This team is sophisticated, passionate, and their work ethic has yet to be matched in the Phoenix market.*

**DAN DAHL**  
YAM Capital

*Steve, Chase and Jesse's ability to look at this center from outside the box made a huge difference in the pricing and marketing of the asset. While priced as whole, the analysis help push the final price to a higher level. Their local knowledge and local connections uncovered the right buyer for this asset. They are analytical, aggressive, and a pleasure to work with.*

**PAUL SHARP**  
TriGate Capital

*They sourced a buyer that typically none of the other investment brokers would not have found, who was perfect for the center, got us a price we were very happy with, but most importantly followed through during the due diligence process with the buyer and were always honest and straight with us through the process. I highly recommend Steve, Jesse and Chase if you are thinking of selling a property.*

**HOWARD GRACE**  
WM Grace Companies

## NEWMARK CONTACTS

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