

# RETAIL SERVICES

## Newmark Grubb Phoenix Realty Group



Newmark Grubb Phoenix Realty Group guides its retail clients through every business objective, from site selection, lease negotiations and asset dispositions or acquisitions, to construction management and, if necessary, financial restructuring and inventory dispositions. Through our partnership with Newmark Grubb Knight Frank, we serve a diverse client base, ranging from local and national retailers to institutional investors and owners of large portfolios, and lenders and developers.

### Tenant Representation

Newmark Grubb Phoenix Realty Group provides comprehensive, personalized store leasing and consulting services to retailers, both large and small. In the ever-changing retail real estate environment, there is a need for real estate professionals with a full vision of the retail landscape and a thorough understanding of the intricacies of successful retailing. Our objective is to carefully evaluate each client's business in order to understand where a retailer needs to locate, and why. For retailers looking to expand locally, regionally or nationally, we leverage our sophisticated market analysis, awareness of the trends and variables that impact retail sales and deep local market knowledge to identify the most attractive trade areas, strategically plan and uncover the ideal location. Our retail advisors remain intimately involved throughout the entire process to ensure that the tenant's interests are protected in each transaction.

### Owner Representation

As representatives of property owners, Newmark Grubb Phoenix Realty Group uses strategies to identify and maximize the retail space at its fullest potential. After establishing a clear understanding of an owner's objectives, we customize the optimum marketing and leasing program

to create a competitive environment in order to secure the best available tenants and produce a profitable retailing venue. Property owners benefit from our extensive network of contacts and relationships, and find our team to be a formidable asset in quickly and successfully matching property owner with retail tenant.

### Developer Services

We provide guidance through every step of the retail development process, whether a developer plans to build a brand-new center from the ground up or renovate an existing site. Working in conjunction with our brokerage services, we can advise our clients on entitlement issues, government incentives and design, and assist with the arrangement of construction financing. As the project moves forward, our professionals are then able to provide construction management, leasing advisory and exit strategy recommendations.

### Our Comprehensive Offerings:

- ◆ Leasing Advisory
- ◆ Property Leasing and Management
- ◆ Property Management
- ◆ Asset Acquisition and Disposition
- ◆ Due Diligence Services
- ◆ Asset Valuation
- ◆ Strategic Market Analysis
- ◆ Financial Modeling
- ◆ Debt and Equity Sourcing
- ◆ Construction and Project Management



*Newmark Grubb Phoenix Realty Group represented the purchaser in the acquisition of the Winn Dixie shopping center, located at 33 Arlington road in Jacksonville, Florida. For this 65,296 square foot development, the brokers negotiated a final sales price of \$2,250,000, which equated to \$34.45 per square foot and an 11.7% capitalization rate.*

### Newmark Grubb Phoenix Realty Group

Newmark Grubb Phoenix Realty Group is a full-service commercial real estate company serving Northeast Florida and Southeast Georgia. The firm has completed more than 30 million SF of transactions since its inception in 1993. Today, Newmark Grubb Phoenix Realty Group provides industrial, office, retail and investment brokerage services representing tenants, buyers, landlords and sellers, as well as third-party and institutional investors of every size.

Through Newmark Grubb Knight Frank, one of the world's leading commercial real estate advisory firms, our clients have access to opportunities in every major market throughout the country, as well as across the globe. For further information, visit [www.phoenixrealty.net](http://www.phoenixrealty.net) or call 904.399.5222.