

# Client Information Package

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# NATIONAL RETAIL GROUP

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Sales | Acquisitions | Research | Analysis



# The Team



**Chad Knibbe, CCIM**

First Vice President Investments

National Retail Group, Net Lease Properties Group, Special Asset Service

Chad Knibbe, is a founding member of Marcus & Millichap's San Antonio office. Chad and his team focus on multi-tenant and single tenant retail investment brokerage in the Southwestern United States. Chad has ranked as the #1 retail agent in Marcus & Millichap's Central and South Texas region every year since 2008, and currently ranks in the top 5% of all retail agents nationally within Marcus & Millichap. Recognized by both the San Antonio Business Journal as a Heavy Hitter and by CoStar Group as a Power Broker, Chad received a National Achievement Award from Marcus & Millichap in 2015. He was also featured as a Guest Speaker at the 2015 San Antonio South Texas CCIM Symposium. Chad graduated in 1996 with a BBA in Finance from Baylor University.

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Transaction Coordinator

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## Investment Sales:

The industry's most powerful real estate transaction platform

Property marketing and dispositions

- Forward-looking underwriting and market positioning
- Professional representation
- Relationships with the largest pool of investors nationally
  - Real-time communication system (MNet)
  - State-of-the-art marketing center (Marketplace)
- Proactive due diligence management

Property Acquisitions

- Industry -leading inventory system (MNet)
- Real-time acquisition matching (Buyer Needs)
- Market and property-specific targeting

## Financing:

The most competitive rates-the most reliable execution

- Provided by Marcus & Millichap Capital Corporation (MMCC)
- National network of capital sources
- Access to the most competitive debt and equity capital
- Financing for acquisitions, refinancing, development, and redevelopment

## Research:

Industry-leading market research by property type

- Comprehensive ranking of markets nationally
- National and local reports
- Submarket analysis
- Custom studies and analysis
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## Advisory Services:

Long-term real estate investment strategy

- Assessment of clients' investment objectives
- Disposition/Acquisition and portfolio strategy

Custom Advisory and consulting services

- Asset analysis and opinion of value
- Property operations analysis
- Specific asset buy-sell strategy
- Market and submarket analysis and ranking
- Portfolio strategy by property type
- Development and redevelopment feasibility studies



## MOVING CAPITAL.

## MAKING MARKETS.

At Marcus & Millichap, our systems, culture and business approach have evolved into a unique transaction platform that will bring you superior results through access to geographic markets from coast to coast, thanks to every type of investor and experts in every major property type. We bridge the institutional market with private capital across market boundaries to maximize value for each transaction. We don't just market properties, we make a market for each property we represent.

# \$37.8B

## TOTAL VOLUME CLOSED IN 2015

# 8,715

## 2015 TRANSACTIONS CLOSED COMPANY-WIDE

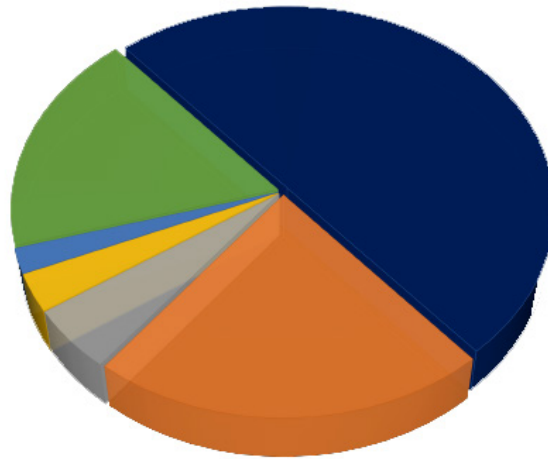


● Marcus & Millichap Offices

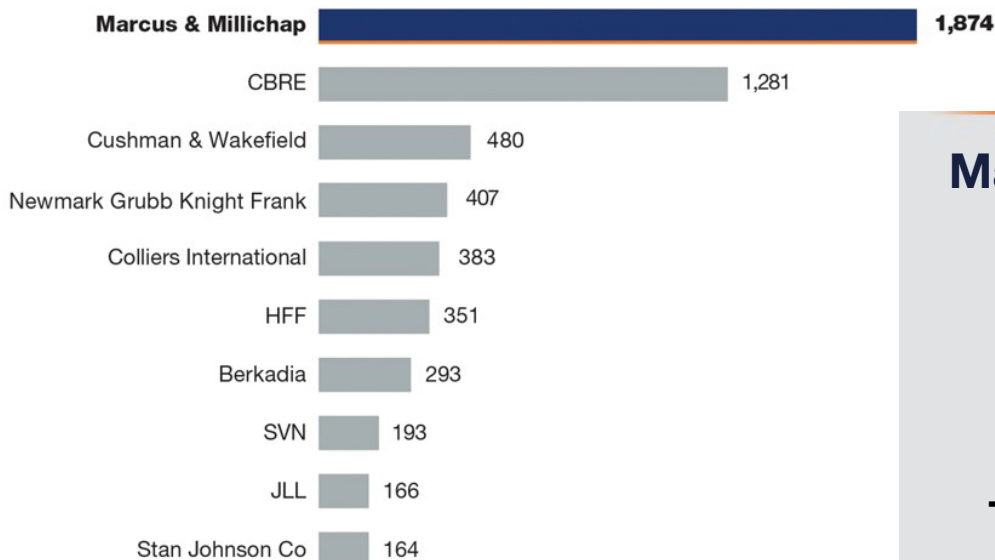


## 2015 TEXAS PROPERTY SALES BUYERS BY STATE

MORE ACCESS TO **OUT-OF-STATE BUYERS** THAN ANY OTHER SOURCE



### U.S. Investment Sales Brokerage Company Ranking\*



### Marcus & Millichap 2015 Results

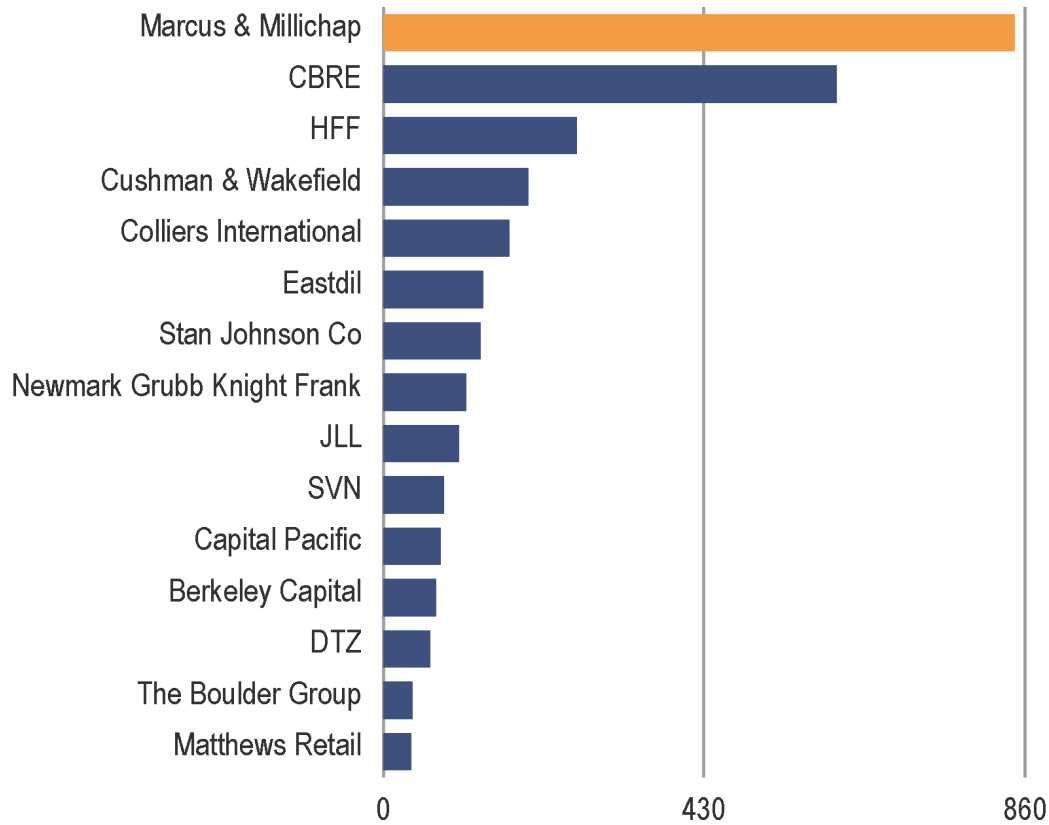
**TOTAL SALES:  
\$37.8 BILLION**

**TOTAL  
TRANSACTIONS:  
8,715**

\* Includes sales of apartment, office and retail properties between \$2.5 million and \$20 million in U.S., 12 months ending 12/31/2015; list side. Data believed to be accurate but not guaranteed. Source: Real Capital Analytics, Inc.

## MARCUS & MILLICHAP Dominates Retail Investment Sales Market

### Top 15 Retail Brokerages of 2015 by Number of Properties



**REAL** CAPITAL ANALYTICS

Transactions. Trends. Tools.

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