

Retail Re-Engineered



...It is Complex, Tenant Driven, and Market Centric

We never treat real estate like a commodity. Retail, in particular, is uniquely complex. It's decidedly tenant-driven and completely location-driven. That is why we established a collaborative and highly creative culture — to set the industry standard in retail investment and client service. Whether advising on a single asset or large portfolio, we bring top-level expertise to every aspect of the transaction, providing our clients with strategy, execution, and results that are unmatched by any other retail-specialized group in the nation.

One Team. One Company: Moving Markets and Maximizing Value.

Transforming the Retail Real Estate Industry

Through its recent strategic partnership with X-Team Retail Advisors, a nationwide affiliation of seasoned retail leasing experts, we offer a fully integrated platform with disciplined expertise in landlord leasing, tenant representation, capital markets, and investment sales to maximize value for clients.

Together, we serve as a collaborative resource through the sharing of relationships, industry knowledge, and property level insights, while providing clients with a unique combination of national scale, regional strategies, and local market expertise.

Tenant Rep

Landlord
Leasing

Capital
Markets

Investment
Advisory & Sales

40+

Markets U.S.
& Canada

350+

Professionals
Nationwide

25

Years in
Business



“**Faris Lee** is unique in providing a very high level of integrated financial and marketing processes.”

Chris Westfahl, *Managing Director*
Silverpeak Real Estate Partners





Minds Moving Markets

We are fully committed to
delivering on our promises and principles

We've Always Been Different

Faris Lee was founded in 1996 on the premise that there was a place in the industry for a firm with a commitment to openness, transparency and the willingness to share ideas. We believed that a multidisciplinary approach would yield superior results. An atmosphere of continual self-improvement was a key objective, as was behaving with the highest level of integrity in all client interactions. Even our approach to staffing was innovative: We didn't necessarily hire for retail real estate experience, but rather for the quality of the person.

The Faris Lee Promise: To Protect, Enhance, and Create Value

The passing of nearly 25 years has confirmed our business model. We continue to rely on forward-thinking market expertise, collaborative teamwork, and creative insight to deliver outstanding value. We have become one of the leading retail real estate advisory firms nationwide. Our transactional experience spans billions of dollars and thousands of deals, and we're proud to say we have the industry's highest closing percentage.

One Team. One Company.

For the last 25 years, we've focused on maximizing investment value for retail owners in order to deliver outstanding results.

We are guided by the following principles:

Integrity

The moral character to do what is right

Community

Care and concern for the welfare and success of others

Ambition

Committed to personal, professional, and organizational growth and development

Accountability

Willingly accept responsibility for our actions

We See Smarter. We See Further. We See Better.

Since Inception, the investment advisor has built an unmatched knowledge base and deep team of experts that both private investors and institutions count on to bring opportunities and execute strategies. Our powerful combination of specialized retail expertise and in-depth understanding of market fundamentals delivers results that consistently meet clients' needs.

We have earned a reputation for creating strategic approaches that blend traditional real estate brokerage services with corporate advisory, finance and capital markets expertise. Through collaboration and relentless execution, we build time-tested relationships as a trusted advisor regardless of the market cycle or investment strategy.



Seven Investment Groups Tailored to our Client Needs:

National Anchored Retail Investment Group

Anchored retail properties are arguably the most complicated and complex assets within the retail real estate universe. Our understanding of the nuances and complexities of anchored retail is unmatched in the industry. We specialize in Neighborhoods/Community Centers, Power Centers, Regional Malls, and Mixed-Use Properties.

National Mid-Market Investment Group

The retail investment “Middle Market” or “Mid-Market” is comprised of multi-tenant assets that fall in the space between single tenant retail and multi-tenant anchored retail ranging in pricing from \$2 million to \$18 million. This market is further characterized by assets which are not primarily driven by corporate tenancy, but are driven by local real estate fundamentals.

National Single Tenant Investment Group

Single tenant retail assets better defined as a bond wrapped in real estate range from \$1 million to \$50+ million. These properties provide a wide range of investors with portfolio diversity and a hedge against market uncertainty.

Private Client Group, West Advisory Group

The Private Client Investment Group, West will support opportunistic investors looking to reposition and redevelop assets. It focuses on providing relationship clients advisory throughout the life cycle of their investments, developments, and portfolios.

Private Capital Acquisition Advisory Group

Investors seek viable investment opportunities supported by sound strategies. We carefully evaluate prospective transactions and provide strategic guidance or advisory services that enable clients to achieve investment objectives.

Capital Markets

Our ability to access and structure capital effectively is anchored on an approach to align investors with capital partners that share similar investment and operating objectives. An extensive network and long-established relationships with leading domestic and international institutional capital sources allow us to successfully execute.

National Senior Living & Hospitality Group

We work with retail owners and investors to optimally position retail assets. A strategic approach to explore in a challenging and complex environment is adding senior housing or hospitality uses to address challenges a retail property faces, or to maximize the value of unused land.

At Faris Lee Investments

We protect, enhance, and create value.

We are strategic, surgical, and creative.

We engineer our teams to fit the project and client.

We treat each other with integrity, dignity, and respect.

We share openly and completely for the benefit of our clients and each other.

We are committed to superior quality standards.

“Creativity and drive to get deals done have been consistent qualities of the firm over the years. Ultimately, Faris Lee is a different breed of broker. They are experts who can do more than one thing.”

Joseph D. Goveia, *President*
Goveia Commercial Real Estate





Client List

3D Investments
Blackrock
Blackstonae
Brixmor
Cadence Capital
CBL & Associates
CIM Group
Citivest
Clarion Partners
Combined Properties
Coventry Advisors
SITE Centers
Decron Properties
Donahue Schriber
DSB Properties
Fortress
Fritz Duda
GDA
Grosvenor
Hutensky Capital Partners
Inland Companies
Invesco RE
JP Morgan Chase
Kimco Realty
Krausz Companies
La Salle Advisors
Ladder Capital Finance
Lend Lease
Lewis Operating Corp
LNR
Lubert Adler
Macerich
Midland
Milan Capital
Newmark Merrill
North American
Oaktree Captial

Pacific Castle
Pactrust Realty
Paragon
Passco
PCCP
Phillips Edison
Praedium Advisors
PREIT
Pres Companies
PGIM
Realty Income Corp
Red Mountain Retail
Regency Centers
Rich Development
Rockwood Capital
RPAI Properties
Sabal Financial
Shamrock Fund
ShopCore Properties
ShopOne Centers
Silverpeak Partners
SKB
Spirit Realty
STORE Capital
Tooley Investments
Torchlight Investors
Trigild
Vestar
Vornado Realty
VEREIT
Washington Prime Group
Weingarten
Westrust
Westwood Financial
Whitestone REIT
Winthrop REIT

Locations

Houston
Nashville / Knoxville
Birmingham
Los Angeles
Las Vegas
Cincinnati
Austin
Irvine
Tampa
Chicago
San Francisco
Kansas City
Denver
Salt Lake City
Portland
Indianapolis
Albuquerque
Seattle
San Antonio
Norfolk / Richmond
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