



FARISLEE
Investments

SETTING THE STANDARD IN RETAIL INVESTMENTS



RETAIL IS COMPLEX, TENANT DRIVEN, AND MARKET CENTRIC

We rely on Market Expertise, collaborative teamwork, and creative insight to yield superior results.

Retail is uniquely complex. It's tenant-driven and 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 & MAXIMIZING VALUE

For the last 29 years, our focus has been retail. Faris Lee was created 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.

Our track record has confirmed our business model and unmatched knowledge base. We have earned a reputation for creating a strategic approach tailored to every transaction. 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.



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

Chris Westfahl

Managing Director

Silverpeak Real Estate Partners

NATIONWIDE RETAIL INVESTMENT INDUSTRY LEADER

Faris Lee Investments built its reputation as a nationally recognized retail investment sales leader based on its unparalleled results throughout the U.S. The nationally acclaimed team has transacted in every state in the U.S. and has historically achieved the highest pricing across the country.

Our ability to excel in all major markets is enhanced by our involvement as the capital markets experts in one of the most respected and qualified retail network in the country. X Team Retail Advisors, a retail

platform of tenured real estate professionals specializes in tenant representation and landlord leasing across 40 markets in the U.S. and Canada. Faris Lee Investments joined the platform as its primary investment advisory and capital markets arm.

As part of the X Team Retail Advisors, Faris Lee utilizes localized knowledge in markets across the country, providing a deeper insight into regional trends to maximize value for our clients and provide certainty of close.

40 MARKETS IN U.S. & CANADA

CLIENT ROSTER

BLACKROCK

Blackstone

BRIXMOR®

CADENCE

CBL®

CIM

CITIVEST

CLARION
PARTNERS

Combined Properties

OVENTRY
REAL ESTATE ADVISORS

DECRON
PROPERTIES

DONAHUE
SCHRIER

FRITZ
DUDA
COMPANY

GDA

GROSVENOR

HCP

inland
COMPANIES

Invesco

JPMORGAN CHASE & CO.

KIMCO™
REALTY

The KRAUSZ
COMPANIES, Inc

LaSalle

LC
LADDER
CAPITAL

lendlease

Lewis Group Of Companies

LNR

LUBERT ADLER
REAL ESTATE FUNDS

MACERICH®

MILAN CAPITAL

MRG

NewMark Merrill
COMPANIES

NORTH AMERICAN REALTY

PACIFIC CASTLE

PACTrust

PARAGON

PASSCO

PCCP

PHILLIPS EDISON & COMPANY

PRÆDIUM Advisors

PREIT

PRES

REALTY INCOME

RED MOUNTAIN GROUP

Regency
Centers.

RICH

ROCKWOOD
CAPITAL

RPAI

SABAL

SHAMROCK

SILVERPEAK

SITE

SHOPCORE
PROPERTIES

SKB

SPIRIT
REALTY

STORE
capital

TORCHLIGHT

TRIGILD

VCP

VEREIT

VORNADO
REALTY TRUST

WASHINGTON
PRIME GROUP™

WEINGARTEN REALTY

westwood
FINANCIAL

WHITESTONE REIT

WINTHROP



Creativity and drive to get deals done have been consistent qualities of the firm over the years. On all of our tougher deals we definitely look to Faris Lee first and they have proven themselves time and again. Ultimately, Faris Lee is a different breed of broker. They are experts who can do more than one thing. If a task or deal doesn't fit in one box, they think out of the box to make it work. Their biggest attribute is that I don't get put into a corporate machine and spit out the other side... we can get a hold of them, they respond, they get answers quickly.

Joe Goveia

Owner

Goveia Commercial Real Estate

GROCERY ANCHORED CENTER

Closing Price:

\$31,500,000



Property:

Orchard Walk East

Location:

Visalia, CA

Building Size:

295,964 SF

Seller:

Pension fund advisor

Highlights:

- **100% occupied Target-anchored center in growing trade area**
- **Strong sales with low rent for junior anchors**
- **Strong intersection**
- **Closed at contract price with SoCal family office**

I GROCERY ANCHORED CENTER

Closing Price:

\$35,000,000



Property:

Algiers Plaza

Location:

New Orleans, LA

Building Size:

288,00,SF

Seller:

Private Equity Fund

Highlights:

- Features anchors like Winn-Dixie, Walgreens, Ross, TJ Maxx, Petco, and Five Below, and recently opened Chick-Fil-A drive-thru.
- Diverse mix of tenants, ensuring consistent foot traffic and resilience against e-commerce challenges.
- Strategically located near downtown New Orleans with dense infill demographics.

COMMUNITY CENTER

Closing Price:

\$65,900,000



Property:

Sunset Esplanade

Location:

Hillsboro, OR

Building Size:

371,619 SF

Seller:

Overseas REIT

Highlights:

- **Dominant Portland grocery anchored community center with best in class tenant roster**
- **Located near Reeds Crossing, the largest residential development in OR**
- **Closed with pension fund exceeding seller's pricing expectations**

COMMUNITY CENTER

Closing Price:

\$23,500,000



Property:

The marketplace

Location:

Flagstaff, AZ

Building Size:

268,022 SF

Seller:

REIT

Highlights:

- **Dominant community center with industry leading retailers**
- **Located in most dynamic submarket in Flagstaff**
- **Closed with all cash buyer in a 1031 exchange**

STRIP CENTER

Closing Price:

\$12,946,000



Property:

Meridian Plaza

Location:

Cypress, CA

Building Size:

28,541 SF

Seller:

Family office

Highlights:

- **100% leased Dollar Tree-anchored shopping center with no rent collections issues during COVID-19 pandemic**
- **Represented Orange County-based 1031 investor in the acquisition**
- **Achieved lowest cap rate for an Orange County multi-tenant retail center over 25,000 SF during COVID-19 pandemic**

| SINGLE TENANT

Closing Price:

\$31,418,000



Property:

Whole Foods

Location:

New Orleans, LA

Building Size:

30,300 SF

Seller:

Developer

Highlights:

- **Investment grade tenant with long-term NNN lease in affluent infill New Orleans**
- **Closed with a 1031 Exchange New York Family Office**

SINGLE TENANT

Closing Price:

\$28,500,000



Property:

Ross

Location:

Pasadena, CA

Building Size:

38,492 SF

Seller:

Private investment company

Highlights:

- **Generational Pasadena Lake Avenue location with investment grade credit tenant**
- **Long-term tenant stability & recent 10-year lease extension with strong sales**
- **Intrinsic real estate value**
- **Covered land play**
- **World class Pasadena trade area**

| SINGLE TENANT

Closing Price:

\$13,243,243



Property:

Tesla

Location:

Fayetteville, GA

Building Size:

66,324 SF

Seller:

Developer

Highlights:

- **Pre-Sale on a 10-year NNN lease**
- **Closed on the rent commencement date with a California 1031 exchange buyer**
- **Outperformed the market with a 5.55% Closing Cap**
- **Locked in pricing and managed rising interest rates of 150 BPS during escrow**



WE



... protect, enhance,
and create value.

... are intellectuals, strategists,
and problem solvers

... engineer our teams to fit
the project and client

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

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

... are committed to superior
quality standards



At Faris Lee Investments, we believe in One Team, One Company. We provide best-in-class service, real, and measurable solutions for your success.





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