



RETAIL SERVICES



» Ackerman Retail: Experience You Can Depend On!

Ackerman's retail experience runs deep – since 1967 to be exact. Our retail services experts are seasoned professionals with broad market experience and industry knowledge who maintain lasting relationships with key retail decision makers.

Our leadership team has extensive experience as and on behalf of retail owners and developers, making us uniquely positioned to provide you with 360° industry insight that ensures a successful outcome, every time. We go the distance for our clients – and the numbers prove it.

Through our best-in-class retail services platform, we deliver solid results for our local and multi-market clients throughout the Southeast in:

- » Landlord Representation
- » Property Management
- » Tenant Representation
- » Investment Sales
- » Site Selection

100+
YEARS

COMBINED
EXPERIENCE

10+
MILLION

SQUARE FEET
OF TRANSACTIONS

\$1.7+
BILLION

IN TRANSACTIONS

Landlord Representation: Owner-Tailored Value Creation

We begin with an in-depth understanding of your property goals, the trends influencing your market and the tenant synergies needed to make your retail property thrive.

We are creative dealmakers who approach every landlord leasing assignment through the multi-faceted lens of our years of experience gained as landlord agents and owners. We put that experience to work for you, creating a strategic leasing plan that maximizes long-term value and brings you the just-right tenant.

To us, every prospect is essential. Our landlord leasing team recognizes the value of small tenant and anchor leases as part of the overall goal of achieving a healthy tenant mix. We work collaboratively with our property management group, managing tenant build-out, delivering tenant space, and providing service long after lease execution.



OUR SERVICES INCLUDE:

- Landlord Representation
- Property Marketing
- Research Services
- Valuation and Advisory Services

Property Management: Hands-on Approach with Owner Perspective

As developers, owners and managers of real estate, Ackerman understands what it takes to create, improve and maintain the short and long-term value of an asset. Third-party owners benefit from the lessons learned managing and improving our own portfolio of retail, office and industrial properties since 1967.



Our team of property management professionals has an average of 20 years of industry experience. We work seamlessly across business lines to increase occupancy, achieve the highest rents, and deliver maximum return on investment.

We stay busy, successfully tackling an 8-million-square-foot portfolio of owned and third-party properties. We are ready and committed to executing the same forward-thinking strategies for your retail properties.

OUR SERVICES INCLUDE:

- Property Management
- Tenant Relations
- Building Operations
- Tenant Improvements
- Accounting
- Asset Management

Tenant Representation:

Partnering with each client for comprehensive solutions and long-term success

Our experienced tenant representation team combines market expertise and deep knowledge of the industry to provide customized solutions for lasting retail success. Each tenant we represent is not only a client but a partner as we become an extension and advocate of your business objectives.



We know that each market presents unique opportunities and that every client has specific goals. By conducting extensive market research and understanding each client's individualized market strategy, we identify the best site options for both local and multi-market rollouts.

We provide turnkey transaction services – from site identification and LOIs to site submittal and lease execution – and our strong relationships with developers and landlords ensure the selection of the optimal site at the most competitive rate.

OUR SERVICES INCLUDE:

- Execution of Expansion Strategies
- Marketing Research
- GIS Mapping
- Competition Analysis
- Occupancy Analysis
- Turnkey Transaction Services

Investment Sales: Custom Solutions for Optimum Returns

We specialize in retail investment sales in the Southeast, with a mid-market focus. Our integrated services are uniquely suited to your owner/investor needs. We provide first-class solutions gained through years of solid experience and deliver maximum returns through our deep understanding of local market research, capital trends and property underwriting.



Our expert team incorporates best practices together with the latest technologies to effectively market your property. This includes:

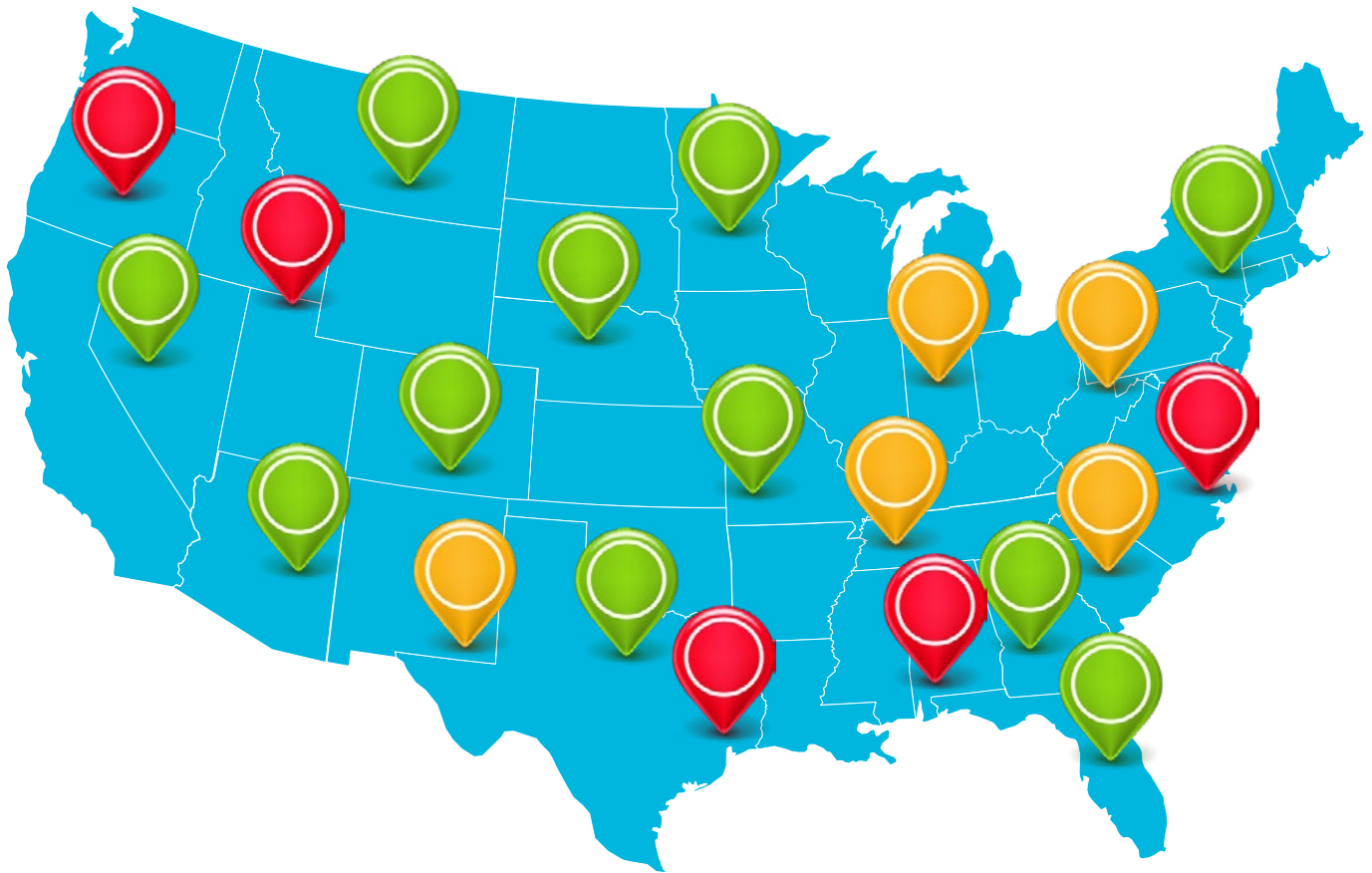
- » Custom marketing plan and strategy
- » Comprehensive underwriting and due diligence to deliver targeted pricing strategy
- » High-quality offering memorandum
- » Maximum market exposure using the best online marketing platforms
- » Qualifying potential buyers to ensure quick closing
- » Full cooperation with brokerage community

OUR SERVICES INCLUDE:

- Investment Sales
- Portfolio Analysis
- Sale Leaseback
- Capital Formation

Geo Expansion Capability

Ability to expand geo outside of Georgia, if desired.



Ackerman Retail provides coverage across the Southeast. From our home base in Atlanta, the retail team has rollout capability across Georgia, South Carolina, Tennessee, Alabama and North Carolina. Beyond these states, we have established excellent relationship with brokerage firms, further increasing our reach in other major U.S. markets.

Additionally, through our membership in the Realty Resources Network, we can partner with local firms to develop strategies for rollouts in a variety of markets.



Established in 1988, Realty Resources Network is a unique alliance of independent commercial real estate brokerage firms from across the nation. These firms have strong ties to the communities they represent as well as stakeholders and leaders at the local level.

Landlord/ Property Management Clients

ATR Corinth Partners
Owners, Operators & Developers of Commercial Property

BRIXMOR

Grocery
REIT
SLATE

KIMCO
REALTY

**NEW
MARKET**

CORO
REALTY

Interface
Properties™

ORKIN & ASSOCIATES
INVESTMENTS

**BVBELK
PROPERTIES**
REAL ESTATE ACQUISITION / SALES / LEASING

ARMADA HOFFLER
PROPERTIES

EPP
ESSEX POINT
PROPERTIES

GLENWOOD
Development Company

Northwestern Mutual
FINANCIAL NETWORK*

EDEN ROCK
REAL ESTATE PARTNERS

SALOMON
REAL ESTATE GROUP LLC

PWL
PACIFIC WEST LAND

de DIVARIS
REAL ESTATE, INC.

STEIN INVESTMENT
GROUP

MARCUS PARTNERS

MADISON RETAIL, LLC

CONCORDIA PROPERTIES, LLC

G.H. ANDERSON & Co.

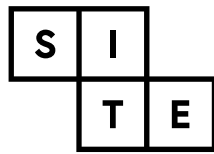
BARRETT RAND CORPORATION

COR PROPERTIES, LLC

Tenant Representation Clients



Investment Sales Clients



SITE CENTERS



CSA Trust



MDC Development



WINSTON PROPERTY VENTURES LLC



RDC Management

Wiggins Associates



BMD Management Company

Trickum Ops LLC

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