

NORTHERN NEVADA RETAIL SERVICES

WHAT IS RETAIL *SCIENCE*?

For Northern Nevada at the heart of the retail environment lies the intersection of data and the consumer experience.

Where information and analytics come together to reveal market trends. Where a deep understanding of consumer behavior informs the physical experience. Where ideas become actions that directly impact business success. At Kidder Mathews, we are passionate retail experts. We know how to leverage this powerful combination of data and consumer insight, unifying and mobilizing them into outcomes that build true business advantage.



MEET THE *TEAM*



**SHAWN
SMITH, CCIM, CRRP**

Executive Vice President



**SEAN
RETZLOFF**

Senior Vice President

25+ years of commercial real estate experience

Successfully represented 50+ national and regional chain retailers in leasing and site acquisition/disposition

Summit Awards Retail Broker of the Year (2015-2018)

Shawn specializes in retail, focusing primarily on landlord/tenant representation, land, shopping center acquisitions/dispositions, shopping center development, and investment sales.

Prior to Kidder Mathews, Shawn began his career with Grubb & Ellis in February of 2000 as a retail advisor and then joined Colliers International in 2005 as a vice president. In 2009, Shawn joined CBRE as a First Vice President and was the lead broker for a successful four-person retail department. and ranked among CBRE's Pacific Northwest top retail producers for 2017 & 2018. He joined Kidder Mathews in 2021 as an Executive Vice President.

13+ years of commercial real estate experience

Sean specializes in retail, with his primary focus on landlord/tenant representation, land and shopping center acquisitions/dispositions, shopping center development and investment sales.

Prior to Kidder Mathews, Sean began his career with the Carrington Company in 2012 as a leasing executive and asset manager and then joined CBRE in 2017 as an agent specializing in retail services. Sean is a graduate of the University of California, Santa Barbara, and enjoys playing golf, basketball, fishing and traveling.

Shawn & Sean handle leasing and investment sales in Northern Nevada with over 36 years of combined retail brokerage experience.

3.3M SF

ACROSS 42 EXISTING
SHOPPING CENTERS LISTINGS

\$1.2B

IN OVERALL
INVESTMENT SALES

\$1.1M SF

ACROSS 8 NEW GROUND-
UP SHOPPING CENTERS

50

NATIONAL & REGIONAL
TENANT REP ACCOUNTS

EXPERIENCE BY THE *NUMBERS*

38+

YEARS EXPERIENCE
COMBINED

An extensive depth and breath of market knowledge, transactional expertise, and relationships

2

TEAM
MEMBERS

The largest Kidder Mathews retail team in Northern Nevada by volume with access to over 400 retail specialists and potential clients nationwide

100+

RETAIL TRANSACTIONS PER
YEAR

Deliver precise and relevant transaction knowledge locally and throughout Northern Nevada

50+

NATIONAL/REGIONAL
RETAILERS REPRESENTED

Capitalize on the broadest and most complete knowledge of national, regional and local retailer requirements

\$1.5B

INVESTMENT AND
LAND SALES

Sealing the deals, reaching maximum value

+12.5M*

SQUARE FEET OF
LAND SALES

Successfully represent a wide range of retail projects and opportunities

12,003

SQUARE MILES
OF COVERAGE

Centered in Reno, extending to Carson City, South & North Lake Tahoe, Winnemucca, Elko, Minden, Gardnerville, Truckee, Fernley & Fallon

*SINCE 2000



THE BEST TEAM REPRESENTING THE *BEST BRANDS*

TENANT OCCUPIER CLIENTS

DEVELOPER/INSTITUTIONAL CLIENTS



best properties



OUR CAPABILITIES

Whether you are breaking ground, downsizing, or forging a long-term global strategy, we have the retail expertise that can help you the most, wherever in the world you need it.



01

LANDLORD REPRESENTATION

Strategic and new development planning
Marketing/research services; property positioning
Leasing and disposition services

02

RETAILER REPRESENTATION

Current situation and business plan analysis
Market research and labor analytic studies
Comprehensive property analysis and site selection
Lease transactions; property acquisition/disposition

03

RESTAURANT SPECIALTY

Expansion of market reach in existing/new trade areas
Consolidation planning and implementation
Site selection and lease negotiation

04

INVESTMENT SALES

Valuation and opinion of value
Disposition/acquisition of shopping center assets

05

LAND SALES

Valuation and opinion of value
Feasibility-determine highest and best uses
Development/User land acquisition and disposition

06

DISPOSITION (OCCUPIER & AGENCY REPRESENTATION)

Valuation and opinion of value
Portfolio/multi-property or surplus property disposition
Property repositioning

07

ESRI/REGIS

Kidder Mathew's propriety location analytics platform of retail market data
Displays cross sections of data in a customizable map format
Includes 980,000 exact store locations and variety of demographics data

GROUND-UP CASE STUDY 1

Village at Rancharrah

7100 RANCHARRAH PKWY | RENO, NV

Located in the strongest retail trade area in Reno with high end organic and specialty grocery stores, restaurants, and shopping

A community gathering place Activated by unique water and Fire features, expansive patios, adirondack chairs, waterfront dining, grassy village green, and a courtyard style design to protect visitors from the traffic and elements



IN-LINE TENANTS

- Hinoki Poke
- Rolled Mountain Creamery
- Village Well
- Armando & Sons Butcher
- Perenn Bakery
- Nektar Juice Bar
- Chase Bank
- Grafted
- Village Dental
- CBRE
- REMAX
- Kimley-Horn
- Fennemore

141 AC
MASTER PLANNED
COMMUNITY

2020
YEAR
COMPLETED



GROUND-UP CASE STUDY 2

Keystone Commons (now West End Commons)

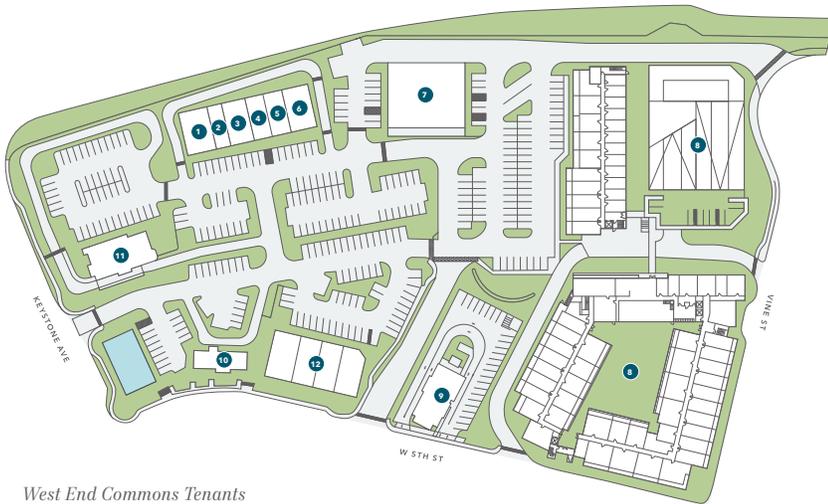
1-80 INTERCHANGE AT KEYSTONE AVE | RENO, NV

West end commons is a new development at the gateway of Downtown Reno and the future of Neon district

Located at the corner of Keystone Ave & 1-80

Exceptional exposure and visibility from I-80

Significant tourist activity from nearby Downtown Reno



West End Commons Tenants



IN-LINE TENANTS

- Chipotle

- Jamba Juice

- Mountain Mike's Pizza

- DLUX Window Coverings

- Firehouse Subs

- Cracker Barrel

- Wendy's

- Starbucks

- In-N-Out

- Panera

45,000

SF COMMERCIAL
COMPLEX SITE

ZONED

FOR UNLIMITED GAMING



GROUND-UP CASE STUDY 3

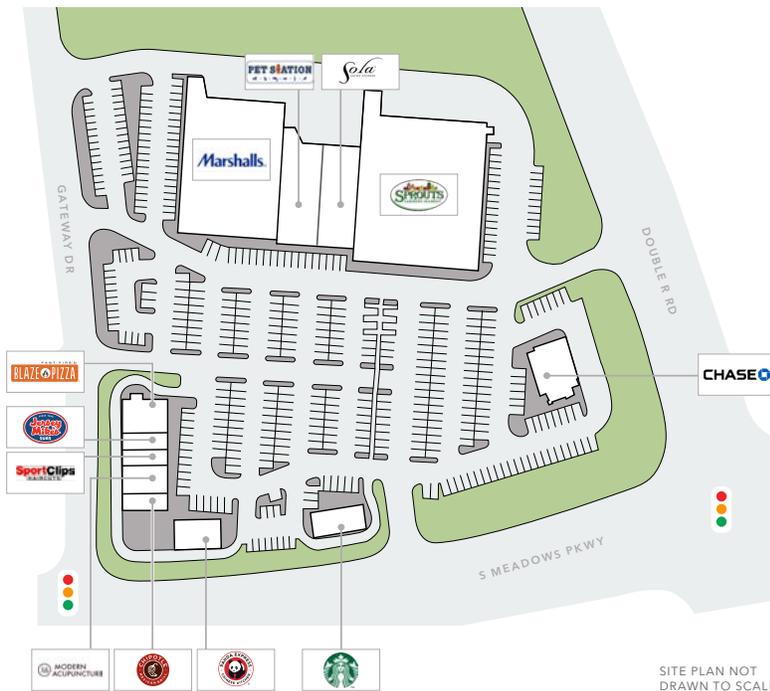
South Meadows Promenade

537 - 587 SOUTH MEADOWS PKWY | RENO, NV

Assisted the Developer with the acquisition of the land.

Worked with the Developer, architect and engineering to design the center and create the site plan and elevations.

Curated the Tenant Mix and successfully pre-leased the center to 100% occupancy



ANCHOR TENANTS

- Marshall's
- Sprouts Farmers Market

IN-LINE TENANTS

- Starbucks
- Chase Bank
- Chipotle
- Panda Express
- Blaze Pizza
- Sola Salon
- Pet Station
- Jersey Mike's

DEV

BRETT BARKER &
LANCE FAULSTICH

2018

YEAR
COMPLETED



POWER CENTER CASE STUDY 4

Fernley Promenade

FERNLEY, NV

Excellent visibility from I-80

Adjacent to Victory Logistics District; a new ±4,300 acre industrial development project meeting the needs of manufacturers, e-commerce, data centers and distribution

Rapid employment growth and new residential development

Flat/level parcel ready for development with paved access to the site

NEARBY COMPANIES

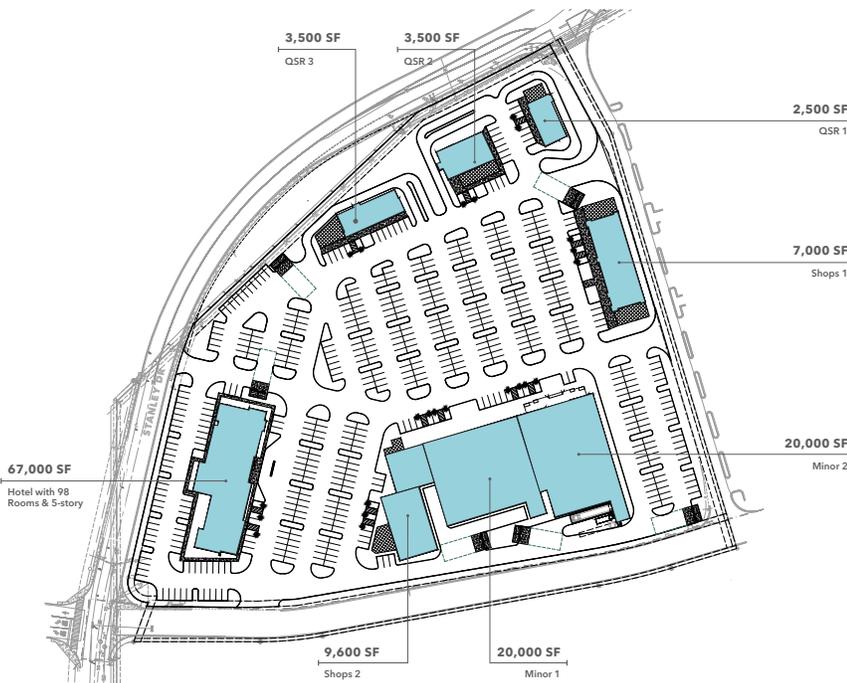
- Google
- Apple
- Tesla
- Polaris
- Panasonic
- Petsmart
- Chewy
- Jet
- Switch
- BlockChains

1.2K-20K

SF AVAILABLE SPACES

C-2

ZONING



MIXED USE CASE STUDY 5

Reno Experience District (RED)

210 E PLUMB LN | RENO, NV

60,000 Sf retail space available on the ground-floor and The Outpost

Located on the busy intersection of Plumb Lane and South Virginia Street at the southern entrance to Reno's Midtown District.

Plumb Lane is a main commuter route that links to interstate 580 and the Reno/Tahoe International Airport

New residential 1,300 apartments and a 170-room hotel on the immediate premise

EXISTING TENANTS

Century Park Lane
Cinema

Heritage Bank

Wells Fargo Bank

Klach Animal Hospital

IN-LINE TENANTS

Hub Coffee

Heyday Barber Co.

Electric Pickle



60K SF

RETAIL &
RESTAURANT SPACE

2022

YEAR
COMPLETED



LIFESTYLE CENTER CASE STUDY 6

Kiley Ranch Marketplace

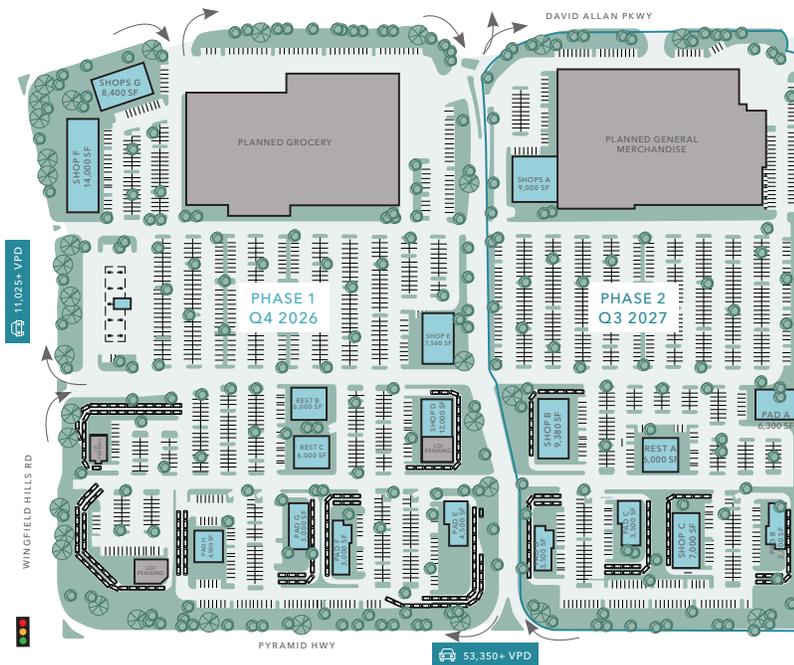
PYRAMID HWY & WINGFIELD HILLS RD | SPARKS, NV

Kiley Ranch Marketplace is a neighborhood shopping center in the trade area of Spanish Springs in Sparks, Nevada.

Located on the signalized corner of Pyramid Hwy and Sparks Blvd

Pyramid hwy is the main commuter arterial from I-80 to Spanish Springs, with daily traffic counts over 36,000

The owner has the ability to phase the project and flexible with building sizes and locations



AVAILABILITIES

- Anchor
- Anchor
- Junior Anchor
- Restaurant
- Bank
- Drug Store
- FF w/DT
- QSR w/DT
- Shop Space w/DT
- Fuel/C-Store

+47 AC

RETAIL DEVELOPMENT
SITE



GROUND UP CASE STUDY 7

Sky Vista Village

200 VISTA KNOLL PKWY | RENO, NV

Immediately adjacent to high volume Super Walmart

Diversified And expanding group of demand generators

Ongoing commercial and residential development will continue to drive activity to this area

IN-LINE TENANTS

One Nevada

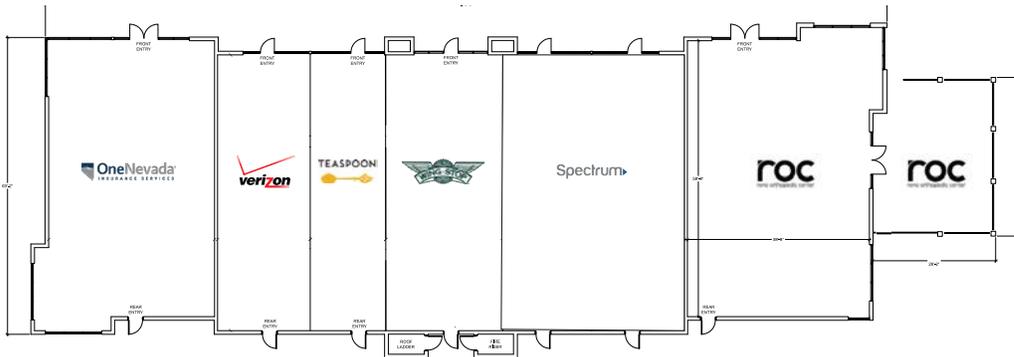
Verizon

Teaspoon

Wing Stop

Spectrum

ROC



100%

LEASED

RAPIDLY

GROWING
DEMOGRAPHICS



GROUND UP CASE STUDY 8

Dayton Village

8 DAYTON VILLAGE PKWY | DAYTON, NV

Situated to capitalize on expanding residential growth

Well situated for a variety of concepts in this highly under served trade area for dining options

Fully signalized primary access

Situated along the most heavily traveled roadway in Dayton with exceptional exposure to passing traffic

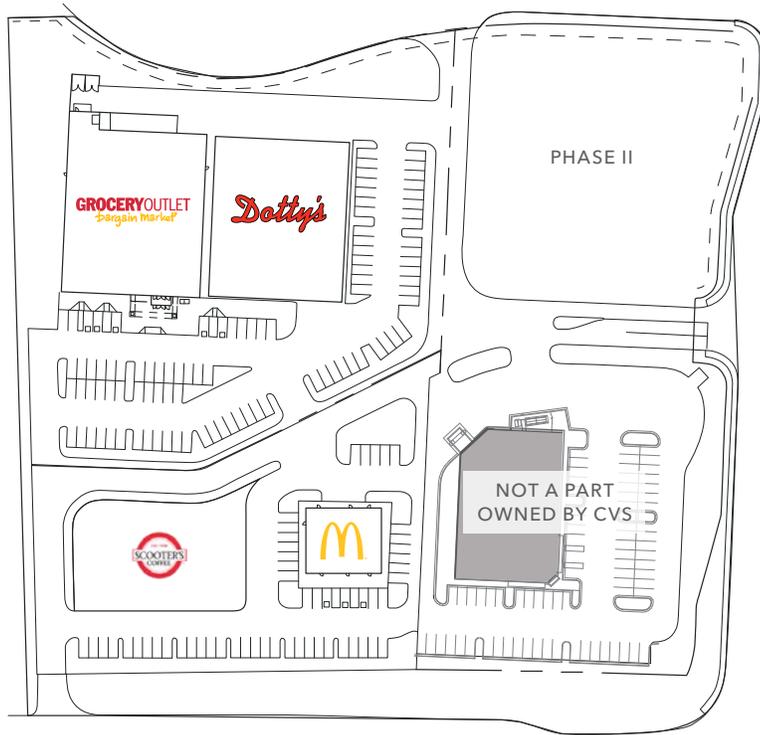
IN-LINE TENANTS

Grocery Outlet

McDonald's

Scooter's Coffee

Dotty's



+10 AC

SPACE
AVAILABLE



WE KNOW THE WEST COAST. IN FACT, WE'RE ITS LARGEST INDEPENDENT COMMERCIAL REAL ESTATE FIRM.

For over 55 years, our clients have gotten the best of both worlds – independent counsel from trusted experts, working as part of the largest fully independent commercial real estate firm in the Western US. Today Kidder Mathews has over 900 real estate professionals and staff in 19 offices in Washington, Oregon, California, Idaho, Nevada, and Arizona.

WE DON'T JUST KNOW THE MARKET, WE DRIVE IT

It's no secret that having a team deeply embedded in your market gives you the edge. Our professionals deliver insights that go beyond data and identify unexpected avenues for growth. This ensures our clients are armed to capitalize on market trends in the most competitive real estate markets in the West.

We offer a complete range of brokerage, appraisal, property management, consulting, and debt and equity finance services for all property types, giving our clients the competitive edge they need.



Commercial Brokerage

\$9B

AVERAGE ANNUAL
TRANSACTION
VOLUME

510+

NO. OF
BROKERS

Asset Services

58M SF

MANAGEMENT
PORTFOLIO SIZE

850+

ASSETS UNDER
MANAGEMENT

Valuation Advisory

2,400

AVERAGE ANNUAL
ASSIGNMENTS

39/24

TOTAL NO. OF
APPRAISERS/MAI'S

DELIVERING THE *BEST* BUSINESS *OUTCOMES*

Access to retailer intel and relationships

Comprehensive range of services leads to consultative partnership

Breadth of global intelligence enhanced by local expertise

Resources generating innovative solutions & practical applications

Executive world-class results

Kidder Mathews offers a complete range of commercial real estate services.



**TENANT/LANDLORD &
BUYER/SELLER
REPRESENTATION**



**MARKETING
ANALYSIS**



**PROPERTY
MANAGEMENT
SERVICES**



**DEVELOPMENT
CONSULTING**



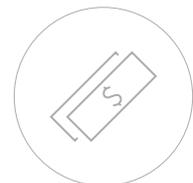
**INVESTMENT SALES/
LAND SALES &
DISPOSITIONS**



**CONSUMER
ANALYTICS**



**VALUATION
ADVISORY**



**NET LEASED
INVESTMENTS**

SHAWN SMITH
Executive Vice President
775.470.8878
shawn.smith@kidder.com

NV LIC N° BS.0046702 | CA LIC N° 01986877

SEAN RETZLOFF
Senior Vice President
775.470.8879
sean.retzloff@kidder.com

NV LIC N° S.0182046 | CA LIC N° 02025190

20 West Liberty St, Suite 900
Reno, NV 89501

KIDDER.COM

**km Kidder
Mathews**

This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty, or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. Consult your attorney, accountant, or other professional advisor. All Kidder Mathews designs are the sole property of Kidder Mathews. Branded materials and layouts are not authorized for use by any other firm or person.