

## Site Selection Just Got Easier

As a retailer looking for the ideal location, you need serious local market intel and relationships that can only come from the world's largest network built on local market leadership.

We navigate the details of expansion, relocation, market data production and analysis, rental rate negotiations and tenant improvement options for our clients locally, regionally, nationally and globally.

## Retail Representation

We have represented retailers ranging from single shops to global chains, helping them both expand and downsize as the market changed. Our retail team will advise you regarding your need for short-term or long-term strategic planning, as well as local, regional, national or global market research, site selection, lease negotiation and expansions.

Active involvement with professional groups such as the International Council of Shopping Centers ensures our retail professionals constantly expand their knowledge of the industry, remain apprised of trends and technological innovation, secure cooperating real estate relationship, and understand legal issues impacting the marketplace.



NAI Ohio Equities is the Columbus, Ohio representative of NAI Global. Our strength is international and our passion and focus is local.

Allow us to demonstrate our capabilities and commitment to your assignment.



NAI Global is strategic & innovative.

We are an international real estate services organization with the institutional strength of one of the world's leading property investment companies.

Our experts are strategic and innovative, working collaboratively to realize maximum potential and generate creative solutions for our clients worldwide.

Our collaborative services platform provides an expansive, yet nimble and responsive structure enabling us to efficiently deliver superior results.

## Your Location Impacts More Than Your Company's Image

For most companies, real estate is the second largest line item in an operating budget and where you are located can have a huge impact on efficiency, productivity, corporate image and employee morale.

We provide valuable information covering a wide range of tenant representation services including:

- Tactical and strategic planning
- Demographic and location consulting
- Renewals and expansions
- Survey and building selection
- Disposition of excess space/subletting
- Space and financial analysis

## Commitment and Performance for the Client

"As experienced Regional Developers for two major national franchises just entering a new, unknown market, we really needed a real estate team that not only knew the area from a retail perspective, but one that had the resources we needed to aggressively and accurately help us with site selection and lease execution. We also needed a team that would be responsive to our accelerated development schedule and one who had the established relationships with many of the major landlords in the market to find out about space coming on the market before the world found out. After carefully interviewing several and checking references, we chose the NAI Ohio Equities team and can honestly say that our expectations have been exceeded in every transaction we have done with them. They are also nice people to work with, which is a huge plus. The other thing I like about them is that despite them clearly being busy, whenever we need them for site visits or conference calls, they always make us feel like they have nowhere else to go and that we are the most important client they have, which is very comforting. If your needs match what we described above, look no further and I wouldn't say that if I didn't mean it and have to gain from giving them a thumbs up."

Bob Weisman, Regional Developer, European Wax Center and Massage Envy

"Our company was looking for a professional and experienced representation in the Greater Columbus area. Your company was recommended to us and we decided to proceed after we were impressed with your staff and abilities at the interview. They are aggressive and can also be very patient. They are knowledgeable in all markets, landlords and previous retail deals. They quickly respond to our needs and are good at follow up. Do not hesitate. You will not be disappointed."

Bob Merritt, Market Development Manager, Ace Hardware

## Retail Team



Anthony specializes in Retail Leasing and Investments. Using the NAI network, he can service his clients' needs on a national and local level, as well as provide strong market knowledge, extensive research and analysis experience. His approach is to fully understand his clients' needs and then provide viable alternatives along with the tools to make informed real estate decisions.

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Chris has focused on retail commercial real estate and prides himself on his strong market knowledge and ability to do extensive research and analysis for his clients' needs. He is known for his tenacity in pursuing deals when representing either the Landlord or Tenant. This depth of knowledge and experience allows him to deliver success to each of his clients.

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## Representative clients

