

# NAI Global



Proven  
Results



# NAI Global

We're pleased to share a sampling of recent assignments

## RETAIL

NAI Global is a global leader in retail real estate services, and one of the largest commercial real estate service providers worldwide.

With over 8,000 professionals and 375 offices in 55 countries, NAI offers local market knowledge and insight in just about any market you can name. Our unique structure enables clients to leverage our local expertise and global relationships to access the best opportunities – locally, regionally, nationally and around the world. We complete over \$10 billion in retail transactions annually, helping clients build their portfolios on the power of our global network.

We're proud to represent many of the world's most prestigious retailers, shopping center developers, owners and investors across the full spectrum of retail real estate opportunities, from Main Street to Fifth Avenue, from community centers to mega malls. NAI professionals offer a comprehensive menu of retail real estate services, including:

- Tenant Representation
- Investment Services
- Asset Management
- Development Services
- Valuation & Appraisal
- Surplus Property Disposition
- Landlord Representation/Leasing Agency
- Land Acquisition
- Property Management
- Project/Construction Management
- Market Research & Advisory
- Supply Chain & Logistics

Our proprietary technology platform, featuring CLAS™ and REALTrac™ Online, gives clients access to powerful transaction and portfolio management tools, and is one of the principal reasons our clients choose NAI again and again. When marketing properties, our exclusive E-Offerings™ provides an efficient channel to reach buyers and tenants, minimizing time on market.

# RETAIL SERVICES



## Arby's

NAI is the exclusive tenant representative for Arby's in Central Pennsylvania.

## Bass Pro Shops

NAI completed the Mid-Atlantic region's largest lease for Bass Pro Shops in Harrisburg, Pennsylvania. The outdoor world retailer's lease for the 220,000 SF store is valued in excess of \$15 million.

## Caribou Coffee

NAI handles the lease and sale of all Caribou Coffee locations in greater Minnesota. More than 100 transactions with a total lease value of \$50 million have been completed.

## Chipotle Mexican Grill

In the Twin Cities Metro Area, NAI represented Chipotle Mexican Grill in 30 restaurant leases with a total transaction value of \$14 million.

## Cingular Wireless

NAI acquired 19 retail sites in Florida for Cingular stores. NAI also has secured Cingular warranty depot sites and arranged the disposition of excess land for towers from Vero Beach to Key West.

## Commerce Bank

NAI has completed over \$65 million of transactions for Commerce Bank. NAI provided tenant representation services throughout Pennsylvania, completing more than 50 transactions for retail bank branches. NAI also positioned the bank's new headquarters, operations and training center.

## Cost Plus World Market

NAI completed an excess land disposition and the sale-leaseback of two Cost Plus World Market-owned sites in Stockton, California and Windsor, Virginia. The three properties totaled over 2 million SF and sold for an aggregate value of \$89 million.

## Dick's Sporting Goods

NAI provided tenant representation to Dick's Sporting Goods for two new locations in the Twin Cities Metro area. Aggregate transaction value was \$15 million.

## First Citizens Bank & Trust

NAI exclusively handles national site acquisitions for First Citizens Bank & Trust. NAI has secured 56 sites with a total aggregate transaction value of more than \$80 million.

# RETAIL SERVICES



## First Nation Bank

In Pittsburgh, NAI represented First Nation Bank on three branch locations and continues to represent this regional bank on new locations.

## Foot Locker

NAI handles Chicago area retail leasing for Foot Locker, which launched a new concept, Foot Quarters, in April 2007.

## Gen X Clothing Inc.

In Utah, NAI has represented Gen X Clothing Inc. since its inception in 1998 and has seen the company grow from the first store in Salt Lake City to 52 stores in 11 states. This retailer plans to open 100 additional stores.

## Goodyear

NAI has provided site selection services for Goodyear Tire's Just Tires concept in the greater Chicago market for the past five years. Five transactions have been completed, in which the site was identified and a developer built the store.

## Harbor Freight Tools USA

NAI has represented Harbor Freight Tools USA, the national retailer of hand and power tools, in the acquisition of forty 15,000 SF retail stores nationally. Total transaction value exceeds \$36 million.

## H.E.B. Grocery Stores

NAI has represented H.E. Butt Grocery Company in leasing and disposition of its older grocery stores in Corpus Christi, Texas. NAI has sold three former stores totaling 145,000 SF, with two new stores totaling 135,000 SF to open. Total transaction value is in excess of \$10 million. In addition, NAI sold three shopping centers for H.E.B. during this time.

## Hertz Corporation

NAI has provided tenant representation for retail operations in premier locations throughout the U.S. and Canada. Aggregate transaction value is in excess of \$80 million.

## The Hoover Company

NAI has provided tenant representation for The Hoover Company's retail stores/vacuum repair centers in over 20 locations nationwide.

## Home Depot

NAI has represented Home Depot, the largest home improvement retailer in the U.S., to acquire land and buildings for 21 stores throughout Utah, totaling over \$50 million in transaction volume. In the Twin Cities Metro Area, NAI has handled nine land sales and leases for Home Depot totaling over \$70 million.

# RETAIL SERVICES



## IKEA

NAI has completed 11 transactions valued at more than \$165 million for IKEA in California, Arizona and Washington. The majority of the transactions were IKEA retail stores, with 3 million SF of warehouse space purchased for product distribution.

## Lowe's Companies Inc.

Lowe's Companies Inc., the home improvement retailer, has worked with NAI throughout the U.S. to acquire land and buildings. Locations include Montana, Wisconsin, Maryland and Delaware.

## Massage Envy

NAI has completed 14 leases and is the exclusive tenant representative in South Florida for Massage Envy. This fast-growing massage chain is targeting an additional 16 to 20 locations in the South Florida market and 30 locations in New York.

## Mervyn's

NAI serves as the exclusive representative of the consortium that acquired the Mervyn's portfolio from Target Corporation for the disposition of 15 Mervyn's retail properties totaling 1.2 million SF throughout Michigan. Ten locations already have been sold with such anchor tenants as Burlington Coat Factory and Circuit City. The total aggregate value of transactions completed is in excess of \$75 million.

## Midas

Since 1998, NAI has completed more than 100 acquisitions, sales and subleases of Midas automotive service centers nationwide.

## Nokia

NAI represented Nokia in the \$25 million lease of its flagship store at 5 East 57th Street in New York City. The three-floor, 6,000 SF retail location has 2,000 SF on grade.

## PetSmart

NAI has completed five transactions for PetSmart, the largest specialty retailer of pet services and solutions. Total transaction value exceeds \$20 million.

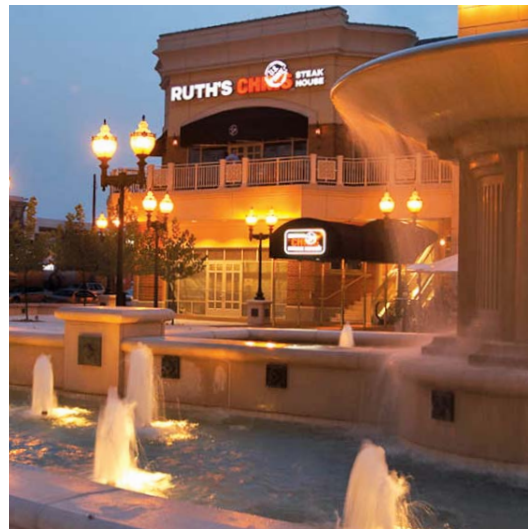
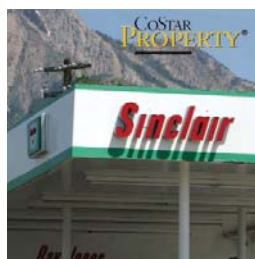
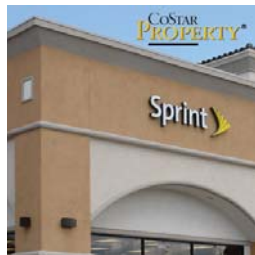
## Roy's

NAI has secured locations in Las Vegas, Nevada; Woodland Hills and Los Angeles, California, for Roy's restaurants.

## Ruby Tuesday

NAI has acquired sites for more than 15 restaurant locations throughout Tennessee. NAI also was selected by Ruby Tuesday to dispose of its tech center and place the company in its newer, larger corporate headquarters in Maryville, Tennessee. Total aggregate transaction values are in excess of \$42 million.

# RETAIL SERVICES



## Ruth's Chris Steak House

NAI has provided tenant representation services for Ruth's Chris Steak House restaurant locations in California, Florida, Kentucky, Missouri, North Carolina, Virginia and Washington, D.C. In addition, post Hurricane Katrina, NAI relocated its corporate headquarters from Louisiana to Heathrow, Florida. Total aggregate transaction values exceed \$55 million.

## Scottrade

NAI assisted Scottrade, a financial services firm, in acquiring three locations in the Pittsburgh area.

## Sears, Roebuck & Co.

NAI provides national representation for the sale of former Sears Automotive Centers, ranging from 10,000 to 20,000 SF. Total sales exceed \$15 million.

## Shell Oil Products US

NAI represented Shell Oil Products US in the disposition of 26 gas station properties in Central Florida.

## Shoe Warehouse

NAI has provided national tenant representation for Shoe Warehouse since 2004, opening 30 retail stores with an aggregate transaction value of \$18 million.

## Sinclair Oil Corporation

NAI, in conjunction with alliance partner Higgenbotham Auctioneers International Ltd., conducted surplus retail property auctions for 61 land and commercial properties in Utah, Wyoming, Colorado, Nebraska, Kansas, Oklahoma, Minnesota, Iowa, Missouri, Montana and Idaho.

## Sprint

NAI has completed 10 transactions for Sprint in New York City and in the boroughs of Bronx, Queens, and Brooklyn, totaling more than \$25 million.

## Starbucks

NAI has completed 13 leases for Starbucks in central Kentucky and is working with Starbucks on 14 additional locations.

## Tijuana Flats Burrito

NAI has provided tenant representation for Tijuana Flats Burrito restaurant sites in Charlotte, Greensboro and Huntersville, North Carolina; as well as Orlando and Longwood, Florida. NAI also secured the company's office and warehouse space in Longwood.

# RETAIL SERVICES



## Tim Hortons

NAI has secured 14 locations for Tim Hortons' coffee and donut shops in Dayton, Ohio, with plans for 20 additional locations.

## Town Sports International

In Massachusetts, NAI has exclusively represented TSI, operating as Boston Sports Club, for more than 10 years on transactions valued in excess of \$250 million. NAI also has been retained to handle TSI's expansion into Rhode Island and most areas of Connecticut.

## Wachovia

NAI provides leasing and acquisition services for Wachovia bank branches in Central and Northern New Jersey. Total aggregate transaction value to date is \$48.5 million.

## Walgreens

NAI has secured locations nationwide for Walgreens, the nation's leading drug store chain. Total transactions are valued in excess of \$120 million.

## Wal-Mart

NAI works with Wal-Mart Supercenters, Sam's Club and Wal-Mart Neighborhood Markets nationwide. Total aggregate sales and acquisition values are in excess of \$190 million.

## Wells Fargo

For more than 10 years, NAI has provided acquisition, disposition, leasing and subleasing services for over 70 Wells Fargo locations in Oregon and Washington. Total transactions are valued in excess of \$30 million.

## Wendy's

Representing the largest franchisee in upstate South Carolina, NAI arranged the land acquisition and development of seven locations for Wendy's.

## xpedx

NAI has worked with xpedx and International Paper since 1997 on transactions, valuations and consultancy work valued at more than \$520 million.

## Yogurberry

NAI is the exclusive tenant representative for Yogurberry in the U.S. Yogurberry opened its first store in South Korea in 2000 and currently operates 49 stores throughout South Korea, China and Malaysia. The company plans to open 300 stores nationwide in the U.S.

# RETAIL SERVICES



## High-End Retail

Whether its Rodeo Drive in Beverly Hills, Fifth Avenue in New York City, Worth Avenue in Palm Beach or Hong Kong's Causeway Bay, NAI is your high-end retail specialist. NAI professionals have the local insight needed to identify the best locations. We're pleased to provide tenant representation services to some of the world's most prestigious brands.

Armani

Brooks Brothers

Chanel

Christofle

Dan Buchman

David Morris International Ltd.

Dior

Ferragamo

Fendi

Hermes

Versace

# INVESTMENT SALES



## On Broadway Retail Center

NAI arranged the \$55 million sale of the On Broadway Retail Center, a 153,000 SF urban entertainment and promotional center in Redwood, California. NAI represented the buyer, The RREEF Funds, and the seller, Blake Hunt Development/Innisfree Development.

## Promenade at Cliffs

NAI represented the seller, Day Star Development Inc., and the buyer, InLand Real Estate Acquisitions, in the \$19.6 million sale of the Promenade at Cliffs, a 94,889 SF retail site in St. George, Utah.

## Wal-Mart & Shoppes at South Bay

NAI represented Celda Inc. in the \$55.5 million acquisition of the 196,965 SF shopping center in Torrance, California, from Cypress Equities.

## Rosedale Square

NAI represented CBRE Investors in the \$24.7 million sale of Rosedale Square, a 158,700 SF retail property in Roseville, Minnesota.

## Strawberry Village Shopping Center

NAI represented the buyer, LaSalle Investment Management, and the seller, US Regents, in the \$69.6 million sale of the Strawberry Village Shopping Center in Mill Valley, California. The property consists of 154,000 SF of high-end retail space to be increased to 172,000 SF.

## Tower Records

NAI represented Tower Records in the sale of former retail locations in New York City; Sacramento, San Francisco and Campbell, California, as well as 130,000 SF of fulfillment and distribution space in Northern California. Total transaction value exceeds \$42 million.

# PROPERTY & DEVELOPMENT SERVICES



## Huntington Square Mall

NAI represented the owner in de-malling Huntington Square Mall in East Northport, New York. The 270,000 SF center is anchored by a 200,000 SF Sears with surrounding tenants Chili's and Washington Mutual. NAI helped reconfigure 70,000 SF to a traditional shopping center, and attracted new tenants Verizon, Dress Barn, Dots, Lane Bryant and Nine West.

## Lifestyle Centers – Suburban Chicago

NAI is providing development services, leasing and management for:

- Oak Brook Promenade, a \$105 million Lifestyle Center in Oak Brook, Illinois; The center features 185,000 SF of specialty retail stores and restaurants.
- Design Pointe, a \$51 million Lifestyle Center in Naperville, IL. The 165,000 SF center comprises eight buildings catering to the finest upscale designers and decor, home improvement and home goods retailers.

## Plaza Mexico

NAI represents Plaza Mexico, in Lynwood, California, in a two-phase retail development. Phase I consists of a 36-acre site that when fully developed, will have

over 425,000 SF of retail, food and office space. Total lease consideration has been in excess of \$37 million. Phase II consists of an 11-acre site with over 100,000 SF of retail space in a conventional style shopping center.

## Premier Centers

NAI provides development services, leasing and management for:

- Hillsboro Promenade, a \$21 million, 100,000 SF shopping center in Hillsboro, Oregon, anchored by Albertsons, Blockbuster Video, Wendy's and other prominent retailers.
- Forest Grove Promenade, a \$30 million, 105,000 SF community shopping center in Forest Grove, Oregon, is anchored by a variety of specialty and restaurant users.

## Wallace Development Group

In South Carolina, NAI handled the development and leasing of McBee Station, downtown Greenville's first grocery-anchored lifestyle center. The mixed-use development is anchored by Publix, Staples and 200 upscale residential units. Project value exceeded \$55 million.

# INTERNATIONAL

## Buenos Aires, Argentina

NAI is leasing Madero Este – Dique III, the 860,000 SF mixed-use development site in the center of Puerto Madero, one of the world's most successful re-urbanization projects.

## Funzhou and Xiamen, China

In the heartland of Fuzhou, China, NAI represented Carrefour in acquiring its first store in the largest commercial district. The 161,458 SF store is valued at more than \$26 million. Following the successful opening of the Fuzhou store, NAI helped Carrefour open another store in Xiamen.

## Bratislava and Kosice, Czech Republic

NAI completed leasing for Vinci Group in the 430,556 SF Danubia shopping center in Bratislava, Czech Republic, and the 51-shop, Carrefour-anchored Cassovia shopping center in Kosice.

## Czech Republic

Since 1997, NAI has been a key advisor in the Czech Republic to Carrefour, the company dubbed the “first retailer in Europe and inventor of the hypermarket,” providing design, layout and leasing services. Projects include the 645,834 SF Novy Smichov, the 452,084 SF Borska Pole in Plzen, the 269,097 SF Usti nad Labem and the 301,389 SF Futurum Brno. NAI also leased the 409,028 SF, Carrefour anchored, Futurum Centre in Ostrava, as well as the Stodulky Shopping Centre.

## Berlin, Germany

NAI represented Dawney Day Trevia Funds in the \$108.5 million acquisition of The Gloria Galerie in Berlin, Germany. The 161,458 SF, three building retail complex is located on the highly trafficked Berlin promenade mile.

## Hungary and Czech Republic

NAI handled leasing of the 624,306 SF Savoya Park, in Buda II, Budapest, one of the largest shopping centers in Hungary, on behalf of GRC. Since the opening, NAI has advised on two additional shopping centers in Hungary, Gyor (322,917 SF) and Pecs (301,389 SF). In the Czech Republic, NAI was retained to advise on the renovation of the Vinohradsky Pavilion Shopping Centre, and was appointed managing and re-leasing agents for this five-level, 60-unit center.

## Kolkata, India

NAI leased 40,000 SF to Big Bazaar, a hypermarket format of the Future Group, in the 150,000 SF Rainbow Mall. In addition, NAI leased 70,000 SF to Spencer's in the 800,000 SF South City Mall.

## Vadodara, India

NAI leased 60,000 SF to Fame, a multiplex cinemas and foodcourt operator, in the 200,000 SF Seven Seas Mall.

## Odessa

NAI served as exclusive agent for Delin in its acquisition of a 333,681 SF shopping mall.

## Guadalajara, Spain

NAI is leasing retail spaces in the 90,000 SF Shopping Center DiverValles. NAI represented the owner in land acquisition and provided project and architectural services.

## Ukraine

NAI is the lead advisor and agent to IKEA's regional office in Kyiv, leasing residential accommodation for their ex-patriot management staff and offering potential sites for their first 123.5-acre mega market.

NAI was retained by OBI, Germany's largest big-box home improvement retailer, to identify development sites for company owned and/or franchised retail units in Ukraine. NAI is working with a British investment group to acquire a site for the development of OBI's first retail outlet in Kyiv. Aggregate transaction value exceeds \$24 million. NAI also signed a five-year exclusive agreement to lease all residential property for OBI's ex-patriot local office staff.

In addition, NAI is responsible for locating potential outlet sites for McDonalds across the country, and was appointed exclusive property consultant to AmRest, the franchisee for KFC/Pizza Hut in Ukraine.

## Hanoi, Vietnam

NAI provided market research, design consultancy, leasing and property management to the Casino Group of France for the Big C, the 60,000 SF retail center. NAI also provided market research, leasing and property management to Vinaconex, a state owned construction company, and the Hanoi People's Committee for the 80,000 SF Trang Tien Plaza.



Build on the power of our network.™



NAI Global is the premier network of independently owned commercial real estate brokerage firms and one of the largest commercial real estate services providers worldwide. NAI professionals work with corporations, developers, investors and financial institutions owners to develop and implement acquisition/disposition strategies, identify opportunities and maximize returns across the full spectrum of commercial properties.

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