

ADVISORY AND TRANSACTION SERVICES

# NORTHERN NEVADA RETAIL SERVICES

KIDDER.COM

**km** Kidder  
Mathews

# 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.

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*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



# 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

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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

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03

#### RESTAURANT SPECIALTY

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

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04

#### INVESTMENT SALES

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

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05

#### LAND SALES

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

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06

#### DISPOSITION (OCCUPIER & AGENCY REPRESENTATION)

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

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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)

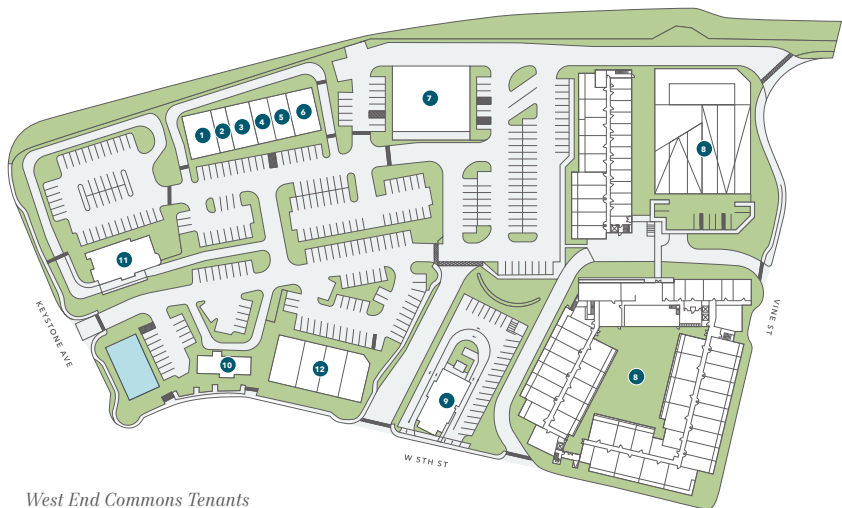
1-80 INTERCHANGE AT KEYSTONE AVE | RENO, NV

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

01	02	03	04	05	06
07	08	09	10	11	12

### 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

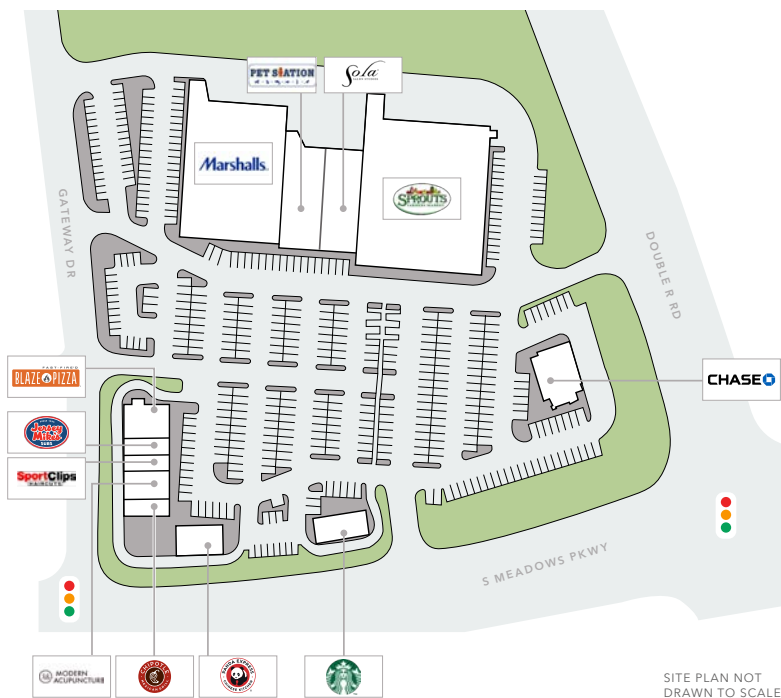
## South Meadows Promenade

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

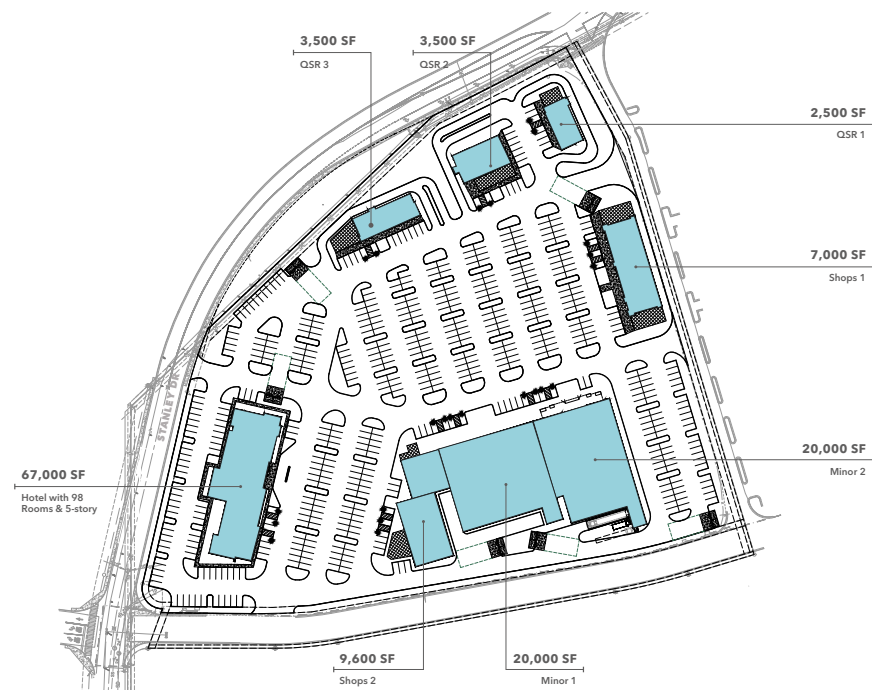
### FERNLEY, NV

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

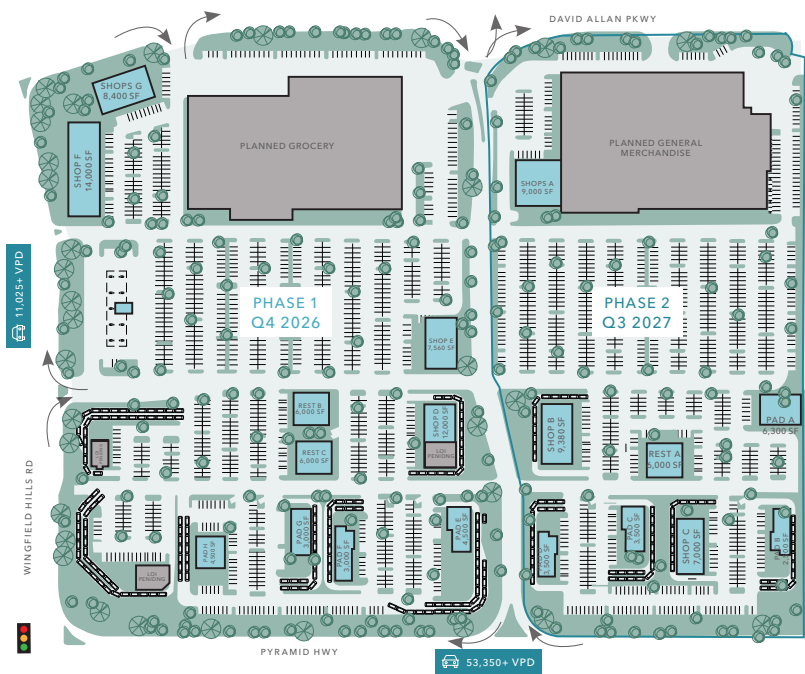
PYRAMID HWY & WINGFIELD HILLS RD | SPARKS, NV

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

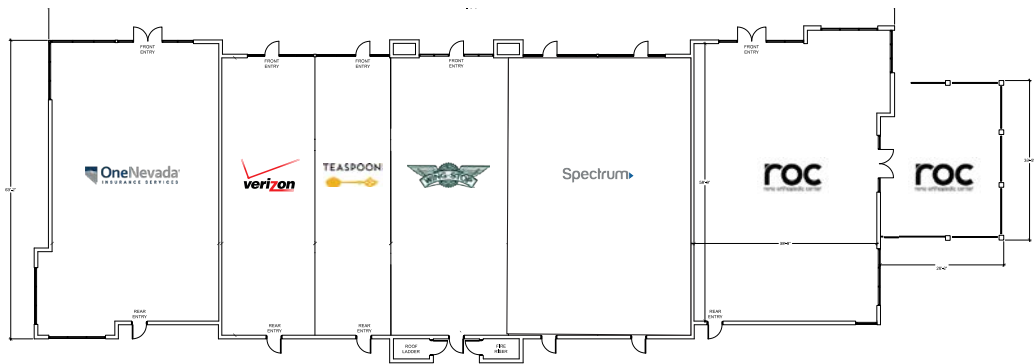
Verizon

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

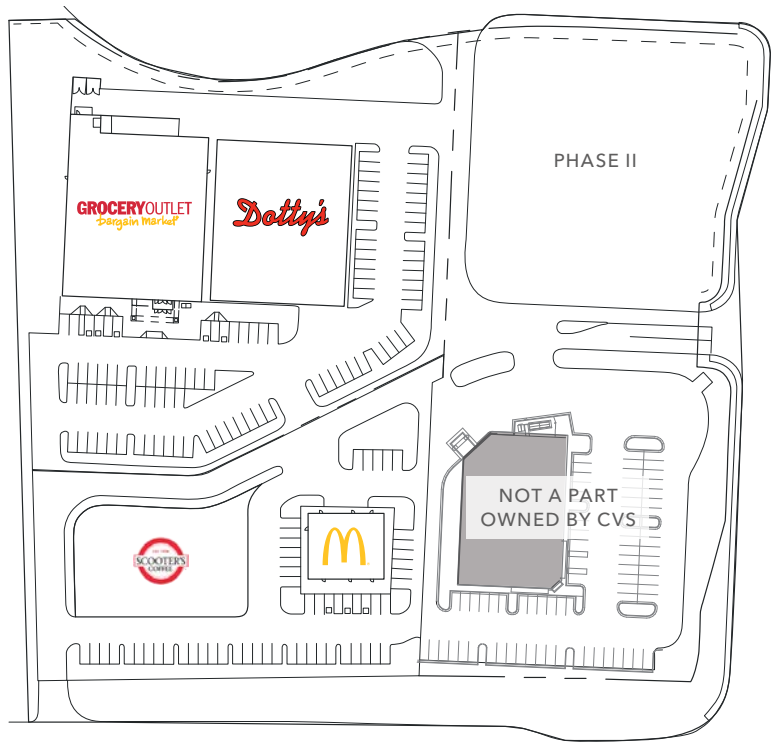
### IN-LINE TENANTS

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**



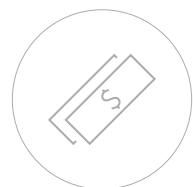
**INVESTMENT SALES/  
LAND SALES &  
DISPOSITIONS**



**CONSUMER  
ANALYTICS**



**VALUATION  
ADVISORY**



**NET LEASED  
INVESTMENTS**

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