

South Florida Retail Capabilities





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Team Overview

We make **South Florida** a better place to shop, dine, play and stay active.

Our team specializes in retail real estate services for tenants and landlords across urban core, high street, and suburban locations, facilitating national tenant expansion and optimizing institutional and private high net worth landlord's retail portfolios.

Meet The Team



Drew Schaul

Executive Vice President

- Years in the business: 22
- Professional life before CBRE: Executive Vice President at Robert K. Futterman & Associates
- Hometown: Cleveland, Ohio
- Education: University of Wisconsin-Madison
- Personal: Has lived in Miami since 2005 and enjoys playing golf and attending one of his three children's sporting events



Alex Cesar

First Vice President

- Years in the business: 25
- Professional life before CBRE: Senior Director at Robert K. Futterman & Associates
- Hometown: Sao Paulo, Brazil
- Education: University of Wisconsin-Milwaukee
- Personal: Enjoys spending time with his two kids and wife and loves sports (especially soccer)



Michael Betancourt

Senior Associate

- Years in the business: 14
- Professional life before CBRE: Director at Katz & Associates
- Hometown: Hialeah, FL
- Personal: Resides in Hialeah, FL with wife and 2 children, enjoys traveling, and trying new restaurants.



Jordan Landman

Associate

- Years in the business: 5
- Professional life before CBRE: Commercial Real Estate Associate at Brandywine Communities
- Hometown: Pittsburgh and Miami, FL
- Education: St. Thomas University and member of the baseball team
- Personal: Enjoys watching football



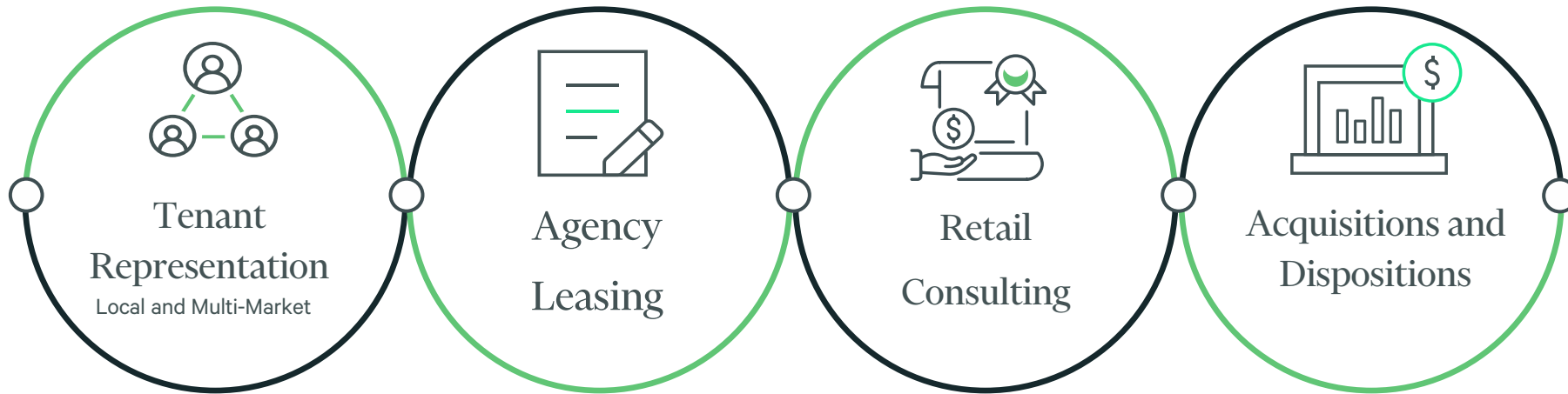
Melanie Morón

Client Services Coordinator

- Years in the business: 2
- Professional life before CBRE: Digital Content Specialist in a boutique marketing agency in Gainesville, FL
- Hometown: Miami, FL
- Education: University of Florida
- Personal: Enjoys watching and playing indoor and beach volleyball and going on walks.

Our Work

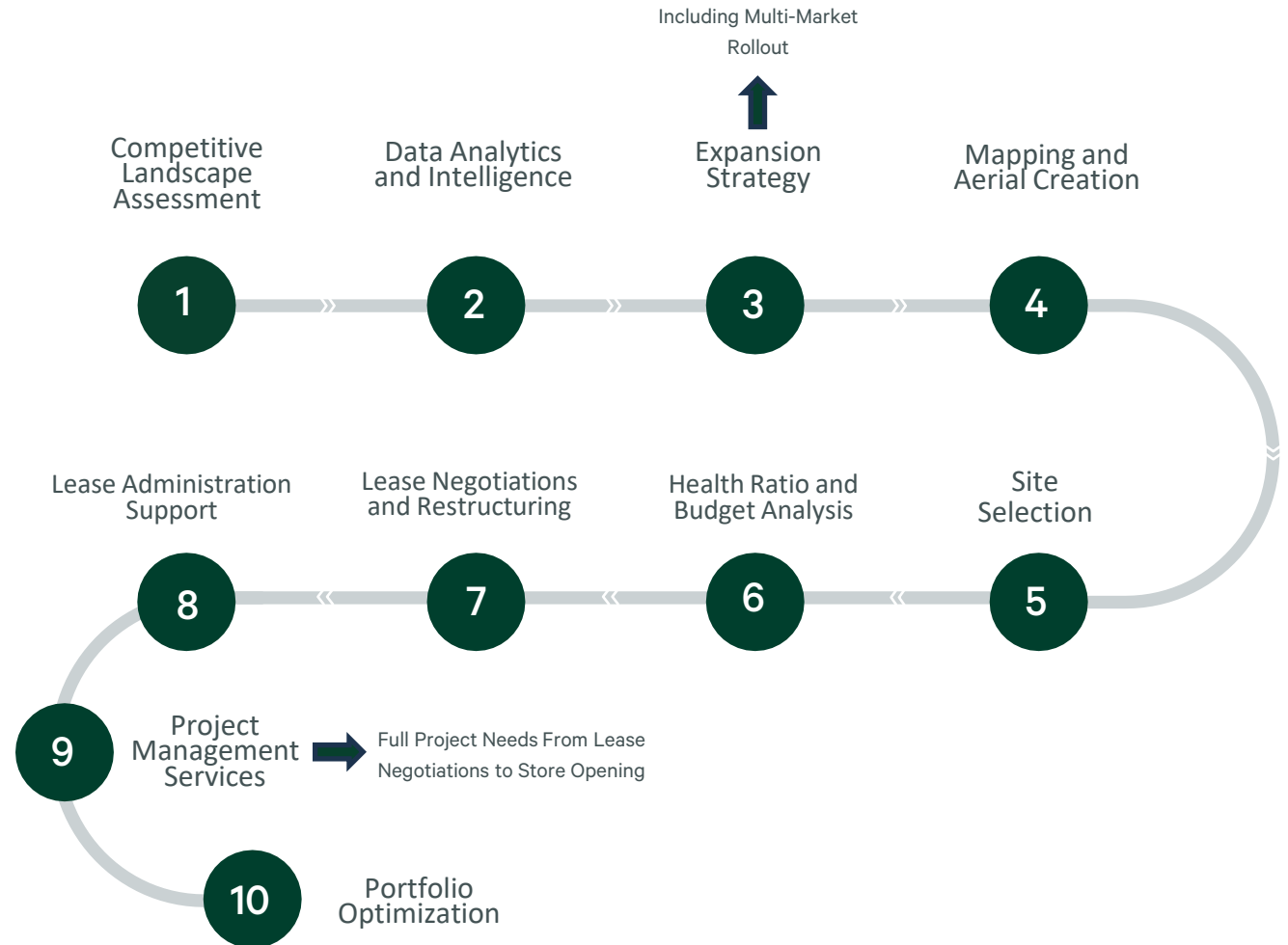
We are market leaders in retail real estate in South Florida. Whether it's tenant representation, agency leasing, retail consulting, or acquisitions and dispositions, we ensure our clients have the best chance for long-term success in all aspects of their real estate needs.



Tenant Representation

(Local and Multi-Market)

- + As the **#1 global retail real estate** advisory and transaction services firm, we leverage a combination of integrated solutions, unique insight and unmatched experience to deliver successful outcomes for retailers, restaurateurs, investors, owners and developers.



Agency Leasing

PROVEN PROCESS

Our global footprint means we see more and can uncover more opportunities. Leveraging resources across our platform and an in-depth knowledge of market trends, our team will deliver a tailored approach that's specific to your goals.



Phase 1



Asset
Diagnosis



Marketing and
Property
Positioning



Asset Value
Enhancement
Strategies



Merchandise
Mix
Coordination

Phase 2



New Lease
Negotiations



Lease
Renewals



Health Ratio
Analysis / Tenant
Performance

Phase 3



Property
Performance
Follow Up



Property
Management

Retail Consulting

Our experts understand every aspect of the **evolving retail landscape**—beyond the footprint of real estate.

Market Insights

- Market Trend Analysis and Forecasting
- Broker Opinion of Value
- Portfolio Optimization
- Space Planning and Layout Optimization



Client Focused Strategy

- Retail Concept and Development
- Location Strategy Deep Dive
- Tapestry Segmentation
- Consumer Behavior



Retail Strategies

- Omnichannel Retail Integration
- Retail Technology Implementation
- Sustainability and ESG
- Data Analytics



Acquisition and Disposition Services



Investment
Opportunity
Identification



Due Diligence
Coordination



Financial
Analysis and
Valuation



Transaction
Negotiation and
Structuring



Market Strategy
Development for
Dispositions



Buyer/Seller
Qualification



Closing Process
Management



Post-Transaction
Support

Representative Tenant Clients

54D

AESOP

ALEX AND ANI

ALEXIS BITTAR

ALLEN EDMONDS

AMAZON

ANN SACKS

BLACK FLEECE

BOCONCEPT

BP PULSE

BROOKS BROTHERS

BROOKS BROTHERS COUNTRY CLUB

BURLINGTON

CHASE BANK

CHICK-FIL-A

CLEAN ORIGIN

COREPOWER YOGA

DHL

DJI

DOLCE VITA

EATALY

FAMOUS FOOTWEAR

FORWARD

FORWARD HOSPITALITY

GARMIN

GNC

GOOD NIGHT JOHN BOY

GYMSHARK

H&M

HAWORTH

HIVE & COLONY

HOME DEPOT

JOE AND THE JUICE

JOHN VARVATOS

KIEHL'S

KIND BODY

KOHLER

LE LABO

LENSCRAFTERS

LIVE! HOSPITALITY

LUKES LOBSTER

LUMINAIRE

LUXURY LIVING

MACEOO

MANGO

MEJURI

OAKLEY

OLIVER PEOPLES

ORNARE

PARIS BAGUETTE

PANDA EXPRESS

PAUSE STUDIO

PBR COWBOY BAR

PEARLE VISION

PETER LIK

PSYCHO BUNNY

QDOBA

RAW JUICE

ROWAN

SAATVA

SHINOLA

SPORTS & SOCIAL

SPRINT

STEVE MADDEN

SUNDECK

SUNGLASSES HUT

SUPERCUTS

TANIA BULHOES INT'L

TIMOTHY OUTLON

TKEES

VAPIANO

VUORI

WILLIAMS RACING

XFINITY



Representative Landlord Clients

ABC MANAGEMENT

AJL EQUITY

A&H ACQUISITIONS

ALLIANCE RE HOLDINGS

BENENSON CAPITAL PARTNERS

BERKOWITZ DEVELOPMENT GROUP

BRANDYWINE COMMUNITIES

BROOKFIELD PROPERTIES

CARLYLE GROUP

CENTURION REALTY

CAESARS ENTERTAINMENT

CLARION PARTNERS

CMC GROUP

FRONTIER DEVELOPMENT

GREYSTAR

HARD ROCK INTERNATIONAL

INVENTRUST

J. SAFRA REAL ESTATE (JRSE)

JAMECK DEVELOPMENT

JAMESTOWN

PEGASUS ASSET MANAGEMENT

PRUDENTIAL

REDSKY CAPITAL

RFR

ROCKPOINT GROUP

ROSE & BERG REALTY GROUP

SEMINOLE TRIBE OF FLORIDA

SERTIAGE GROWTH PROPERTIES

STERN DEVELOPMENT

TAUBMAN

THE CORDISH COMPANIES

THE GOLDBERG COMPANIES

TRICAP

VORNADO

STERLING EQUITIES

L3 CAPITAL





The Power of the Platform

A vast network of resources, to support occupiers and investors alike, throughout the complete retail real estate lifecycle

3D BUILD

CBRE offers clients the unique ability to visualize the future of their retail spaces. Customize and explore floorplans and build interactive models—even before a space is built.

CAPITAL MARKETS

Our National Retail Partners professionals specialize in the sale, debt and structured finance, placement assistance, and recapitalization of retail properties.

DEVELOPMENT

CBRE offers experience in ground-up development, in-fill redevelopment and retail within mixed-use projects, ranging from single-tenant facilities to large town and power centers.

FACILITIES MANAGEMENT

CBRE's Facilities Management expertise helps our clients create safe, secure and high-performing workplaces and retail environments.

LANDLORD REPRESENTATION & LEASING

Our professionals have experience across all formats and markets, empowering our team to help maximize asset value no matter the size or location.

LEASE ADMINISTRATION

As the largest provider of lease administration services, CBRE is able to deliver solutions that optimize portfolios and empower decision makers in every global market.

LOCATION ANALYTICS

We analyze our wealth of industry-specific data to help clients understand consumers and their spending habits. Our services improve competitiveness and performance; reduce cost; optimize network expansion; facilitate retail business-model changes; and boost revenue growth and efficiency.

OCCUPIER TENANT REPRESENTATION

CBRE's more than 530 retail professionals represent 1,300 retailers, offering the broadest and most complete knowledge of the retailer movement.

PREDICTIVE ANALYTICS

Forum Analytics is an industry leader in advanced real estate forecasting and analytics. Our consulting expertise and global mapping and modeling platform, combined with our depth of proprietary data assets provide an information-driven approach to real estate planning.

PROJECT MANAGEMENT

CBRE's project managers work on our client's behalf as owner and retailer representatives. We can manage the project delivery team along with schedule, cost and quality control for your next development, redevelopment or capital improvement project.

PROPERTY MANAGEMENT

We are experts in strategic planning, leasing, operations and the development of value-enhancement plans that help to make sure your property achieves its ultimate potential occupiers and investors alike

SITE SELECTION

With extensive market research, due diligence and on-the-ground knowledge, CBRE can help you succeed—whether you're looking for one location or 100.

STREETSENSE

Streetsense is an insight-driven, experience focused strategy and design firm. They help retail and restaurant brands and landlords develop lasting bonds throughout the entire customer journey.

SUPPLY CHAIN & LOGISTICS

Supply Chain and real estate decisions are interwoven, and our experts will help you achieve the right balance between cost and customer service.

TRANSACTION MANAGEMENT

With almost 350 dedicated transaction managers, CBRE can coordinate all of your requirements for sale or lease transactions.

VALUATION & ADVISORY

Our experience in the retail environment, paired with access to real-time transaction information and extensive market analysis, offers unmatched value to our clients.



We Are Passionate Retail Experts

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. We know how to leverage this powerful combination of data and consumer insight, unifying and mobilizing them into outcomes that build true business advantage.

We call this Retail Science.

For More Information



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