

# Net Lease Property Group

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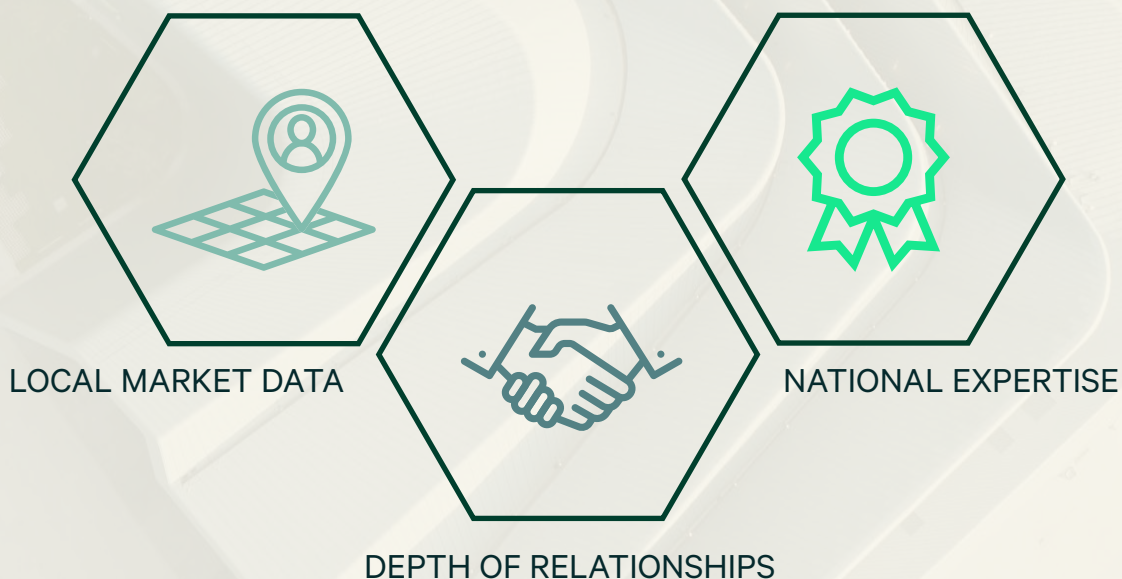
Newport Capabilities  
2025

# Unparalleled Access. Unrivaed Outcomes.

CBRE Net Lease Property Group is a select team of senior level Capital Markets professionals that specialize in the sale, purchase and recapitalization of single tenant net leased properties throughout the United States. Team members are committed to providing exceptional service to clients with flexibility and speed through collective team experience and relationships while sharing proprietary real-time market information and technology.

The CBRE Net Lease Property Group's success is attributable to its unwavering dedication to being the market leader in the single-tenant arena and being able provide national expertise and in-depth knowledge of virtually all local markets and sub-markets around the country.

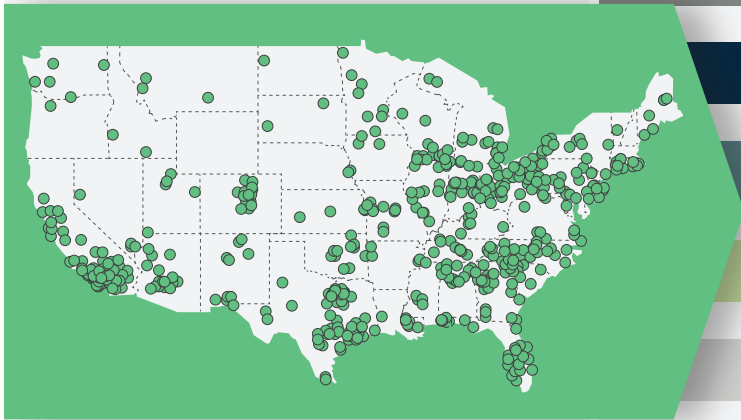
## Our Proprietary Platform



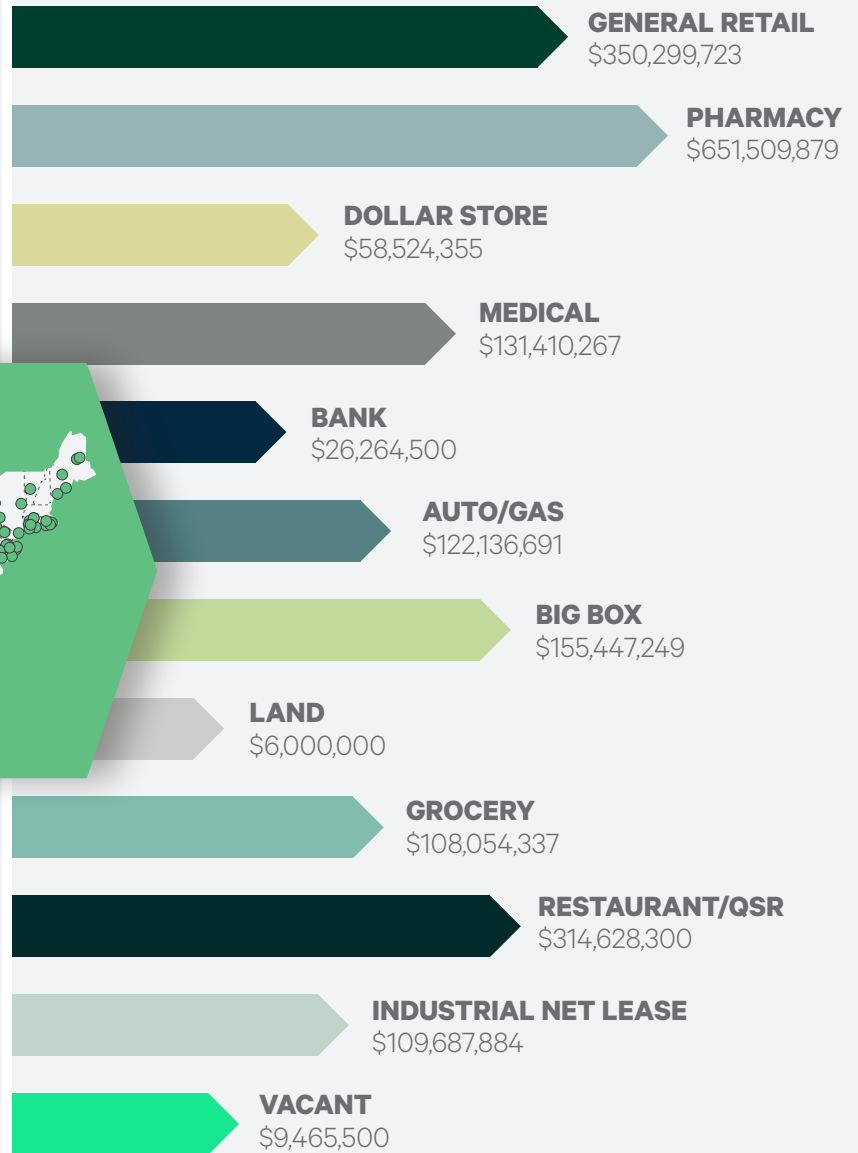
# NLPG Newport Completed Deal Volume

## Why NLPG Newport?

We are committed to providing exceptional service to clients through collective team experience and relationships while sharing proprietary real-time market information and technology.



COMPLETED DEAL VOLUME  
**\$2,043,428,685**



# Meet the Team



## **Ian Schroeder**

Senior Vice President & Partner

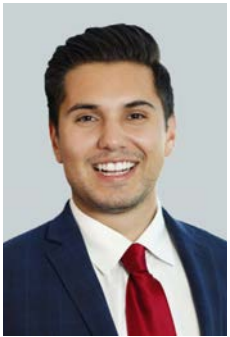
Ian specializes in the disposition of single-tenant NNN assets throughout the United States. Throughout his career, Ian has closed over \$2 Billion in transactions. Ian's extensive business background includes nearly 30 years of success in serving his clients with the utmost integrity, salesmanship and professionalism, which has earned him a stellar reputation in the commercial real estate industry.



## **Melissa Ley Marshall**

First Vice President & Partner

Melissa manages NLPG's entire sales process, from underwriting and valuation to offer negotiations, working relentlessly to deliver best results for her private and institutional clients. For the past 9+ years, Melissa has developed and led the team's 1031 exchange program, to ensure the successful placement of 1031 exchange capital. Through working on both the sellside and buy-side, Melissa has developed exceptional market knowledge and experience on both sides of the table.



## **David McNevin**

Senior Associate & Partner

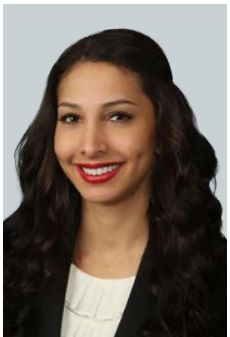
David specializes in advising clients on the acquisition and disposition of single-tenant net lease retail and industrial properties across the United States. David's primary focus is building and nurturing client relationships within the merchant developer sector, private client space, and institutional arena. He is deeply committed to understanding the needs and goals of his clients' and their real estate portfolios.



## **Allison McDuffie Johnson**

Director of Operations

Allison is responsible for the successful execution of all of NLPG Newport's investment transactions, managing every step of the process. Since joining CBRE in 2013, Allison has represented institutional, developer, and private clients as both buyers and sellers, and has managed the sale of over \$1.59 Billion in investment volume, totaling over 6.8 million SF of net lease retail space.



## **Kyra Farag**

Client Services & Marketing Specialist

Kyra provides direct support for NLPG Newport while managing all aspects of the creation, design and promotion of all marketing assets for the team, including offering memorandums, flyers, proposals, direct mailings, and social media utilization. Kyra also manages the team's nationwide listing process, ensuring each transaction abides by state law. Kyra is a licensed real estate salesperson in the state of California.

# CBRE

Net Lease Property Group Newport





# Expert Knowledge, Superior Outcomes.

As the world's largest brokerage of net lease properties, CBRE leads the way in the single-tenant sector, closing over \$417 billion in single-tenant sales worldwide since 2003.

Our focus is always on our clients— delivering the best advice through our commitment to collaboration and integration, and providing superior local market expertise to produce industry-leading results.



Unified collaboration and communication across the national network of single-tenant net lease professionals.



Unsurpassed proprietary buyer/ advisor database developed through our prolific industry leading experience in brokering and financing single-tenant sales.



Access to global capital through our extensive market knowledge and transaction expertise applied to every deal by our highly knowledgeable professionals.



# Proven Advantage

CBRE is the leading single-tenant net lease brokerage company in the United States. For investors, our depth of relationships with domestic and international capital, real-time market information, and unrivaled insight across the broad spectrum of real estate services means that CBRE is the only choice.



## **SINGLE TENANT NET LEASE SALES**

Specializing in the sale, purchase and recapitalization of single tenant net leased properties throughout the United States, CBRE has closed nearly \$180 billion in U.S. single tenant sales since 2003 and is consistently ranked #1 in the industry for these transactions. Our goal is to provide unparalleled speed to market and exposure for all of our listings, resulting in the highest pricing and surety of close for our clients' properties.



## **SALE-LEASEBACKS**

Corporate occupiers are increasingly utilizing the sale-leaseback vehicle to monetize 100% of an owned property's value while securing long-term occupancy and control of the property. Other companies use sale-leasebacks as a way to manage a future exit from a property under better economics. CBRE is the nation's leading sale-leaseback advisor, having successfully closed over \$18 billion in sale-leaseback transactions since 2013.



## **BUILD-TO-SUIT FINANCING**

The Net Lease Property Group offers a range of services to help corporate or developer clients for build-to-suit projects in today's capital constrained environment.

For corporate clients, we offer advice and expertise to structure and secure a wide range of capital solutions for ownership or lease. Additionally, we help developers win and successfully complete build-to-suit projects under a variety of capital solutions for both investment grade and non-investment grade tenants.

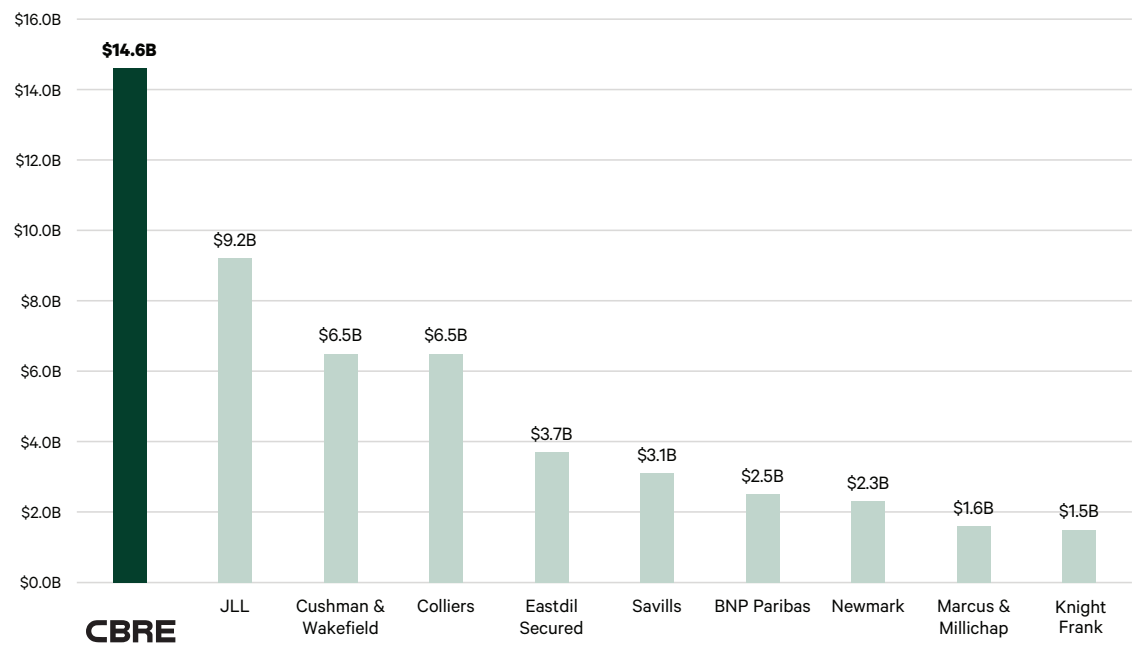


## **REAL ESTATE MORTGAGE FINANCING**

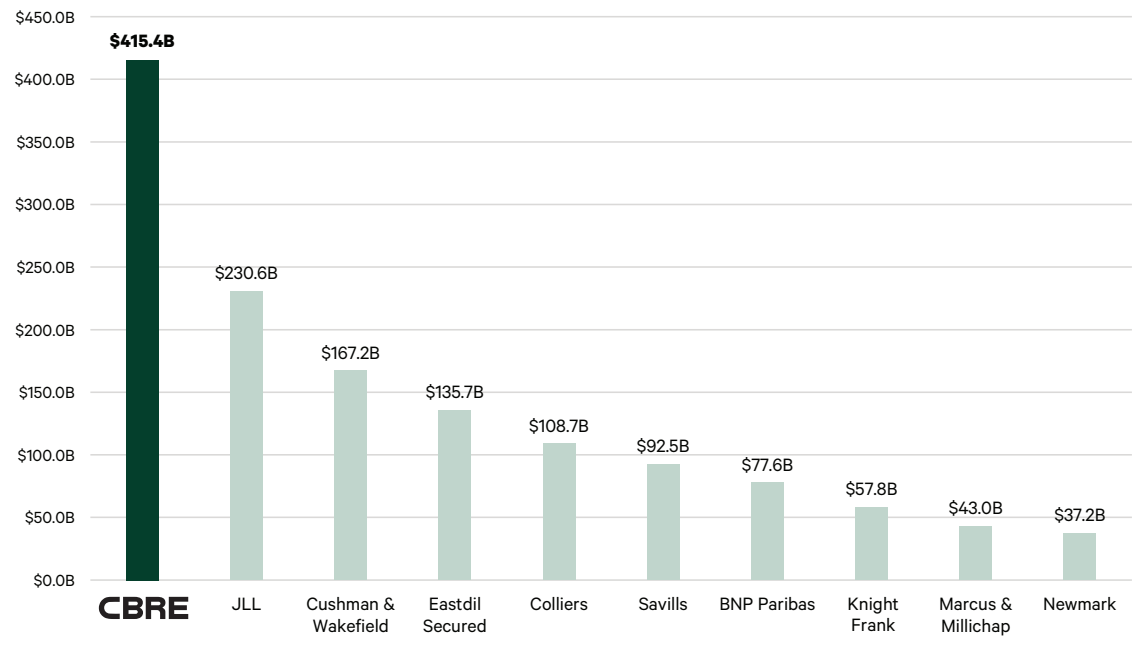
Specializing in structuring, sourcing and negotiating large real estate financings, our professionals have extensive experience in arranging debt that can be critical to closing valuable transactions for corporations.

# CBRE's Global Net Lease Market Share

2023 Global Single-Tenant Net Lease Volume



2003-2023 Global Single-Tenant Net Lease Volume



Source: MSCI Real Capital Analytics, 2024

# Case Studies



## DAVE & BUSTER'S

Rosemont, IL

Retail

\$28,500,000 Sale

*Corporate Sale-Leaseback*

*Generated Multiple Offers Driving Sale Price Above List Price*



## RALPHS

West Hollywood, CA

Retail

\$44,000,000 Sale

*Pride of Ownership Investment in West Hollywood*

*Seller and Buyer Representation*



## CVS PHARMACY

Dallas, TX

Retail

\$12,902,000 Sale

*Set National Cap Rate Record for CVS*

*Off-Market Transaction, Seller Representation*



## DUTCH BROS

San Antonio, TX

Retail

\$2,200,000 Sale

*51 Days from Marketing Commencement to Close of Escrow*

*12th Dutch Bros Sold*



## TESLA

Littleton, CO

Auto

\$12,045,000 Sale

*Secured Deal For 1031 Buyer Within Minutes of Marketing Launch*

*Client Traded Out of Office Asset in CA*





### PIZZA HUT PORTFOLIO

14 Properties - Greater Houston, TX  
 QSR  
 \$27,745,000 Sale  
 14 Locations in Greater Houston, TX  
 Maximized Portfolio Value via Individual Sales



### FEDEX FREIGHT

Savannah, GA  
 Industrial  
 \$13,720,000 Sale  
 Sourced Boston-Based 1031 Exchange Buyer  
 2.12 Acre Site Allowing for Future Expansion Potential



### MISTER CAR WASH

Aurora, CO  
 Retail  
 \$8,620,000 Sale  
 Sold Above List Price by Driving Multiple Offers  
 43 Days from Marketing Commencement to Close



### TRACTOR SUPPLY CO.

Temecula, CA  
 Retail  
 \$7,913,000 Sale  
 Acquired by CA-Based 1031 Exchange Buyer  
 New Construction Asset with New 15 Year Lease



### DIGNITY HEALTH ER

Litchfield Park, AZ  
 Healthcare  
 \$14,850,000 Sale  
 4th Dignity Health Asset Sold in AZ  
 Acquired by All-Cash, CA-Based 1031 Exchange Buyer

# Specialized Expertise

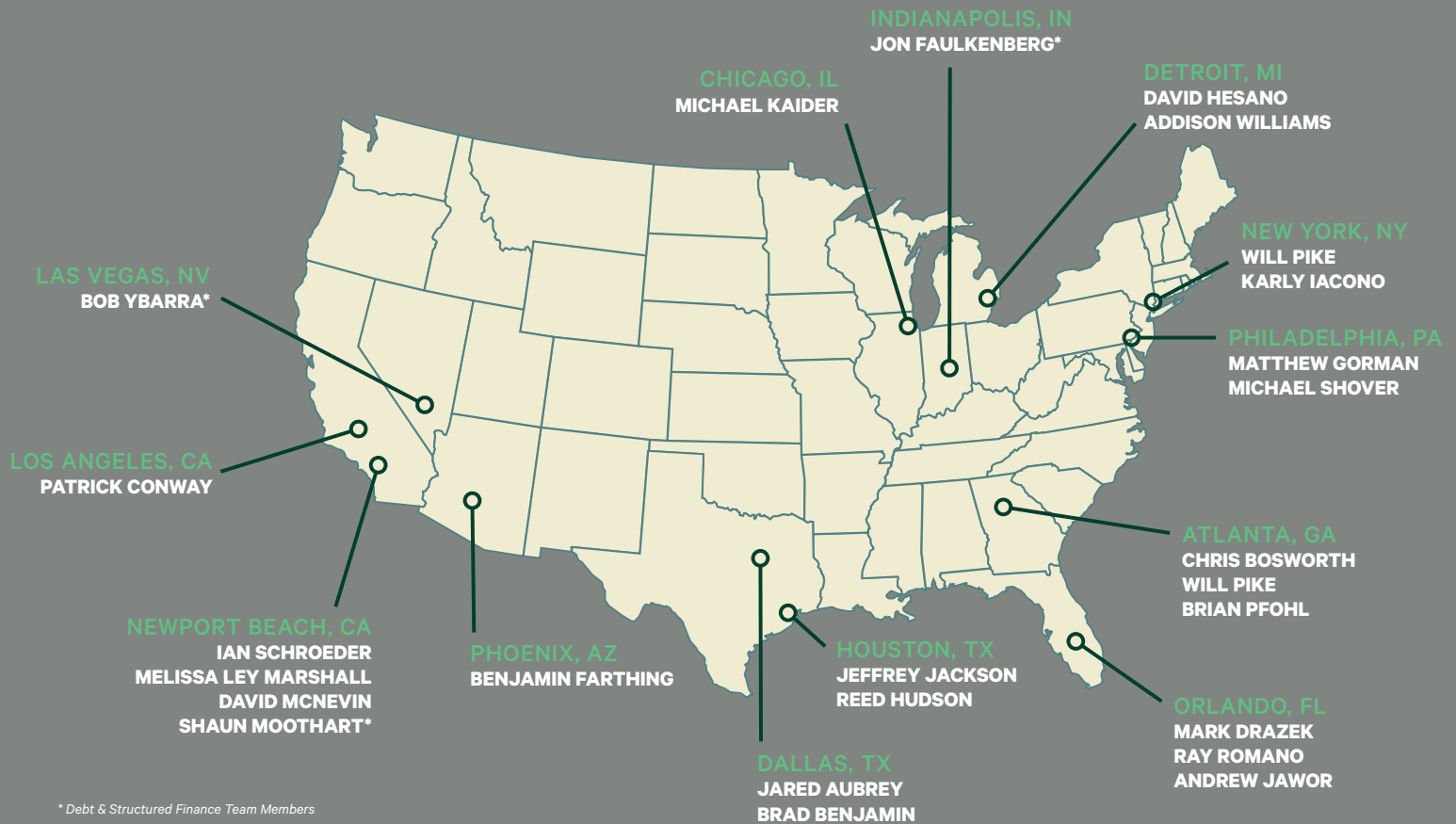
CBRE's Net Lease Properties specialists understand our clients' businesses and work to drive results. Our professionals offer specialized expertise and an unparalleled track record of innovation and creativity that powers client success. We assemble the best team possible for every assignment and leverage our superior market intelligence, unmatched access to capital and innovative technologies to deliver powerful insights and achieve profitable outcomes.

Our key features include:

- Unified Collaboration and Communication
- Institutional Quality Marketing Campaigns
- Unsurpassed Proprietary Buyer/Advisor Database
- Local Market Expertise – Nationwide
- Speed to Market
- Individual Web-Based Property Sites with Secure Due Diligence Access
- Credibility and Reliability



# Net Lease Property Group - U.S. Offices





# Connect with Us



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