



ROBERT POIRIER & TEAM

[www.northmarq.com](http://www.northmarq.com)

# TABLE OF CONTENTS

**SECTION ONE: NORTHMARQ..... 3**

- Company History & Track Record
- Notable Clients
- Northmarq Commercial Investment Sales

**SECTION TWO: OUR TEAM ..... 7**

- Team Track Record
- Meet The Team
- Execution Team Organizational Chart
- Relevant Sales Experience

**SECTION THREE: MARKETING..... 14**

- Yielding Results
- 10x Download Performance Vs Top 3rd Party Site
- Proven Marketing Process
- Property Marketing Plan
- Projected Marketing And Sales Timeline
- Broadest Possible Buyer Audience



SECTION 1

# NORTHMARQ

01

## NORTHMARQ COMPANY HISTORY & TRACK RECORD

Northmarq is an industry-leading capital markets resource for commercial real estate investors, offering seamless collaboration with top experts in investment sales, debt, equity, loan servicing and fund management. We are the largest privately owned commercial real estate capital markets firm in the U.S. with more than 50 offices and more than 900+ employees.

With a rich 60-year history driven by growth and innovation, Northmarq reached a new milestone in 2022 with the acquisition of Stan Johnson Company. This marked our biggest acquisition to date and allowed us to expand our investment sales capabilities into all major commercial property types to better serve the growing needs of our clients. The acquisition added more than 200 professionals across 15+ offices nationwide, as well as a deep 35+ year history of net lease and commercial investment sales expertise.

Trust our experts to help you navigate the nuances of every commercial asset class – from retail to industrial, healthcare and office, to self-storage and more.



**\$90B+**

INVESTMENT SALES  
TRANSACTION VOLUME



**60+**

YEARS OF  
EXPERIENCE

**50+**

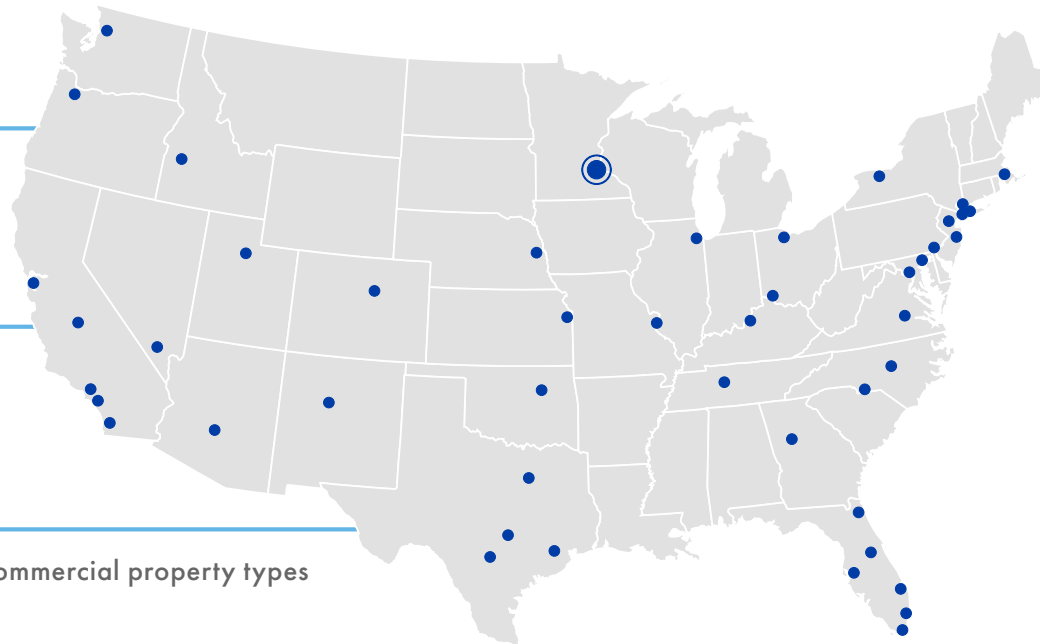
Coast-to-coast offices

**900+**

Real estate professionals

**9,300+**

Transactions closed across all commercial property types



## CLIENTS

Developers  
Institutions/REITs  
Private Equity Groups  
High-Net-Worth Individuals  
Family Offices  
Corporate Owners  
Venture Capitalists

## SPECIALTIES

Net Lease  
1031 Exchange  
Sale Leaseback  
Zero Cash Flow  
Build-To-Suit

## SERVICES

Investment Sales  
Financing Loan Servicing  
Corporate Solutions  
Portfolio Optimization  
Financial & Market Analysis  
Equity Raise  
Buyer Representation

## NOTABLE CLIENTS

We work with a broad range of clients and active investor profiles including: Institutional Asset Managers, REITs, Private Equity Firms, Corporations, Investment Funds, Private High-Net-Worth Individuals and Family Offices, 1031/1033 Investors and Foreign Capital Sources. A sampling of such groups include:

Academy Sports  
 AEI Capital Corporation | AEI Fund Mgmt  
 AMB Group  
 American Express  
 American Healthcare Investors  
 American Realty Advisors  
 American Realty Capital Healthcare Trust  
 AmREIT, Inc. | ARIC | Prairieland III  
 ARC Properties  
 Argonne Capital Group  
 Armstrong Development Properties  
 Audax Holdings  
 Bank of America Private Wealth Management | US Trust  
 Briarwood Capital  
 Brixmor Property Group  
 Broadstone Real Estate, LLC  
 Captec Financial Group, Inc.-Ann Arbor  
 Centrum Partners  
 Clarion Partners  
 Colonial Properties Trust  
 Community Healthcare Trust  
 Continental Properties & Development  
 Crow Holdings Capital  
 CVS Caremark  
 CWC Capital Asset Management  
 Delhaize America, LLC | Food Lion, Inc.  
 Delta Airlines  
 DRA Advisors LLC  
 Dune Real Estate Partners  
 Embree Group Of Companies

Envoy Realty Group  
 EPR Properties  
 Equity Commonwealth  
 Farallon Capital Management, LLC  
 Fog Capital  
 Forest City Properties  
 GBT Realty  
 GE Real Estate  
 Healthcare Realty Trust (HRT)  
 Hines REIT, Inc.  
 IM Properties USA, LLC  
 ING Clarion Partners-Dallas  
 Inland Real Estate Group  
 INREIT | Sterling Office & Industrial Trust | Sterling REIT  
 InSite Real Estate  
 iStar Financial, Inc.  
 J.P. Morgan Chase & Co.  
 Jack In The Box, Inc.  
 JMA Properties  
 KKR & Co. LP  
 LaSalle Investment Management, Inc.  
 Macfarlan Capital Partners  
 Malouf Interests, Inc.  
 Medical Properties Trust, Inc.  
 MEDISTAR  
 Merrill Lynch  
 Midtown National Group  
 Pacific Retail Capital Partners  
 Panattoni Development  
 Partners & Associates, Inc.

Prudential Real Estate Investors (PREI)  
 QuikTrip Corporation  
 RCG Ventures  
 Regency Centers Corporation  
 Safeway Stores, Inc.  
 Spirit Realty Capital  
 STORE Capital  
 SunTrust Bank  
 Taubman Centers, Inc.  
 Tesoro Corp.  
 The Inland Real Estate Group of Companies, Inc.  
 The Koll Company  
 The Rockefeller Group  
 Trammell Crow Company  
 UBS Realty Investors, LLC | UBS Global Commercial RE  
 Union Bank of California  
 US Properties Group (USPG)  
 USAA Real Estate Company  
 VEREIT  
 Vestar Development Company  
 Visconsi Companies  
 Wachovia Securities, Inc.  
 Wal-Mart Stores, Inc.  
 Weingarten Realty Investors  
 Wells Fargo Securities  
 Wells Financial Partners  
 Westfield Capital Group  
 Winn-Dixie, Inc.  
 Yum! Brands, Inc.

# NORTHMARQ COMMERCIAL INVESTMENT SALES

## BUYER DISTRIBUTION

Northmarq is regularly identifying new buyers, particularly in 1031 trades, from all over the U.S. Our brokers represent many private investors, with access to the nation's largest buyer pool and source of 1031 exchange buyers in California.

### NORTHMARQ'S TARGETED BUYER REACH

**40** TOTAL STATES

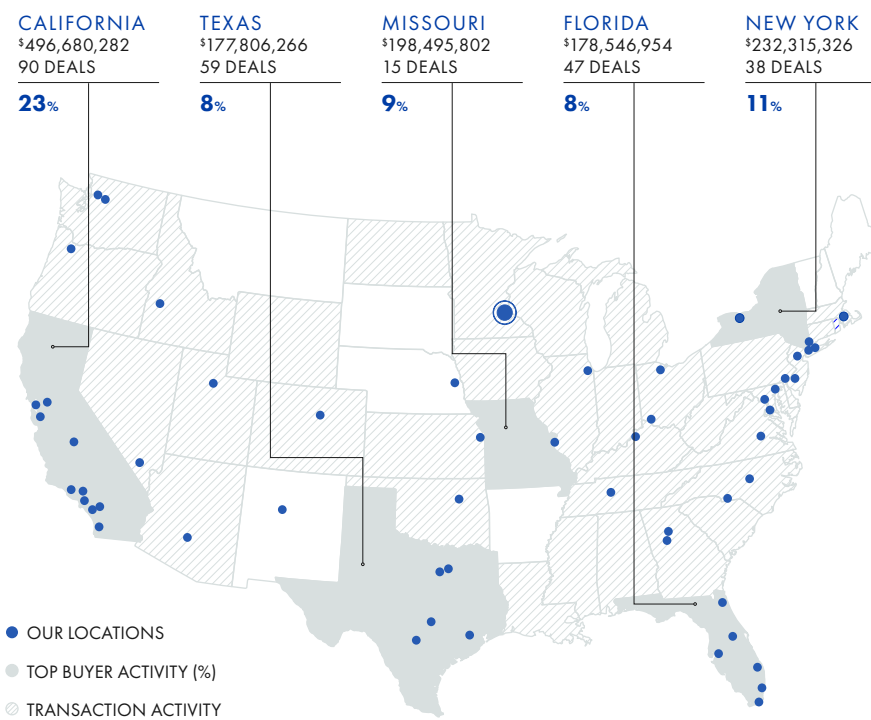
Sourced and represented buyers across the US

**5** TOP MARKETS

Buyers in these states comprised 52% of the total

**91%** PRIVATE CAPITAL

The largest of all buyers on Northmarq transactions



## TRACK RECORD BY BUYER TYPE

Our shared database and historical presence in the industry provides unmatched, in-house access to buyers. Northmarq's largest percentage of investors (91%) are private individuals. In 2023 the average cap rate for individual investors was 6.86%.

### DEALS BY BUYER TYPE

BUYER TYPE	# OF DEALS	AVERAGE CAP RATE	TOTAL SALES VOLUME
Individual	175	6.86%	\$434,549,489
Developer	163	6.27%	\$870,120,473
Institutional	52	6.39%	\$202,231,692
Private Equity	33	6.35%	\$151,505,500
Pooled Individuals	19	7.07%	\$114,903,150
Other	162	4.77%	\$397,515,900
<b>TOTALS</b>	<b>604</b>	<b>6.28%</b>	<b>\$2,170,826,204</b>





SECTION 2

# OUR TEAM

02

# TEAM TRACK RECORD



The team features four brokers, each with extensive background in net lease sales specifically retail, healthcare, industrial, and office totaling in over **50 years of combined experience**. Whether you are looking to sell or buy, this team is here to guide you effectively through the investment sales market and yield exceptional results for each client.



**593+**

TOTAL TRANSACTIONS



**\$2.38B+**

TOTAL SALES VOLUME



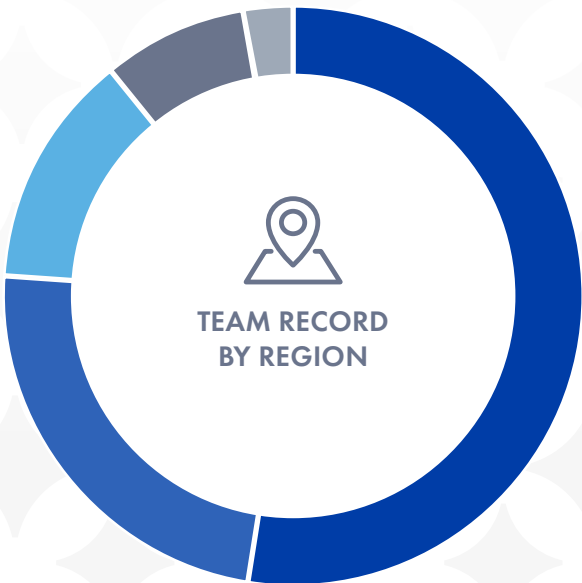
**38**

TOTAL DEALS IN 2024



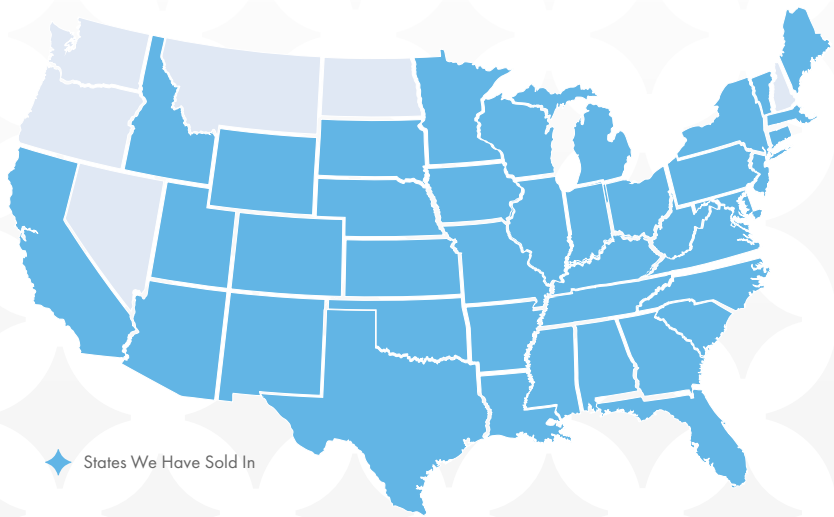
**\$113.09M+**

2024 TOTAL SALES VOLUME



SOUTHEAST   \$1.20B
PORTFOLIO DEALS   \$489.41M
MIDWEST   \$281.91M
NORTHEAST   \$170.47M
WEST   \$53.53M

## TRANSACTION DISTRIBUTION MAP





## MEET THE TEAM

**Robert Poirier** | Associate Vice President  
rpoirier@northmarq.com | 404.823.6375



Robert Poirier specializes in the acquisition and disposition of net lease retail and industrial assets across the United States. With extensive experience in helping organizations optimize asset positioning and streamline transactions, Poirier consistently strives to maximize returns for his clients at both the property and portfolio levels. As a key business development and execution specialist on his team, Poirier offers invaluable expertise to buyers and sellers nationwide, regardless of their profile.

Before joining Northmarq, Poirier served as Senior Vice President and head of Transwestern's Tenant Representation group in Atlanta. Prior to that, he was the Managing Director of the Atlanta office for GVA Adventis.

#### Education & Personal Affiliations

- ACG Atlanta
- International Council of Shopping Centers
- BS in Real Estate & Finance, University of Southern Mississippi
- Real Estate Broker - GA

**Sam Wilson** | Associate Vice President  
swilson@northmarq.com | 678.904.2024



Sam Wilson is an Associate Vice President in Northmarq's Atlanta office. He specializes in the disposition of single, multi-tenant retail, and industrial assets across the country. Wilson has been a part of one of the top producing teams in has helped facilitate over \$2.3 billion in transaction volume.

Before joining Northmarq, Wilson served as an Associate Director at Northmarq. Prior to Northmarq, Wilson was an Associate Director at B+E Net Lease, specializing in industrial and retail dispositions, as well as buy-side representation for 1031 exchanges. Prior to B+E, Sam served as VP of Acquisitions for private and public REITS.

#### Education & Personal Affiliations

- B.S., Finance and Economics,
- Spring Hill College
- Real Estate Salesperson License – GA

**Michael Watson** | Senior Associate  
mwatson@northmarq.com | 404.823.6749



Michael Watson is a Senior Associate in Northmarq's Atlanta office. Watson specializes in the acquisition and disposition of net lease investment properties across the country and has extensive experience with retail, industrial, multi-tenant, medical office, sale leaseback, and zero cash flow transactions across dozens of states. He leverages the expertise of one of the top producing teams in the country that has generated over \$2.3 billion in team transactions.

With a strategic and relationship-based approach, Watson utilizes real-time market insights and feedback coupled with his creative methodology, opportunistic mindset, attention to detail, and infallible work ethic to serve his clients so they are in the best position to maximize returns and achieve their goals.

Before joining Northmarq, Watson served as an Associate in Northmarq's Atlanta office after a decade in various sales and management roles. Prior to Northmarq, Watson worked in collegiate and professional sports in a variety of management, sales, development, and marketing roles. He has managed sales teams with over 45 members and has consistently achieved record sales results throughout his career.

#### Education & Personal Affiliations

- Bachelor of Arts in Communications, The University of North Carolina at Chapel Hill
- Master of Business Administration in Leadership and Organizational Management, Georgia State University
- Real Estate Salesperson License – GA

# EXECUTION TEAM ORGANIZATIONAL CHART

## SENIOR LEADERSHIP & DEAL EXECUTION



**Robert Poirier**  
Associate Vice President



**Sam Wilson**  
Associate Vice President

- Client Contact
- Services Relationships
- Strategy Development



**Michael Watson**  
Senior Associate

- Investor Solicitation
- Marketing Oversight
- Underwriting/Due Diligence

- Local Market Expertise
- Buyer Selection Consultation
- Contract/Closing Negotiations

## ANALYSIS & RESEARCH SUPPORT



**Chanel Tobias**  
Senior Investment Sales Analyst

- Marketing Due Diligence
- Buyer Contact/Property Tours
- Underwriting/Due Diligence

- Lease Abstracting
- Contract/Closing Negotiations
- Pricing Strategy

- Marketing Process
- Debt Origination

## MARKETING & PRODUCTION SUPPORT



**Ami Mbow**  
Marketing Specialist

- Marketing Process
- Marketing Materials
- Market Research
- Client Reporting
- Website Production
- Website Maintenance



**Lane Escobar**  
Senior Administrative Assistant

- Critical Dates Tracking
- Escrow Management Support
- Title Company Communication
- Transmittal of Critical Documents
- Invoices & Expense Management

## RELEVANT SALES EXPERIENCE

### Net Lease Retail



**Walgreens**  
Islandia, NY  
Closing Price: \$8,960,000



**Tesla**  
Atlanta, GA  
Closing Price: \$13,850,000



**Harbor Freight Tools**  
Fort Worth, TX  
Closing Price: \$5,950,000



**Ross Dress For Less**  
Chicago, IL  
Closing Price: \$9,285,000



**Chick-Fil-A**  
Long Island, NY  
Closing Price: \$7,600,000

### Industrial



**National STNL Logistics Portfolio**  
Portfolio of 4  
Closing Price: \$104,863,000.00



**Advanced Distributor Products**  
Grenada, MS  
Closing Price: \$21,254,400



**Custom Window Systems**  
Ocala, FL  
Closing Price: \$26,450,000



**FedEx Freight**  
Schertz, TX  
Closing Price: \$25,780,000



**Harbor Freight**  
Dillon, SC  
Closing Price: \$25,000,000

### Multi-Tenant Retail



**Capitol & 124th**  
Wauwatosa, WI  
Closing Price: \$8,200,000



**Oakbrook Station Shopping Center**  
Summerville, SC  
Closing Price: \$22,200,000



**Shoppes at Celebration Place**  
Orlando, FL  
Closing Price: \$29,500,000



**Jimmy John's, Starbucks, Mattress Firm**  
Charlotte, NC  
Closing Price: \$4,400,000



**The Shoppes at Centre Pointe**  
North Charleston, SC  
Closing Price: \$22,400,000



## RELEVANT SALES EXPERIENCE

### Medical



**Lakeview Health**  
Jacksonville, FL  
Closing Price: \$31,500,000



**BioLife Plasma Services**  
Homewood, AL  
Closing Price: \$3,000,000



**Redmond Urgent Care**  
Rome, GA  
Closing Price: \$1,910,000



**Cartersville Urgent Care**  
Cartersville, GA  
Closing Price: \$2,717,540



**Eastside UrgentCare**  
Lilburn, GA  
Closing Price: \$1,845,000

### Office



**Big Nerd Ranch**  
Atlanta, GA  
Closing Price: \$6,714,000



**Franklin Forest**  
Portfolio of 2  
Closing Price: \$7,050,000



**Synchrony Financial**  
Rapid City, SD  
Closing Price: \$7,250,000



**Thomas Kinkadee Company**  
Morgan Hill, CA  
Closing Price: \$5,675,000

### Family Entertainment/Theater



**Firkin & Kegler Family Entertainment Center**  
Orlando, FL  
Closing Price: \$6,825,000



**Spare Time**  
Trussville, AL  
Closing Price: \$10,000,000



**Spare Time**  
Portfolio of 2  
Closing Price: \$24,466,600



**Spare Time**  
Portfolio of 2  
Closing Price: \$24,632,432



**Spare Time**  
Portfolio of 2  
Closing Price: \$25,595,000



## SECTION 3

# MARKETING



03



# YIELDING RESULTS

## How We Stack Up

Northmarq compiles data on every deal, every company and every broker active in the single-tenant net lease space. Below is actual data pulled from our analytics. As a result, we know Northmarq achieves the highest percentage of original asking price in the business.

At Northmarq we’ve achieved 1.1% better pricing than the top competitors on our net lease listings, leading to higher net proceeds for our seller clients in addition to providing excellent service throughout the transaction process.

Northmarq	Top 20 Competitors
Asking Price Achieved	Asking Price Achieved
95.7%	95.4%

Above-Market Pricing Analysis					
Northmarq			Top 20 Competitors		
Original Asking Price	\$10,000,000	100%	Original Asking Price	\$10,000,000	100%
Achieved Sale Price	\$9,572,200	95.7%	Achieved Sale Price	\$9,543,700	95.4%

Value Added to Client                      \$28,500

Methodology: Figures calculated for \$0-20M Single-Tenant, Broadly-Marketed Assets  
Source: Northmarq proprietary Single-Tenant Market Database

95%

Since 2020, 95% of our buyers have been first-time Northmarq buyers

87%

Since 2020, 87% of our buyers have been private capital buyers

58%

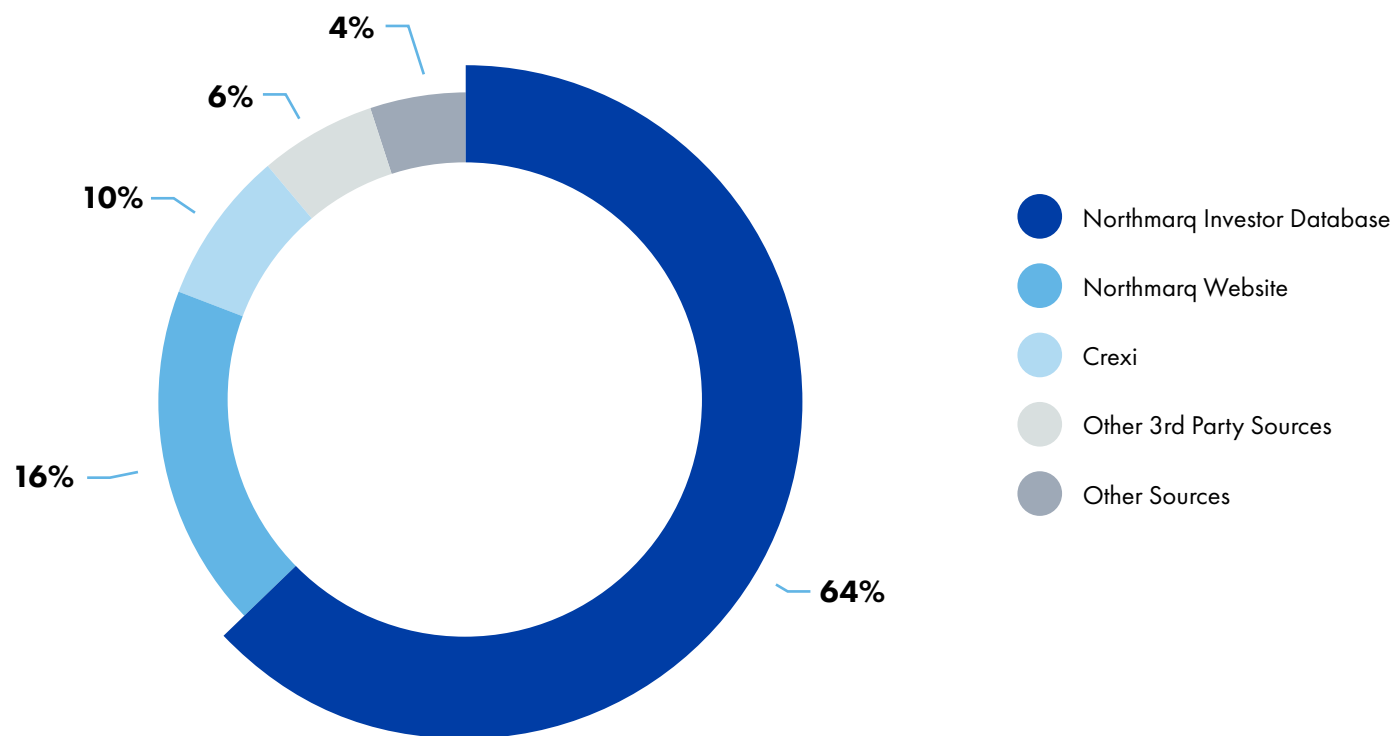
Since 2020, 58% of Northmarq-brokered deals have been bought by repeat top buyers in the net lease market

## 10X DOWNLOAD PERFORMANCE VS TOP 3RD PARTY SITE

### Maximizing Deal Visibility to Investors

Over the past five years, Northmarq's proprietary marketing platform and investor database have outperformed Crexi, the industry's best 3rd party listing service, by 10x.

Our proven marketing approach maximizes deal visibility to investors and drives buyer activity, leading to more offers and faster deal execution.



**80%**

Since 2019, 80% of OM downloads came from Northmarq's proprietary marketing platform

**64%**

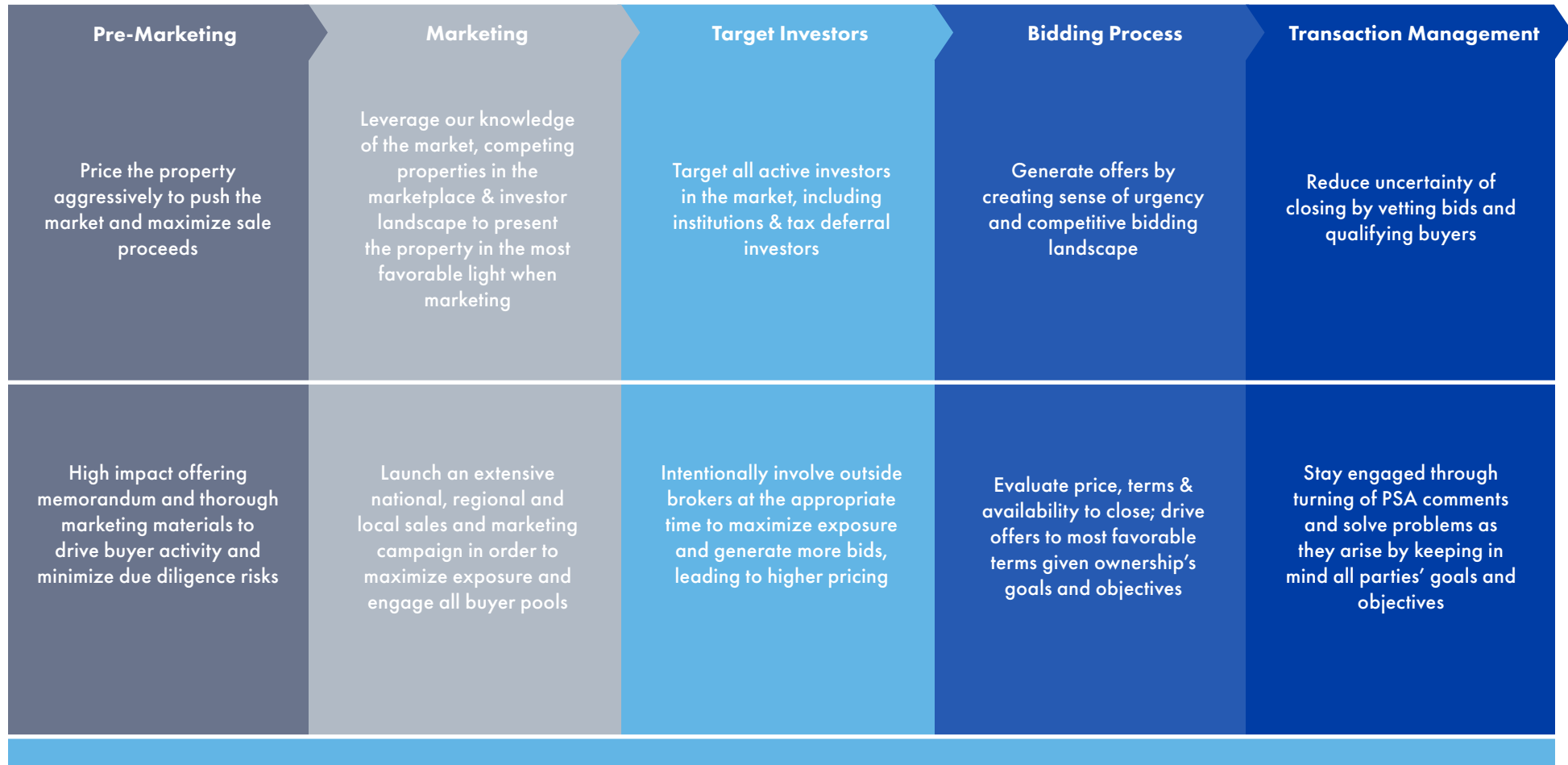
64% sourced from the Northmarq database

**16%**

16% sourced from the Northmarq website

## PROVEN MARKETING PROCESS

We believe the key to maximizing proceeds and surety of execution is to conduct a targeted, controlled, and hands-on process from marketing commencement to closing.



**Maximize Proceeds to Ownership & Ensure Execution and Closing**

# PROPERTY MARKETING PLAN

## Marketing Strategy

Our approach is intended to be carried out in phases, on an as-needed basis, and is designed to generate competition in the buyer pool. We would begin by drafting formal marketing documents, creating a website and engaging a professional photographer.

### 1 Phase I

Begin with a direct call and email campaign to the top 100-150 candidates and most-active STNL office buyers with an emphasis on investors with an evidenced affinity for office-leased assets nationwide

### 2 Phase II

Direct call efforts to local area property owners and the region's office owners

### 3 Phase III

Utilization of the Northmarq network of brokers nationwide and our proprietary database (225,000+ focused net lease professionals), achieving full and broad exposure to the most qualified and targeted group of investors

### 4 Phase IV

Utilization of 3rd party marketing services (LoopNet, Crexi, Property Campaign, CoStar, etc.) to complement our direct marketing efforts

## Major Activities



### Pre-Marketing

10 - 15 Days



### Marketing/Offers

15 - 60 Days



### Selection/Negotiation

10 - 30 Days



### Buyer Due Diligence

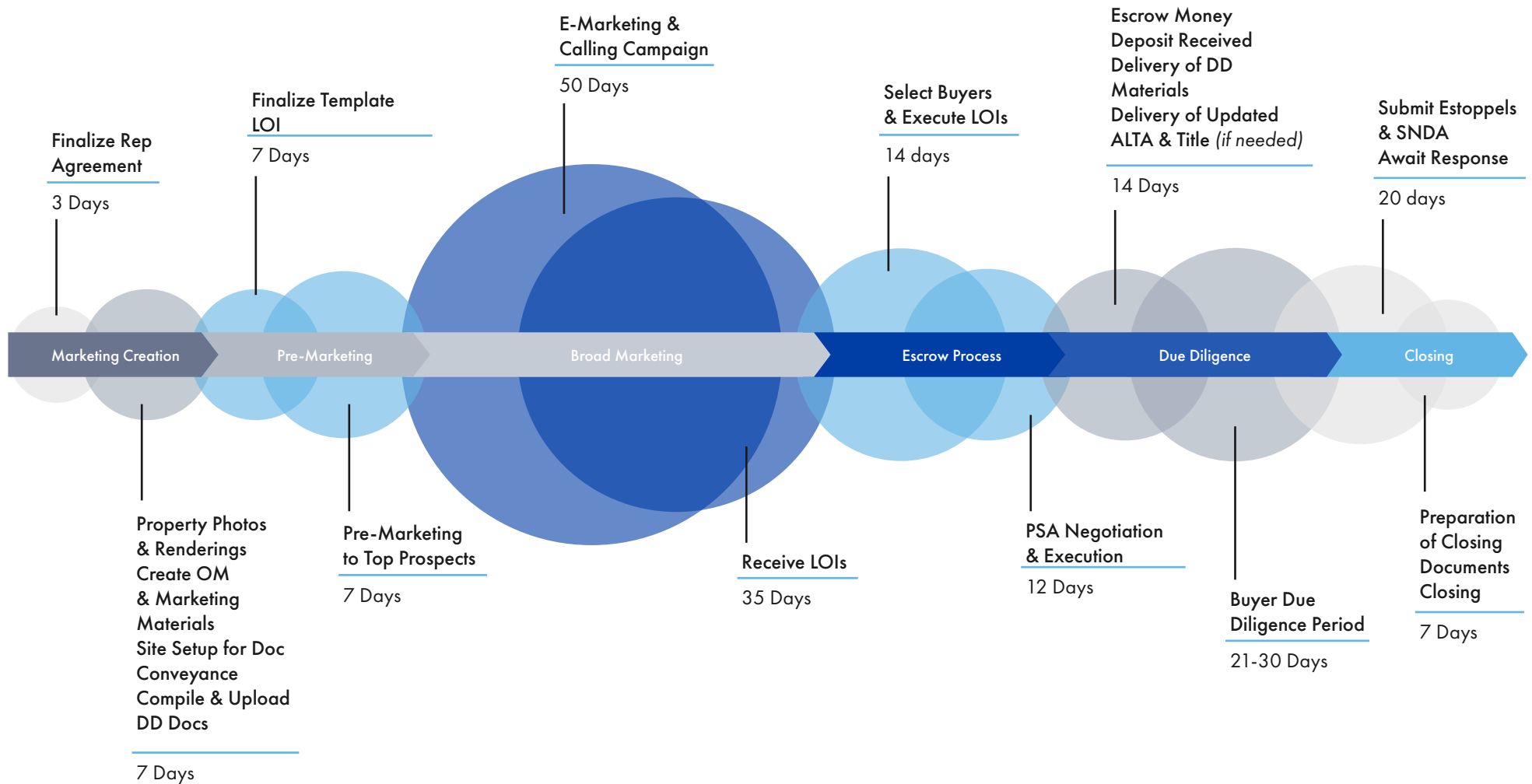
30 - 45 Days



### Closing Process

5 - 30 Days

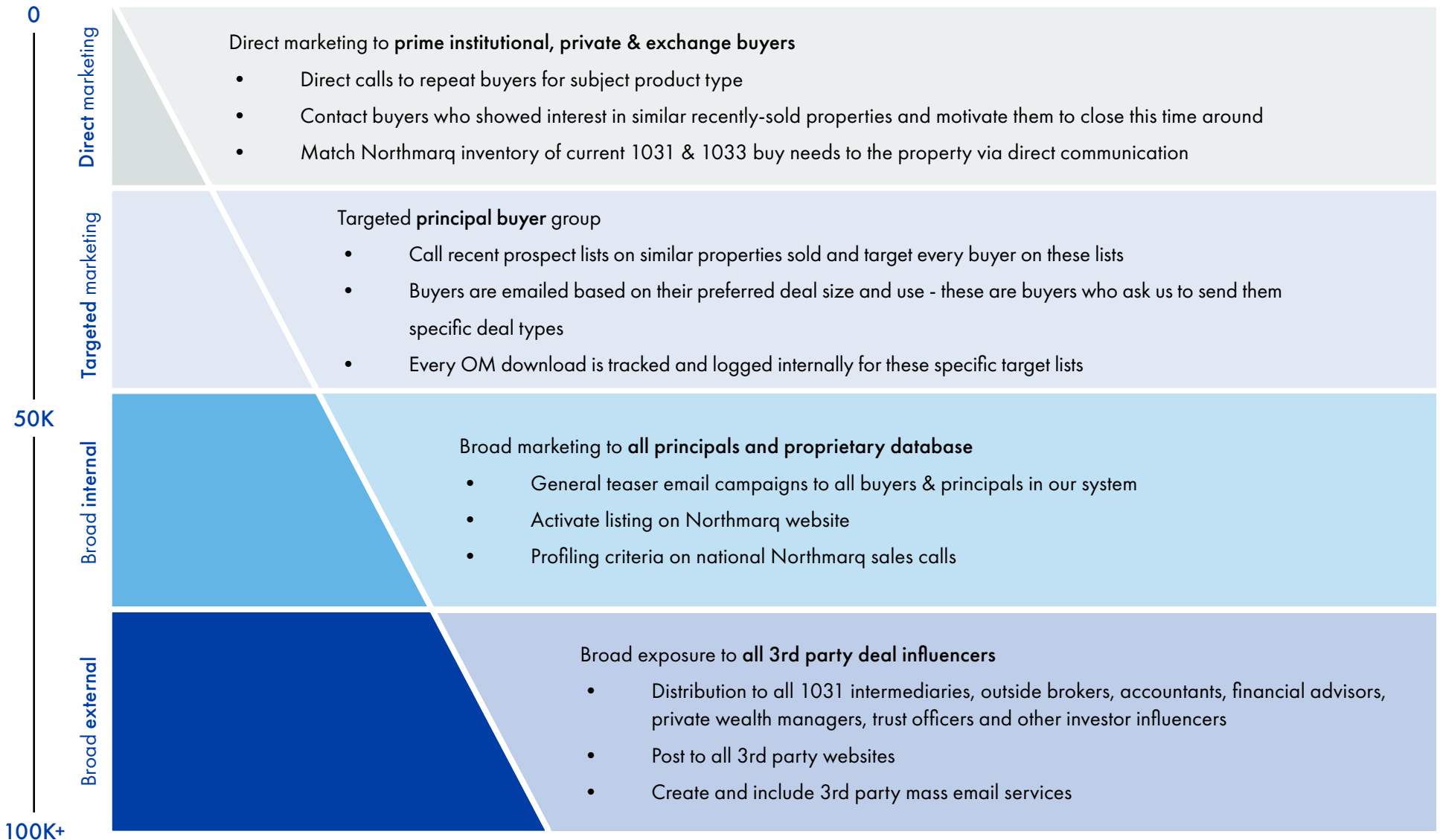
## PROJECTED MARKETING AND SALES TIMELINE





## BROADEST POSSIBLE BUYER AUDIENCE

The key to maximizing proceeds and surety of closing is to conduct a targeted, controlled and hands-on process from marketing commencement to closing.





## LISTING TEAM

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**Sam Wilson**

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678.904.2024

**Michael Watson**

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**Chanel Tobias**

*Investment Analyst*  
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