

# RETAIL/ REGIONAL MALLS

## OUR DIVERSE EXPERTISE

Newmark Knight Frank Valuation & Advisory's (V&A) Retail/Regional Malls practice is the premier appraisal group focused exclusively on retail properties. The team offers a breadth of expertise in super-regional malls, regional malls, lifestyle centers, power centers, community centers, neighborhood centers and single-tenant properties that is unrivaled in the industry.

Newmark Knight Frank V&A's Retail/Regional Malls group performs valuations, feasibility studies and market studies, as well as rent, expense and leasehold analyses for a broad range of existing and proposed retail properties. These include department stores, big box stores, shopping centers, theme/festival centers and mixed-use developments. In addition to investors and owners, we have completed valuation assignments for developers, corporations and public agencies. Newmark Knight Frank V&A's Retail/Regional Malls team core offerings also include financial reporting and property tax services.

## MEET OUR TEAM

Our team is among the most experienced in the business. Each of our experts is an MAI-designated appraiser with at least 10 years of dedicated retail and regional mall experience; we also have access to a dedicated mall research staff and a proprietary regional mall database for analyzing comparable sales, income and expense data and trends.

Newmark Knight Frank V&A's Retail/Regional Malls practice is supported nationwide by Newmark Knight Frank's in-house retail brokerage platform, which has completed transactions nationwide for retail properties of every size. Our experts also utilize an extensive network of market participants—brokers, investors, developers, leasing agents and lenders—to keep abreast of the latest developments in the retail markets.

Most importantly, the Retail/Regional Malls team takes a unique, consulting-based approach to valuation assignments. Instead of focusing solely on the value of a property, we are equally attentive to the asset's specialized business operations. For both large malls and smaller single-occupant assets, this process typically comprises an analysis of store sales, tenant reimbursement structures and a consideration of the dynamics existing between retailers and consumers. Our approach enhances the services we provide, and enables our clients to fully appreciate the value of the asset under analysis.



### FOR MORE INFORMATION:

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Newmark Knight Frank Valuation & Advisory is a leading industry innovator, comprising an extensive team of the most trusted and recognized names in the valuation sector. Headquartered in New York and Houston, Newmark Knight Frank's V&A professionals serve clients from more than 60 offices throughout the Americas. Our valuation and advisory practice is supported by Newmark Knight Frank's industry-leading offerings including research, leasing, corporate advisory services, capital markets, consulting, project and development management, and property and corporate facilities management services—allowing us to add significant value for clients that goes beyond mere reporting.