LOOKBOOK 2020
SPRING EDITION

NKF PRIVATE CAPITAL GROUP, A DIVISION OF NEWMARK KNIGHT FRANK
1875 CENTURY PARK EAST | SUITE 1380 | LOS ANGELES, CA

Newmark Knight Frank

NKF PRIVATE CAPITAL GROUP

Our Mission

NKF Private Capital Group is leading the industry when it comes to using data and technology to bring speed, efficiency and record setting pricing to small and mid-sized transactions.

Advanced Analytics: Institutional quality analytics are supported by discounted cash flow analyses that are derived from accurate investor returns, real time debt quotes and comparable based market leasing assumptions.

Killer Graphics: Our in-house design team and outside consultants are continually pushing the envelope, offering best-in-class property marketing materials.

Intelligent Marketing: We aim to break the mold and utilize all print, email, video and social media channels to provide maximum exposure for our listings.

Spotlight **LISTING**

Southern California Innovation Park is a 13-building, 418,686-square-foot, office, industrial, and R&D portfolio located in Valencia, CA. Prestigious prior ownership includes Lockheed Martin, Goldman Sachs, and Mann Biomedical.

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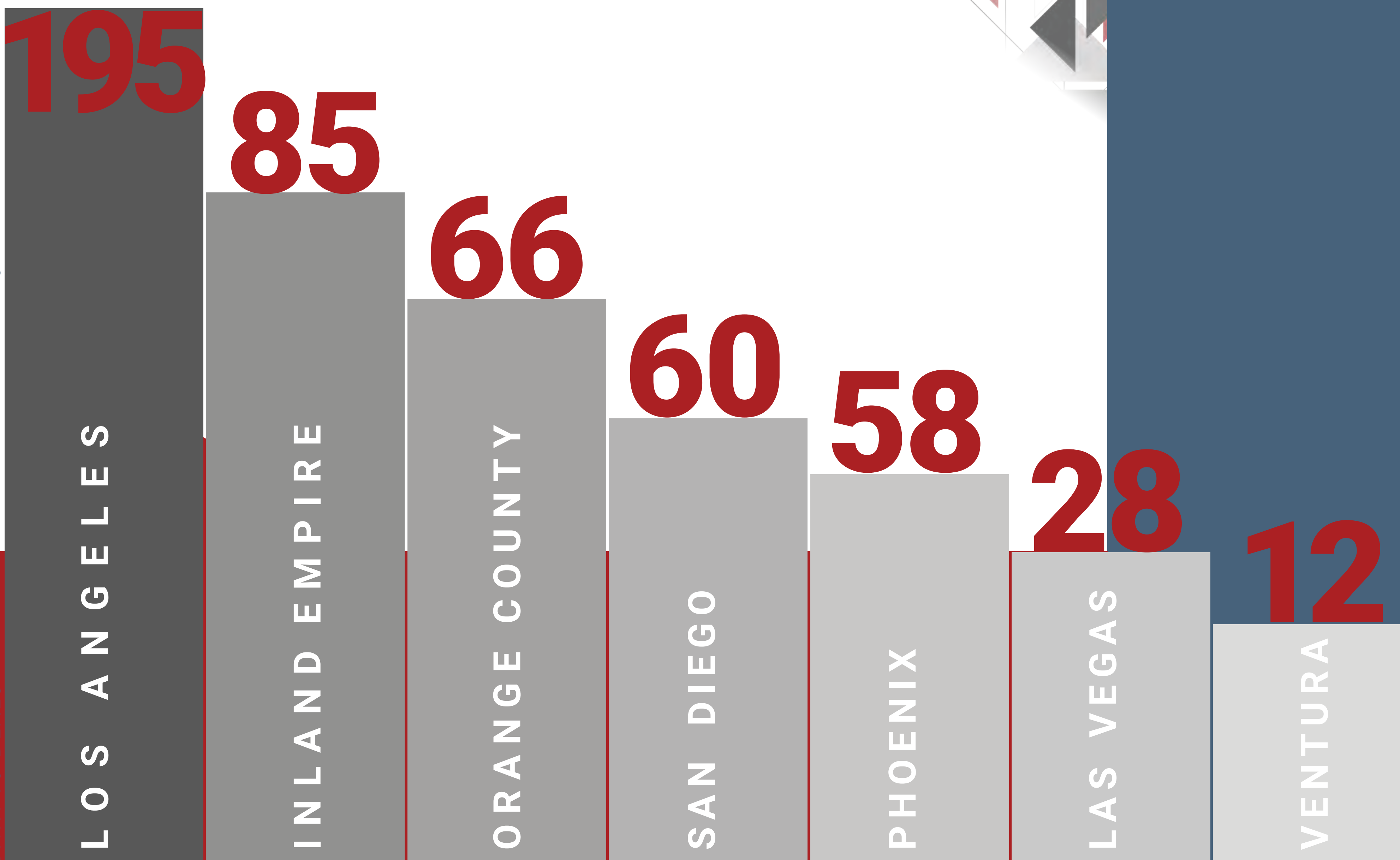
RAINTREE CORPORATE CENTER

THE PLATFORM

OFFICE

Total Transactions (2019)

Western U.S. | $5 - $25 Million

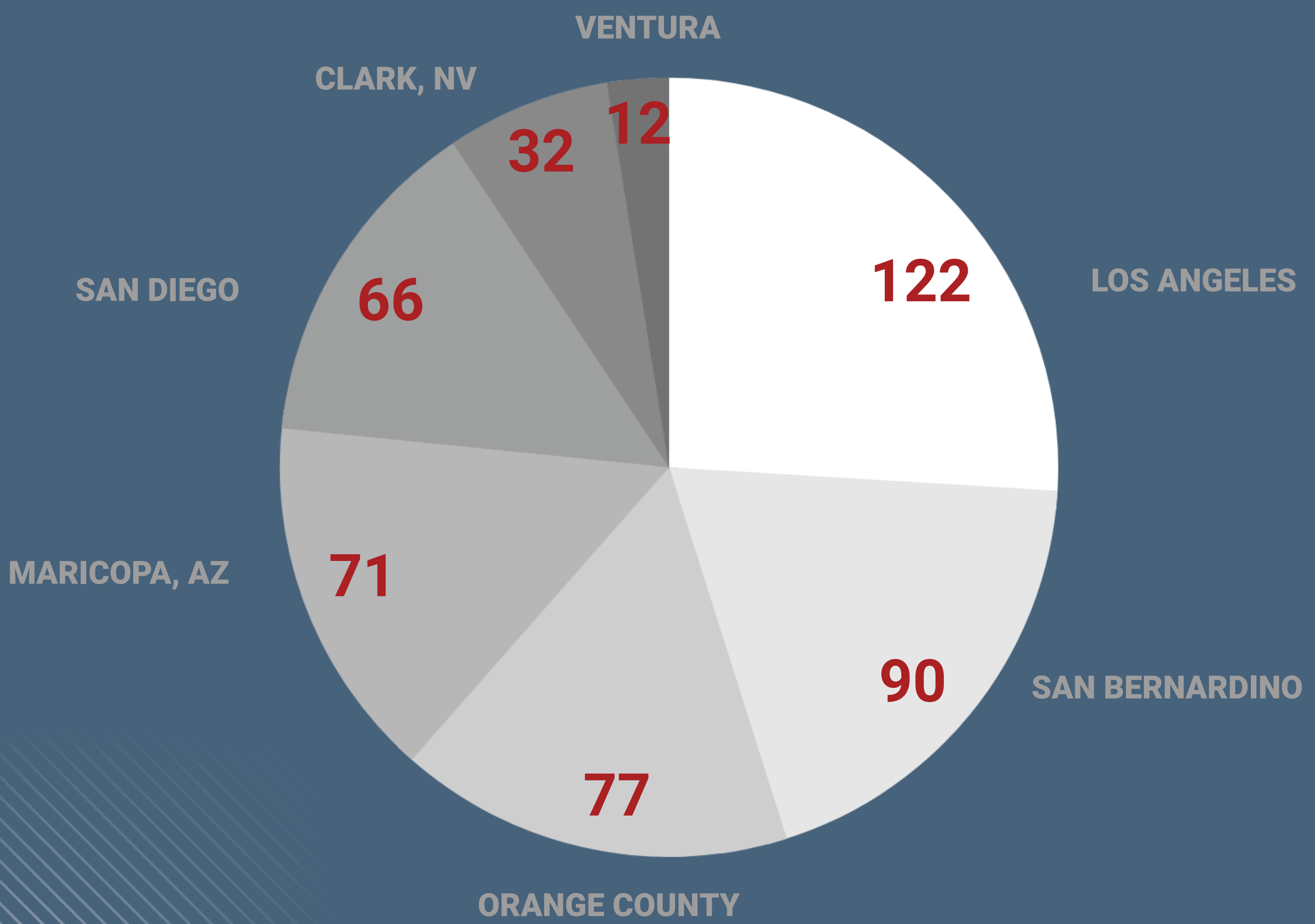


Real Capital Analytics

INDUSTRIAL

Total Transactions (2019)

Western U.S. | $5 - $25 Million



2019

SNEAK PEAK

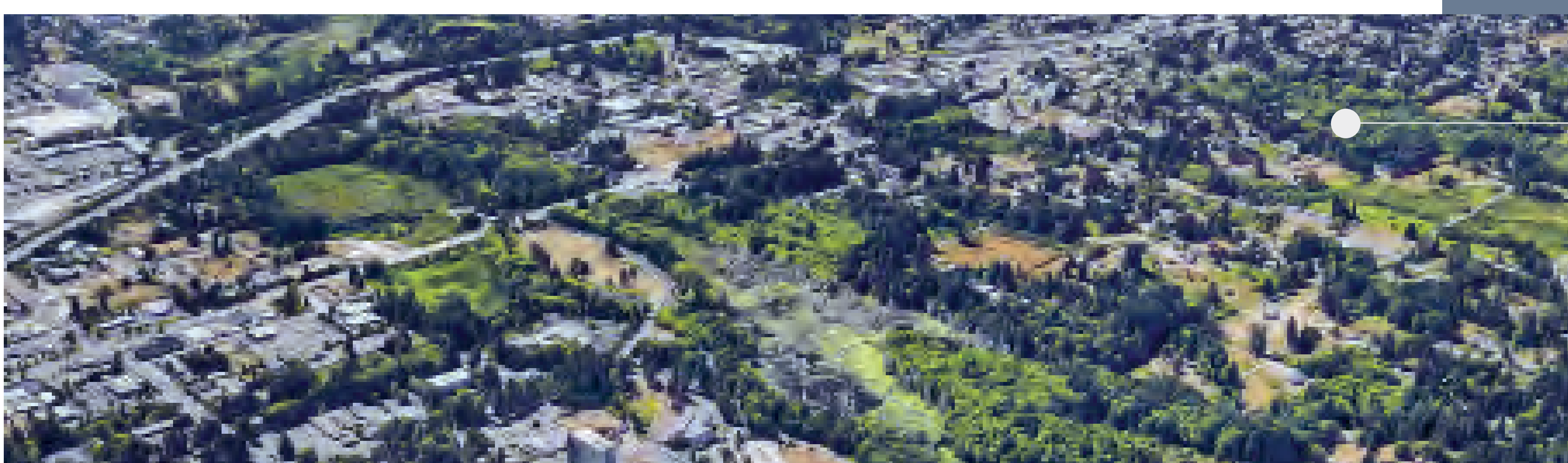
COMING SOON

01
SOON TO BE ON MARKET

901 CORPORATE CENTER

Price : Unpriced
Product Type : Single Tenant Office
Total Rentable Area : 96,365 SF
Location : Pomona, CA
Profile : Long-Term, NNN Leased


3300
Newport
Irvine
Center



NEWPORT IRVINE CENTER

Product Type : Office
Total Rentable Area : 76,834 SF
Location : Newport Beach, CA
P : Stabilized, Core Plus

PARAMOUNT INDUSTRIAL

Product Type : Industrial
Total Rentable Area : 65,000 SF
Location : Paramount, CA
P : Long-Term GSA Lease, Core

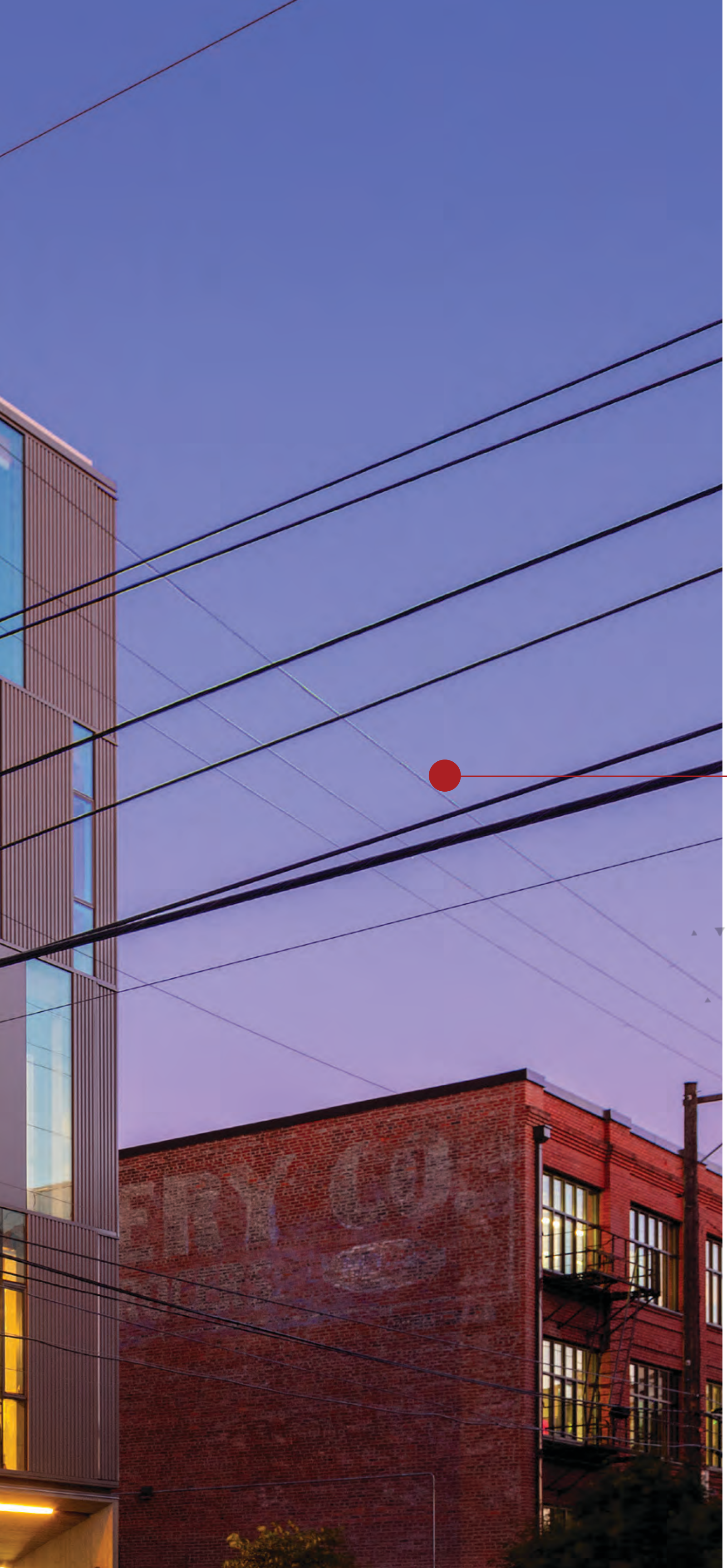
PROVIDENCE LAND PORTFOLIO

Product Type : Land/Development
Total Area : 178 AC
Location : Pacific Northwest
P : Variable: Opportunistic to Core Plus

COMING SOON

DEALS

UNDER CONTRACT



AMERICAN BRUSH BUILDING + FRAMEWORK

PORTLAND, OR

02

DEALS CURRENTLY
Under Contract

Portland OREGON

AMERICAN BRUSH BUILDING + FRAMEWORK

OFFICE | 35,197 SF

116 NE 6TH AVE & 160 NE 6TH AVE, PORTLAND, OR

- American Brush Building is a best-in-class adaptive reuse with brick and timber construction, seismically retrofitted, and fully repositioned to open and creative office. Framework is a newly constructed heavy timber and curtail wall office building located on the corner north of American Brush Building and separated by a shared parking lot.

OFFICE	02	100%
PROPERTY TYPE	BUILDINGS	OCCUPANCY

Riverside CALIFORNIA

COMMERCE SQUARE

OFFICE | 128,912 SF

1550 MARLBOROUGH AVENUE & 1737, 1777 & 1989 ATLANTA AVENUE, RIVERSIDE, CA

- Commerce Square, constructed in 1986 and 1990, is predominately built-out as office space and offers ample parking in a nicely landscaped business park environment.
- The park provides unit sizes ranging from 1,395 to 23,000 square feet with a robust and diversified rent roll.
- The park is currently 90% leased with a varying lease expiration schedule.

128,912 SF	90%	$22M
TOTAL RENTABLE AREA	CURRENT OCCUPANCY	OFFERING PRICE

Thousand Oaks CALIFORNIA

225 HILLCREST

OFFICE | 158,885 SF

225 WEST HILLCREST DRIVE, THOUSAND OAKS, CA

- This five story office building sits upon an expansive 13.3 acre site and is 74% leased to Bank of America (S&P: A) through December 2020.
- Bank of America is anticipated to vacate upon expiration with in-place rents approximately 20% below market.
- 225 Hillcrest offered investors the attractive opportunity to acquire a value-add Class A office building of scale in an amenity rich, highly accessible location.

05	1983	3.7/1000
STORIES	YEAR BUILT	PARKING RATIO

Beverly Hills CALIFORNIA

139 SOUTH BEVERLY

MIXED-USE | 33,970 SF

139 SOUTH BEVERLY DRIVE, BEVERLY HILLS, CA

- Rare, fee-simple investment opportunity in the Beverly Hills Golden Triangle - One of the most prestigious locations in the world.
- 97%-leased, three-story building with 33,970 SF of premier, street-level retail, and two full floors of office space comprised of 19,143 SF.
- The entirety of the office space is leased to small tenants on short-term leases, provided an exceptional owner/user, and mark-to-market opportunity.

$42M	33,970 SF	97%
OFFERING PRICE	RENTABLE OFFICE AREA	CURRENT OCCUPANCY

Various UTAH & CALIFORNIA

THE SACHER FAMILY PORTFOLIO

INDUSTRIAL | 637,907 SF

CALIFORNIA & UTAH

- The Portfolio includes a mix of stabilized assets, deals with near-term roll, and a vacant building, which will appeal to investors across the capital stack from core to opportunistic capital.
- The Portfolio includes a diverse set of buildings as small as 11,500 square feet and as large as 131,626 square feet, which will lend itself to a wide buyer pool that will include owner/users, individual investors, 1031 exchange buyers, private capital funds, and institutional groups.

15	94%	2.67 Years
BUILDINGS	CURRENT OCCUPANCY	WEIGHTED AVERAGE LEASE TERM

Sylmar CALIFORNIA

SYLMAR INDUSTRIAL PARK

INDUSTRIAL/R&D | 140,840 SF

12744 SAN FERNANDO ROAD LOS ANGELES, CA

- The fee-simple interest is a two-building industrial/R&D campus developed on approximately 6.48 acres of land.
- It features a paved gated yard, 8 loading doors, 18’ clearance, 2.28/1,000 SF parking and 600-2,000 amps of 277/480 volt power.
- The Project has highly functional buildings and a quality tenant base that includes Quallion, Second Sight Medical and OD International and provide a high level of credit to the rent roll.

140,840 SF	100%	$19.5M
TOTAL RENTABLE AREA	CURRENT OCCUPANCY	OFFERING PRICE

CLOSED DEALS

UNDER CONTRACT

DEAL SPOTLIGHT

SHADOW PROFESSIONAL CENTER | **Las Vegas, NV**

Shadow Professional Center is a highly functional, Class B medical office building located within the quickly growing Las Vegas Medical District. The two-story building was constructed in 1998 and consists of 41,849 rentable square feet situated on a 2.58-acre parcel.

The Property is strategically located within the Las Vegas Medical District (LVMD) which is anchored by several hospitals, specialty facilities, and major educational institutions, including Valley Hospital and the future UNLV School of Medicine, both located just one block from the subject property. This highly concentrated medical submarket includes several other synergistic tenants including University Medical Center (UMC), UMC Trauma Center, Milan Institute, Southern Nevada Health District Lab, Southwest Medical Surgical Center, Horizon Specialty Hospital of Las Vegas, and many others, all within a few block radius.

The Property is currently 81% leased to ten tenants, allowing for an investor to add value through the lease up of vacant space. Furthermore, the current owners recently invested $150,000 in capital at the property which included a fresh exterior paint job and several other common area upgrades that will allow for the new owners to increase rents and attract new tenants.

DEALS

ACTIVE LISTINGS

03 DEALS CURRENTLY On the Market

640 NORTH SEPULVEDA BLVD. | **Los Angeles, CA**

640 North Sepulveda Boulevard is a 45,630-square-foot office building located in Los Angeles, California. Built in 1987, the Property recently received a $3 million renovation and features an unparalleled amenity base with ample outdoor space. The two-story office building is currently vacant, providing a rare opportunity for an owner-user to acquire a repositioned Westside commercial building, or for a core investor to execute an aggressive lease up strategy under tightening market conditions. The Property offers an ideal, creative-office work environment that can accommodate multi-tenant or single-tenant floor plates while benefiting from a central Westside location adjacent to affluent communities of Bel Air and Brentwood and within 15-minutes from Beverly Hills, Century City, Westwood, Santa Monica, Culver City, and Sherman Oaks. The Property is being offered for $31,895,000 ($699 PSF) on an as-is basis for the fee simple interest in the building and the land thereunder.

45,630 SF	$699	$31.89M
TOTAL RENTABLE AREA	PER SQUARE FOOT	OFFERING PRICE

Valencia CALIFORNIA

SOUTHERN CALIFORNIA INNOVATION PARK

Call For Pricing | 257,117 SF

25101-25161 RYE CANYON LOOP, SANTA CLARITA, CA

- 12-building, office, industrial, and R&D portfolio available for purchase separately or together.
- Situated on a 159.5 acre park, and features unparalleled amenities, an ideal central location with an established corporate address in the Santa Clarita Valley, and a diverse tenant mix.

4.41 Years	12	90%
WEIGHTED AVERAGE LEASE TERM	BUILDINGS	OCCUPANCY

Santa Barbara CALIFORNIA

THE PLATFORM

$13.8M | 32,133 SF

126 E HALEY STREET, SANTA BARBARA, CA

- This property recently underwent a $1.5-million renovation and benefits from an ideal location two blocks from State Street and within 0.5 miles of the Funk Zone.
- The Property is one of the most desirable assets in the Santa Barbara market.

32,133 SF	$429	$13.8M
TOTAL RENTABLE AREA	PER SQUARE FOOT	OFFERING PRICE

Las Vegas NEVADA

777 RAINBOW BUSINESS CENTER

$27.7M | 151,429 SF

777 RAINBOW BUSINESS CENTER DRIVE, LAS VEGAS, NV

- Newmark Knight Frank (NKF), as exclusive advisor, is pleased to present the opportunity to acquire the fee-simple interest in Rainbow Business Center (the Project), a multi-tenant, office and retail project.
- A 151,470-square-foot, premier-quality, multi-tenant office project complemented by a standalone, onsite retail amenity building which includes a Starbucks, as well as an adjoining parking structure providing an above-standard parking ratio.

151,429	$183	8%
TOTAL RENTABLE AREA	PER SQUARE FOOT	CAP RATE

San Bernardino CALIFORNIA

EXCHANGE PLACE

$11.5M | 83,982 SF

1845 BUSINESS CENTER DRIVE, SAN BERNARDINO CA

- Stabilized, attractive, two-story office building consisting of 83,982 SF
- Recent renovations to modernize the interiors, replace HVAC systems, new EMS control system, and install new HD sec
- Currently 97% leased by 15 tenants across the government, professional services, healthcare, and construction sector

83,982 SF	97%	$11.5M
TOTAL RENTABLE AREA	CURRENT OCCUPANCY	OFFERING PRICE

Orange County CALIFORNIA

ORANGEWOOD OFFICE CENTER

$14.5M | 108,780 SF

1835, 1845 & 1915 W ORANGEWOOD AVE. ORANGE, CA

- With mirrored glass curtain-wall exteriors and high-end contemporary interior finishes, the Property provides tenants a location with high corporate visibility, and efficient floor plates,offering ample natural light, and convenient surface parking with an above-standard parking ratio.
- It is immaculately maintained with extensive landscaping, an on-site deli and has had extremely strong historical occupancy.

108,780 SF	98%	7%
TOTAL RENTABLE AREA	CURRENT OCCUPANCY	CAP RATE

Venice Beach CALIFORNIA

1320 PACIFIC AVENUE

$6.75M | 45,630 SF

1320-1324 PACIFIC AVENUE, VENICE, CA

- The LAC4 zoned property is 42% leased to the Venice Beach Business Improvement District (Venice BID), providing in-place cash flow for an investor, developer or owner/user.
- The Property is uniquely positioned with a central Venice location, flexible zoning and a maximum allowable 1.5:1 FAR.

5,534 SF	LAC4	$6.75M
TOTAL RENTABLE AREA	ZONING	OFFERING PRICE

Los Angeles CALIFORNIA

640 NORTH SEPULVEDA

$31.9M | 45,630 SF

640 N SEPULVEDA BLVD., LOS ANGELES, CA

- Recently underwent a $3 million renovation, offers an unparalleled amenity base and features 11,643 SF of workable outdoor space.
- It is an ideal, creative-office work environment that can accommodate multi-tenant floor plates while benefiting from a central Westside locataion

45,630 SF	$699	$31.89M
TOTAL RENTABLE AREA	PER SQUARE FOOT	OFFERING PRICE

Phoenix ARIZONA

FOOTHILL CORPORATE CENTER

$18M | 110,630 SF

14415 S 50TH STREET, PHOENIX, AZ

- Foothills Corporate Centre I is comprised of one, single-story back office building offering both covered and uncovered surface parking options at an above market ratio of 6.21/1,000 RSF.
- The Property is ideally positioned next to Interstate 10, exposing the Property to over 206,000 vehicles per day, and is in an amenity-rich location with an abundance of walkable and short-drive restaurants and retail.

01	2002/2019	6.21/1,000 SF
STORIES	YEAR BUILT/ RENOVATED	PARKING RATIO

Scottsdale ARIZONA

RAINTREE CORPORATE CENTER

$37M | 149,424 SF

15333 NORTH PIMA ROAD, SCOTTSDALE, AZ

- This Class A office project located in the affluent North Scottsdale submarket in Phoenix, Arizona.
- Currently 94.7% leased, it is comprised of one, three-story office building and a four-level parking structure, offering an above-market parking ratio of 5.0/1,000 RSF.
- The Property's modern architectural design, stylish upgraded interior finishes and efficient floorplates createan upscale, functional office environment.

03	2002/2019	5/1,000 SF
STORIES	YEAR BUILT/ RENOVATED	PARKING RATIO

Carlsbad CALIFORNIA

5803 NEWTON DRIVE

$17.7M | 71,602 SF

5803 NEWTON DRIVE, CARLSBAD, CA

- Newton Corporate Center has been highly improved with clean rooms, lab space, temperature controlled warehouses, creative office build-outs and a showroom.
- Fully leased investment opportunituy with a near-term, mark-to-market leasing stategy. Less than two years of weighted average remaining lease term, rents that are 20% below market, and surging rental rates in the Carlsbad submarket.

$247	100%	1997/ 2009/2016
PRICE PER SQUARE FOOT	CURRENT OCCUPANCY	BUILT/RENOVATED

Simi Valley CALIFORNIA

450 AMERICAN

$39M | 209,404 SF

450 AMERICAN STREET, SIMI VALLEY, CA

- The Property is 100% leased to Bank of America, N.A. (S&P: A+; NYSE: BAC) on a NNN basis through December 2025 with 3% annual rental increases and two, five-year options to extend.
- Bank of America (and related entities) has continuously occupied the Property since 1998 and recently extended its lease, demonstrating the firm's commitment to the Property.

12.5 AC	100%	5.5/1,000 RSF
TOTAL SITE AREA	CURRENT OCCUPANCY	PARKING RATIO

Long Beach CALIFORNIA

1501 HUGHES WAY

$19.3M | 78,404 SF

1501 HUGHES WAY, LONG BEACH, CA

- Continuously renovated over the past seven years, it has extensive, institutional-quality upgrades, with no deferred maintenance.
- Five of the eight tenants call this location their headquarters, providing a committed, diversified income stream.
- The Property is set to benefit from the influx of new residents and businesses which are contributing to the $3.5 billion urban renaissance of new development across Long Beach.

$245	97%	4.17 Years
PRICE PER SQUARE FOOT	CURRENT OCCUPANCY	WEIGHTED AVG. LEASE TERM

RECENTLY
CLOSED DEALS

04

RECENTLY CLOSED

Bijou Building

$14.75M | 92, 402 SF | Hermosa Beach, CA

NKF Private Capital Group sold The Bijou Building, a 23,172 SF coastal mixed-used office/retail building located just one block away from the Pacific Ocean and Hermosa Beach Pier. The historic building was 94% leased by a diverse mix of office and retail tenants and anchored by Chase Bank which represents 31% of rentable square footage. Originally built as a theatre in 1923, this extraordinary Neo-Classical style building has been tastefully upgraded to attract a modern tenant mix drawn to the asset's historic character, beachside location, and abundance of walkable amenities.

$14.75M

$8.5M

SOUTH RAINBOW

OFFICE | 43,614 SF

5920 & 5940 SOUTH RAINBOW BLVD, LAS VEGAS, NV

- 100% leased to seven tenants with no more than 12% of the rent roll expiring each year until 2024.
- Located just 1.5 miles off the 215 Beltway, the Property is easily accessed from almost anywhere in the city with a direct exit for Rainbow Blvd.
- The surrounding area is well-amenitized with an abundance of restaurant and retail space along the Rainbow Blvd corridor.

$44M

PACSUN CORPORATE HEADQUARTERS

OFFICE | 180,902 SF

3450 EAST MIRALOMA AVENUE, ANAHEIM, CA

- 100%-leased, three-story office building situated on 7.94 acres.
- NNN-leased to PacSun with a remaining 13-year firm term, through 2032, with annual rent increases.
- Surrounded by numerous retail and service amenities with outstanding accessibility to four major freeways providing ease of access throughout SoCal.

$10.5M

GSA FLEX BUILDING

FLEX | 29,737 SF

19851–19853 NORDHOFF STREET, NORTHRIDGE, CA

- 100% GSA-leased industrial condo on a 15-year, firm-term, with fixed, quinquennial rental increases.
- Situated in the Northridge Business Centre, benefiting from an ideal location in the San Fernando Valley, which lies within the Greater Los Angeles Metro.
- Robust industrial market fundamentals with high barriers to entry, historically low vacancy rates, and average asking rents that are at an all-time high.


SAGE
Publishing


Bobit
siness Media


AMGEN

$41.4M

CONEJO CORPORATE CENTER

$41.4M | 196,034 SF | Thousand Oaks, CA

Conejo Corporate Campus, a 196,034-square-foot office campus located at 2380 and 2400 Conejo Spectrum St. in Thousand Oaks, CA sold to Strategic Office Partners. NKF represented Harbor Associates and Blue Vista Capital, which acquired the campus through NKF in early 2018 when the campus was 50% occupied. The two-building property is now 100% leased and serves as the headquarters for Sage Publications, as well as Atara Biotherapeutics.

$11.3M

3520 CHALLENGER STREET

$11.3M | 49,336 SF | Torrance, CA

As Bobit Business Media was preparing to sell their business to a private equity firm, they engaged NKF Private Capital Group to aid them in negotiating a fair, long-term lease that would also be attractive to the investment community and help them maximize profits on the disposition of their real estate.

$26.2M

THINK HERE

$26.2M | 160,980 SF | Thousand Oaks, CA

The property is situated on 14.15 acres and was 71% occupied at the time of sale. Harbor Associates purchased the property via auction in 2016 and executed a value-add strategy, renewing/expanding 65% of the Project's tenancy/vacancy and investing over $3M of CapEx which included new lobby/corridor finishes, outdoor amenities, landscaping, signage and lighting, among other improvements.

CLOSED DEALS

LAS VEGAS, NV

BONNEVILLE SQUARE

411 E BONNEVILLE AVE, LAS VEGAS, NV

$14.9M | 92,402 SF

- 79%-leased, five-story office building located in downtown Las Vegas.
- Anchored by the Federal Public Defender Office that has invested $1.6 million of their own capital into into renovating their office space over the last three years.
- Surrounded by a robust and highly concentrated tenant base of legal and government services in the immediate area.

92,404 SF	5.21 Years	79%
RENTABLE AREA	WALT	OCCUPANCY

CLOSED: $20.5M

Oxnard CALIFORNIA

SOLAR DRIVE BUSINESS PARK

OFFICE & MEDICAL OFFICE | 136,744 SF

1901, 2001, & 2051 NORTH SOLAR DRIVE, OXNARD, CA

- Three-building, institutional quality office and medical office project located in Oxnard, California.
- 80%-leased with 57% of the rent roll comprised of healthcare related tenants (42% credit).
- Strategic location in Ventura County, which has been named the "Most desirable place to live in the U.S." by the Washington Post.

03	$161	80%
TOTAL BUILDINGS	PER SQUARE FOOT	CURRENT OCCUPANCY

CLOSED: $20.5M

Long Beach CALIFORNIA

AIRPORT PLAZA

GROUND LEASED OFFICE | 126,219 SF

4801 AIRPORT PLAZA DRIVE, LONG BEACH CA

- Airport Plaza is a fully leased, two-story office building totaling 126,219 square feet centrally located within the City of Long Beach, adjacent to the Long Beach Airport.
- Recently renovated, Airport Plaza offered a secured in-place cash flow with average remaining lease terms of approximately 4 years at a cap rate of 8.5%.

126,219 SF	$116	02
TOTAL RENTABLE AREA	PER SQUARE FOOT	TOTAL BUILDINGS

CLOSED: $11.7M

Cardiff by the Sea CALIFORNIA

2121 NEWCASTLE AVENUE

MIXED-USE | 15,250 SF

2121 NEWCASTLE AVENUE, CARDIFF, CA

- This mixed-use project with 12 townhomes and 5,050 SF of ground-floor commercial space.
- Originally built in 1976, the property was extensively renovated in 2019 with luxury townhome finishes and an eye-catching exterior design.
- Cardiff by the Sea is a prestigious coastal community located within the city of Encinitas.

1976/2019	5,050 SF	94%
YEAR BUILT/ RENOVATED	COMMERCIAL RENTABLE AREA	CURRENT OCCUPANCY

BROKER SPOTLIGHT

GET TO KNOW THE TEAM

RYAN PLUMMER

What do you do?
I work with one of the most dynamic teams in commercial real estate to help high net worth individuals and institutions trade office and industrial assets in the $5M-$25M range across the Western U.S. Geographically, I primarily focus on assets in Southern CA from Ventura to San Diego. We created this private capital team from scratch in 2018 and have worked tirelessly to develop the platform into what it is today.

How did you get into commercial real estate?
In 2005, I was wrapping up my coursework at USC and everybody wanted to be in commercial real estate, myself included. I got a summer internship with Marcus & Millichap and, one week in, I got a call from Kevin Shannon to interview with his team at Grubb & Ellis. I took the interview and, needless to say, jumped on the opportunity. I stayed with the team through the transition to CBRE and then transitioned to retail development and leasing. My career in commercial real estate has been anything but linear and I have been on just about every side of the transaction, equipping me with a unique perspective that has served me well on the brokerage and advisory side.

If you weren't in commercial real estate, what would you be doing?
I'd be in some division of our nation's special forces…probably aging out by now, but I've always admired and appreciated our nation's armed forces and love the high-performance teams. The constant physical and mental challenges are very appealing. If I were to take a more leisurely approach, I'd be traveling around the world playing as many golf courses as possible and aiming for the Champions Tour.

What would you tell your younger self today?
Celebrate your failures, take more risks and buy more real estate.

Who was the biggest influence in your life?
Without a doubt, my parents. They both came from humble beginnings in Iowa and have worked hard to provide for and raise a family in San Diego. Their work ethic and "can do" attitude was instilled in us kids at a young age and helped guide me throughout life.

What was the best advice you ever received?
You don't have to do it all on your own. I thrive in competitive team settings where like-minded individuals are all working to achieve a common goal. I firmly believe that the whole is greater than the sum of its parts.

What has been the greatest/most important/most meaningful moment in your life?
The day my wife brought our daughter into the world 14 months ago. They are better than any life coach has ever been at getting me to prioritize and organize my time so that I can fit it all in.

How will technology continue to change commercial real estate?
The accumulation and use of big data will continue to impact real estate and the people who use it through better predictions and trend analysis, accurate property evaluations and helping property owners reduce their operating costs and maximize their marketing strategies.

"

CELEBRATE YOUR FAILURES,
TAKE MORE RISKS,
BUY MORE REAL ESTATE.

BROKER SPOTLIGHT

What is one trend that we will be talking about at this time next year?
We will definitely still be talking about the Amazon Effect and how it continues to shape the industrial and retail markets.

If you didn't have to sleep, what would you do with the extra time?
I'd be working on my golf game, hitting the gym and reading. Who am I kidding, I'd probably be working also.

What unique hobby or adventure would make people say "wow"?
I ran a 70-mile ultramarathon last year just to push and test myself. I started in Oxnard on Friday evening and ran the entire length of the Backbone Trail in the Santa Monica Mountains, ending up in the Pacific Palisades the next day. It was one of the hardest and most rewarding physical and mental challenges.

If you could have dinner with anyone, who would it be?
My 18-year-old self. I don't regret the past or wish to shut the door on it but have acquired so many life skills that it would be a great experiment to impart some of that knowledge to see what the outcome is… assuming that guy would listen.

Do you have a favorite motto/quote?
I have a lot of favorite quotes but Winston Churchill sums up the majority of them when he said, "Success is not final; failure is not fatal: it is the courage to continue that counts."

What are you reading?
The Dichotomy of Leadership by Jocko Willink and Principles by Ray Dalio. Love him or hate him, I recently enjoyed reading The 10X Rule by Grant Cardone.

What is your favorite restaurant or meal?
My mom is an incredible cook, so the aged prime rib and secret mashed potatoes that we have on Christmas would be my go-to.

What's on your bucket list?
The bucket list is constantly evolving as I knock things off but the next items are playing golf at Bandon Dunes and also in Ireland.

Describe yourself in 3 words?
I'll do it.

Tell us something people don't know about you:
I met my wife on a blind date in Park City, UT. We got set up by a couple of mutual friends, dated long distance for 8 months and then moved in together. The rest is history. She definitely makes me a better person. ■

STRATEGY & INDUSTRY TIPS

When to Invest in CRE

Strategy and knowledge are key in any industry. We want our investors to determine what works for them, the risk level and the payoff they are looking to receive. Our team has found investing analogous to starting a business–you need an idea, the passion and the determination to execute. With a strong idea and knowledge, we have been turning our viewers into geniuses in investment properties equipped with solidifying strategies when they are ready to take the next step in the commercial real estate world. Spending hard-earned money can be hard but you must be ready to invest by having the capital and the time.

01

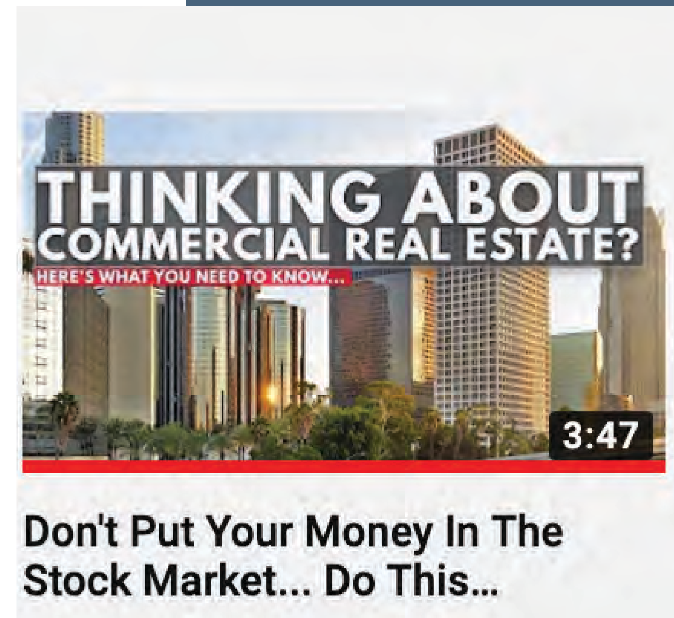
02
Location

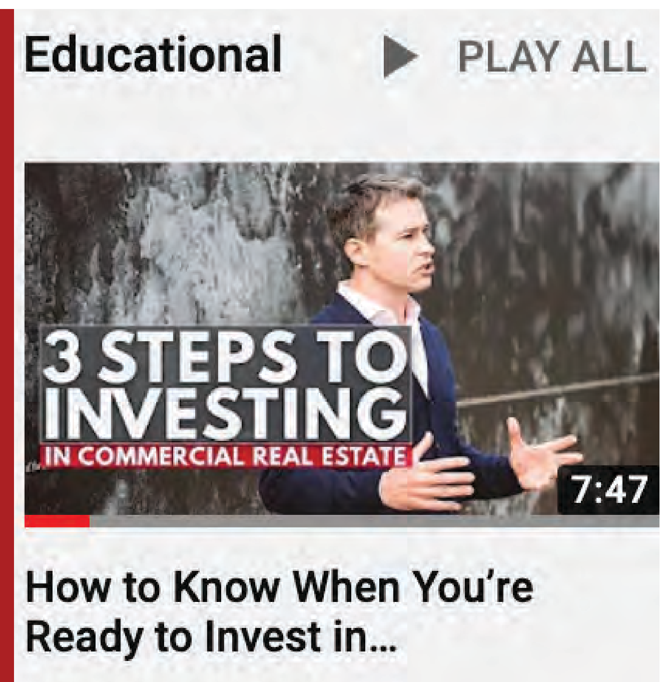
Location is the starting component to study and recognize when choosing the area to plant your roots. You can never be too specific when it comes to real estate. Location can make such a vital difference in the investment when it comes to price, exposure and accessibility. When investing, you must be the most astute investor on that block in order to recognize and evaluate the properties' functionalities. Questions you may ask are: How will your investment property stand up against competitors? Or Is the space suitable for my needs? You want to be the best investor possible, look at the design and usability of the space as well as the improvements that have taken place.

03
Capital

Finally, where are you at in your life? How valuable is the equity that you just invested? Do you have a team to support and help grow your investment? People often believe they will be able to compile a team after they start their investments. We put great importance in educating and reminding our viewers that everyone is busy, so it's never too early to start building those strong lasting relationships. Identify your team and find professionals that know your plan but also specialize in area you lack. When focusing on a real estate transaction, the capital stack defines who has the rights to receive the profits that are generated by the property throughout the hold period and upon sale.

PRESS PLAY

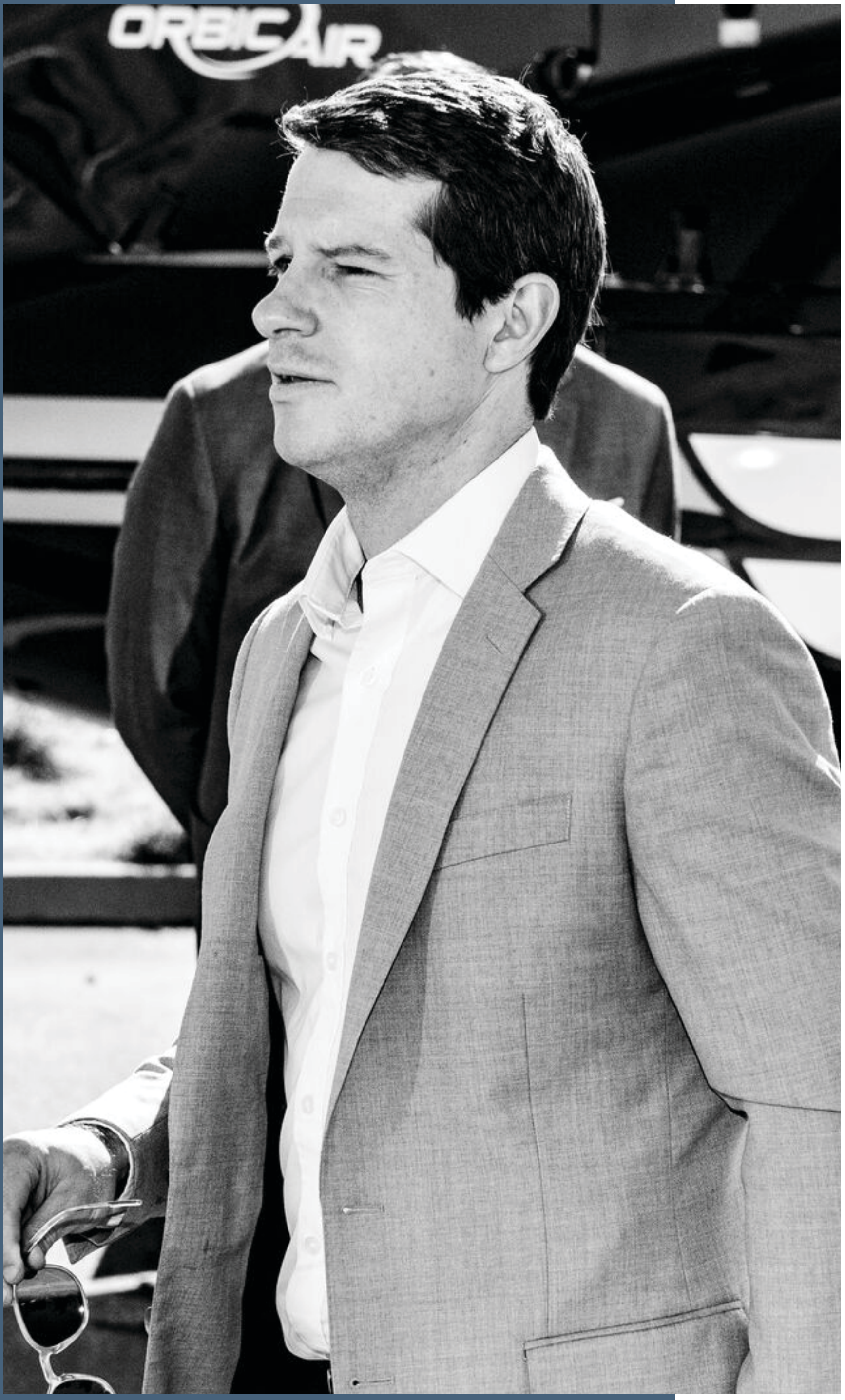

THINKING ABOUT
COMMERCIAL REAL ESTATE?
HERE'S WHAT YOU NEED TO KNOW...
3:47
Don't Put Your Money In The Stock Market... Do This...


Educational
PLAY ALL
3 STEPS TO INVESTING
IN COMMERCIAL REAL ESTATE
7:47
How to Know When You're Ready to Invest in...

NEW INITIATIVES

Pioneering the Process

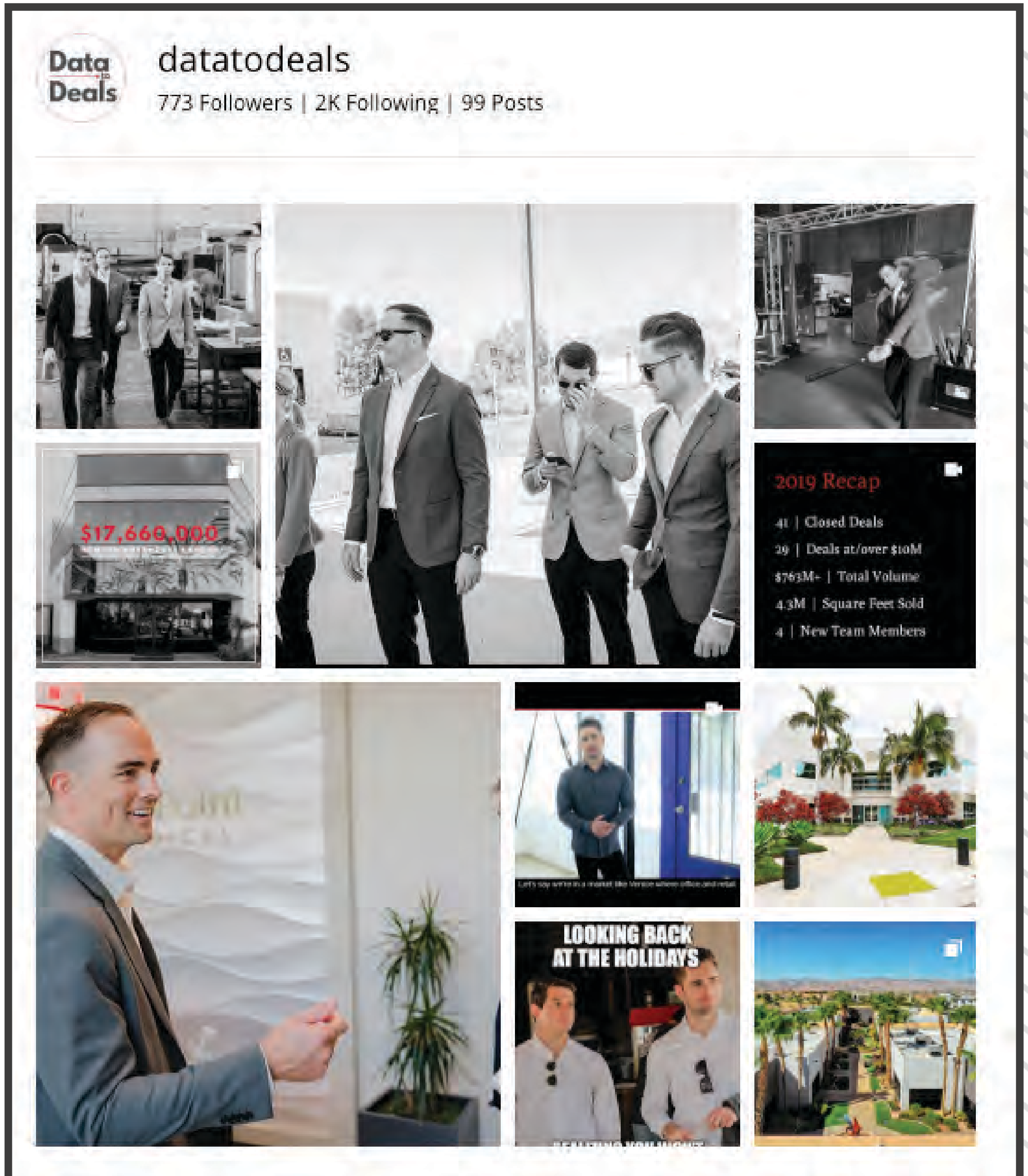
The world of commercial real estate can be intimidating for anyone. The Data to Deals Podcast will help you navigate the industry with proven strategies from professionals who live and breathe the trade. You'll score a front-row seat to fireside chats with industry innovators, top leaders, successful property owners and beyond. Through each episode, you'll develop strategies to attain financial freedom from informed investment decisions, helping to pave the road to success. Hosted by Newmark Knight Frank's Private Capital Group in Los Angeles, novice and seasoned investors alike will learn actionable lessons from real life stories to make commercial real estate easy and attainable. Subscribe now for weekly episodes and visit www.datatodeals.com for more information on our company and current listings. Be sure to follow @DatatoDeals on all social platforms. Newmark Knight Frank (NKF) is one of the world's leading commercial real estate advisory firms. With roots dating back to 1929, our strong foundation makes us one of the most trusted names in the industry. NKF prides itself on delivering the highest level of service to our clients to meet their needs and exceed their expectations.



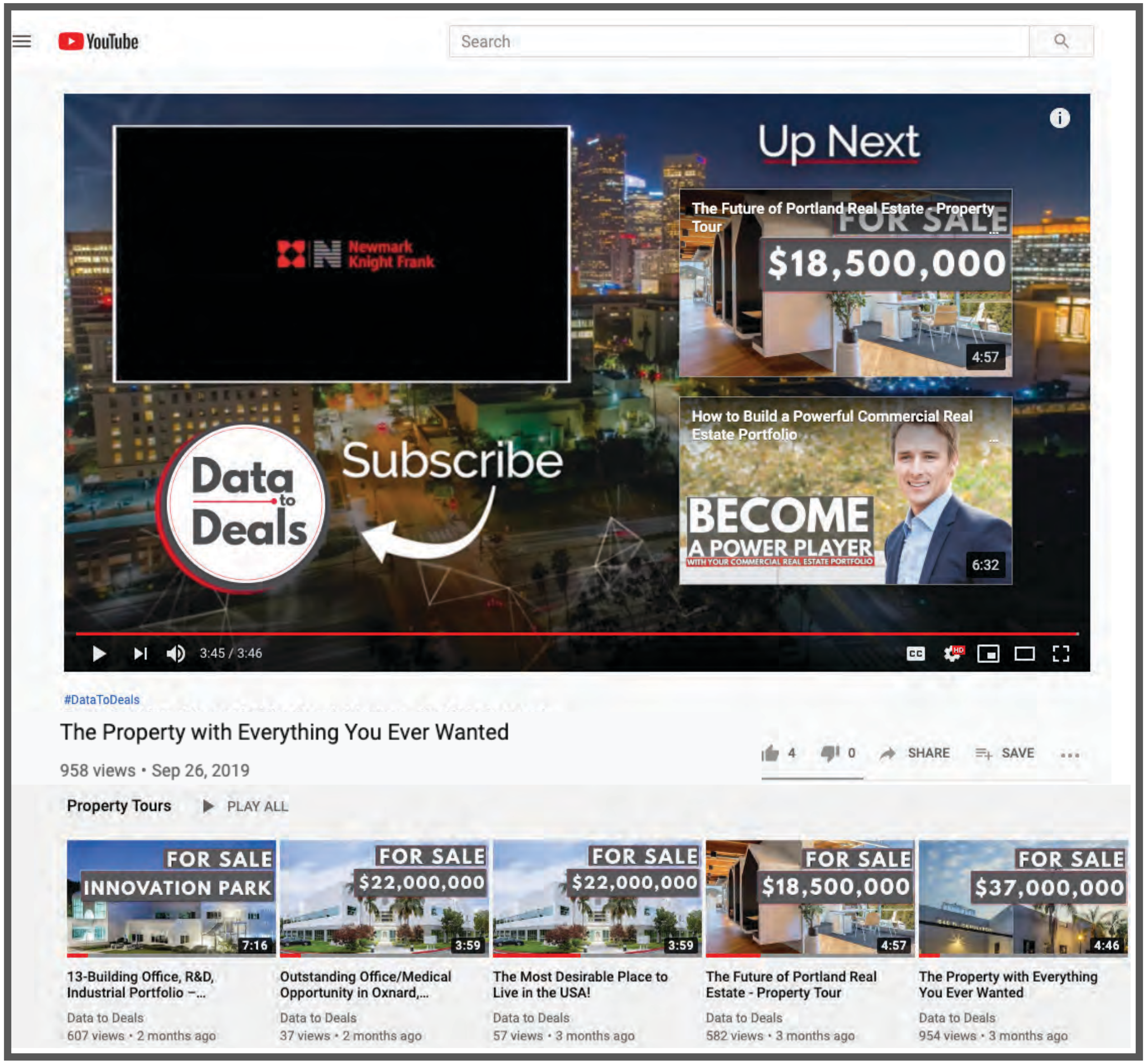
GET SOCIAL

FOLLOW US

INSTAGRAM @ DATA TODEALS



NEW VIDEO RELEASED EVERY WEEK



WHAT PEOPLE ARE SAYING

TESTIMONIALS

WHEN YOU'RE NOT CONSTANTLY IN THE MARKET, SELLING A PROPERTY CAN FEEL OVERWHELMING. NKF PRIVATE CAPITAL GROUP MADE THE ENTIRE PROCESS SEAMLESS. THEY UNDERSTOOD THE MARKET, RAN A COMPETITIVE PROCESS AND EXCEEDED EXPECTATIONS IN ALL REGARDS, INCLUDING PRICING. THEY WENT ABOVE AND BEYOND TO PROTECT US AS SELLERS ALL THE WAY THROUGH CLOSING.

CHUCK LIPELES
Partner
Sunlight Investment Company

We have very high expectations for our business relationships, and NKF Private Capital Group exceeded our expectations. They have the highest standard of excellence and professionalism and are also committed to communication – so we always felt in the loop. We have definitely created a long term relationship with NKF Private Capital Group.

SRINIVAS YALAMANCHILI
Principal,
Positive Investments, Inc.

We've worked with the NKF Private Capital Group on 5 different acquisition/disposition assignments over the past 36 months. The group provides thoughtful analytical recommendations, cleaver, clean and compelling marketing materials and has delivered tremendous results for our group, which keeps us coming back for more!

—BRIAN WALKER, ***Partner***, *Pendulum*

It's been refreshing working with the NKF team because they have discerning knowledge of our local market. We were extremely satisfied with the effort and level of communication throughout the entire marketing process. The team was able to market the property efficiently and delivered it to the forefront of many platforms. The result was a quick and painless transaction!

PAUL MISZKOWICZ,
Principal,
Harbor Associates

"We've known the principals behind the NKF Private Capital Group for some time, but when they pitched us on a deal and told us they could get close to 10% more than the next highest broker, we were skeptical. Because we trusted them, and knew that they would do their all to execute, we gave them the listing for our last deal. They exceeded our expectations in every way—professionalism, communication, creativity, and best of all: price! We could not be happier to work with are looking forward to the next deal."

CHRISTOPHER NICHELSON,
President,
Milan Capital Management, Inc.

LOOKBOOK 2020

SPRING EDITION

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