

Collett



**BROKERAGE
DEVELOPMENT
MANAGEMENT
INVESTMENTS**

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GAINING PERSPECTIVE



Headquartered in Charlotte, North Carolina, Collett is a full-service commercial real estate firm. We started our business in 1987 with just five people. Three decades later, our commercial real estate services have greatly expanded. Today, we stand proud of the many long-lasting relationships we have developed and continue to maintain.

At Collett, we believe that the way we conduct business not only affects the current deal, but every future deal as well. Our partnerships with owners, tenants, contractors and brokers have to be mutually beneficial.



Over the years, this perspective has helped solidify our reputation for being honest and delivering tangible results. It is this approach that continues to build both our business and our clients' business - the true measurement of success.



A UNIQUE UNDERSTANDING OF RETAIL

Collett specializes in retail projects throughout the country, ranging from grocery anchored shopping centers to regional power centers. Our services include brokerage, development, leasing, property management, strategic asset management, investments and tenant representation. We have owned and managed properties in fifteen states and have maintained strong relationships with tenants like Target, Lowe's Home Improvement, Belk, Ross, TJ Maxx, Hobby Lobby, Academy Sports and Sam's Club, just to name a few.

We have developed retail projects totaling more than seventeen million square feet and currently manage a retail portfolio in excess of six million square feet. This long-term success is a direct result of our 'get down to business' approach.



BROKERAGE/ LEASING



Collett's brokerage team serves clients by providing market analysis, tenant representation, property listing and marketing services. We approach every situation with an open mind. Our brokers initiate strategies and solutions that truly fit the individual needs of the subject property - from the lease-up of vacant space to identifying creative ways to maintain and add value to an asset.

Each of our associates works both as a commercial leasing specialist within a specific category as well as a team member whose crossover skills bring strength and diversity to every project. Each broker strives to maintain high occupancy rates by retaining existing tenants and quickly filling vacancies.



MANAGEMENT

Collett has the expertise to oversee day-to-day property management while maximizing the efficiency of operations. Both owners and tenants can count on our accessibility, responsiveness, prompt personal service and ongoing attention to detail. We also act as a trusted consultant by helping owners develop long-term investment strategies for their business parks, retail and mixed use centers. We can assist in determining the return on investment in connection with updating or expanding a property or other opportunities that will improve value. Also, as part of our core services, Collett uses its long-term experience to counsel clients and implement strategies for distressed properties. We are your partner every step of the way.



COLLETT PROPERTY MANAGEMENT PORTFOLIO

Over 6,125,000 square feet managed through August 2017

| | | SF | | | SF | | | SF |
|--------------------------------------|----------------|---------|--------------------------------|---------------|---------|--------------------------|--------------|---------|
| ALABAMA | | | NORTH CAROLINA (CONT'D) | | | OKLAHOMA (CONT'D) | | |
| Rangeline Plaza | Mobile | 16,536 | Northlake Village | Charlotte | 31,802 | Lawton Town Center | Lawton | 207,609 |
| ARIZONA | | | Claremont Commons | Claremont | 37,023 | Town Center Plaza | Midwest City | 687,201 |
| East Valley Mall | Chandler | 57,813 | Promenade Shoppes | Concord | 15,913 | University Town Center | Norman | 53,590 |
| ARKANSAS | | | West Winds Business Park | Concord | 26,004 | Crossing Oaks | Tulsa | 226,937 |
| Lewis Crossing | Conway | 234,083 | Caldwell Commons | Cornelius | 6,000 | | | |
| FLORIDA | | | Northridge | Gastonia | 50,369 | SOUTH CAROLINA | | |
| Melbourne - land | Melbourne | - | Wendover Ridge | Greensboro | 41,387 | Chester Crossing | Chester | 54,621 |
| GEORGIA | | | Gateway Plaza | Hickory | 45,160 | Darlington Crossroads | Darlington | 44,800 |
| Crossroads Market Place | Warner Robbins | 71,332 | Shops at Hickory | Hickory | 21,930 | Rite Aid #1042 | Florence | 10,900 |
| KANSAS | | | V Hugs - Hickory | Hickory | 16,380 | Gaffney Plaza | Gaffney | 11,927 |
| Schulman Crossing | Garden City | 203,131 | The Palladium | High Point | 65,481 | Fairfax Center | Goose Creek | 11,200 |
| NORTH CAROLINA | | | Hudson Crossing | Hudson | 78,414 | Gateway Center | Newberry | 28,240 |
| Southridge | Asheville | 515,064 | Pecan Ridge | Huntersville | 45,000 | Galleria Shops | Rock Hill | 12,941 |
| Montgomery Crossing Shopping Center | Bischoe | 25,440 | Lenoir Plaza | Lenoir | 42,561 | Commons at Winthrop | Rock Hill | 129,992 |
| Forest Gate | Brevard | 62,735 | Lewisville Commons | Lewisville | 75,951 | Gresham Plaza | Simpsonville | 41,117 |
| Burlington II- Urgent Care, Mattress | Burlington | 13,848 | The Crossing | Matthews | 95,410 | Market Square | Spartanburg | 209,283 |
| Chatham Crossing | Chapel Hill | 96,155 | Brawley Gateway Center | Mooreville | 12,903 | TENNESSEE | | |
| 5100 Old Pineville Road | Charlotte | 17,200 | Mooreville Festival | Mooreville | 159,632 | Central Plaza | Church Hill | 43,300 |
| Albemarle Crossing | Charlotte | 26,828 | Quaker Meadows | Morganton | 52,512 | Shops at Rock Creek | Cordova | 61,333 |
| Eastway Crossing | Charlotte | 254,608 | McCarthy Center | New Bern | 59,673 | TEXAS | | |
| Independence Shops | Charlotte | 12,501 | Sunset Commons | Ocean Isle | 67,922 | Grandscape | The Colony | 16,600 |
| Johnston Road Plaza | Charlotte | 79,508 | Pineville BJ's - land | Pineville | - | VIRGINIA | | |
| Lanier Plaza | Charlotte | 40,932 | Rutherford Square | Rutherfordton | 54,152 | Keagy Village | Roanoke | 51,584 |
| Midtown Crossing COA | Charlotte | 266,524 | River Birch Corner | Sanford | 209,902 | Waynesboro Town Center | Waynesboro | 366,532 |
| ParkTowns Village & Shoppes | Charlotte | 102,434 | CVS | South End | 10,722 | | | |
| Shops at Montford | Charlotte | 6,548 | Broad Street Station | Statesville | 141,663 | | | |
| University Place Shoppes | Charlotte | 18,192 | Weddington Corners | Weddington | 81,891 | | | |
| Wood Ridge Owner's Association | Charlotte | - | The Pointe | Wilmington | 41,084 | | | |
| 1228 E. Morehead Street | Charlotte | 13,508 | OKLAHOMA | | | | | |
| | | | Edmond University Plaza | Edmond | 19,700 | | | |
| | | | Lowe's #1549 | Edmond | 115,000 | | | |

Total GLA 6,126,168



DEVELOPMENT

With over 30 years of experience, Collett continues to be an industry leader in ground-up retail development. With an emphasis on retail and commercial development, we are particularly skilled in researching locations, choosing a site and strategically directing land assemblage. We are equally proactive and aggressive in all levels of project management in an effort to maximize our clients' financial returns. Collett can also negotiate on behalf of clients during the development process and oversee any zoning approvals. We have several team members who specialize in government regulations and can help navigate the multiple layers of approval.

Whatever the challenge, our experience provides greater perspective and maximum results.



COLLETT DEVELOPMENT PORTFOLIO

Over 17,938,000 square feet developed through August 2017

| | | SF | | | SF | | | SF | | | SF |
|-----------------------------|-----------------------|---------|--------------------------|---------------|---------|--------------------------------|--------------|---------|-------------------------------------|----------------|-----------|
| ALABAMA | | | MARYLAND | | | NORTH CAROLINA (CONT'D) | | | OKLAHOMA (CONT'D) | | |
| Prattville Town Center | Prattville | 430,000 | Eckerd Drug Store | Forestville | 10,908 | Eckerd Drug Store | Burlington | 13,824 | Edmond Crossing | Edmond | 159,600 |
| Lowe's Home Improvement | Mobile | 187,500 | | | | Eckerd Drug Store | Havelock | 13,824 | Penn Crossing | Oklahoma City | 135,888 |
| Ruby Tuesday | Mobile | 5,500 | NORTH CAROLINA | | | Eckerd Drug Store | Rocky Mount | 13,824 | Lowe's Home Improvement | Shawnee | 100,000 |
| ARIZONA | | | White Oak Crossing | Garner | 750,000 | Eckerd Drug Store | Whiteville | 13,824 | Wal-Mart Neighborhood Market | Edmond | 42,000 |
| Paradise Valley | Phoenix | 107,832 | Metropolitan / Midtown | Charlotte | 650,000 | Eckerd Drug Store | Wilson | 13,824 | Edmond University Village | Edmond | 33,825 |
| ARKANSAS | | | Southridge | Asheville | 550,000 | Eckerd Drug Store | Albemarle | 13,813 | SOUTH CAROLINA | | |
| Lewis Crossing | Conway | 441,871 | Hanes Point | Winston-Salem | 361,165 | Eckerd Drug Store | Clinton | 13,813 | Manchester Village | Rock Hill | 400,000 |
| FLORIDA | | | Heritage Crossing | Wilson | 350,000 | Eckerd Drug Store | Eden | 13,813 | North Hills Commons | Anderson | 356,000 |
| Melbourne Commons | Melbourne | 200,000 | Valley Corners | Hickory | 338,641 | Eckerd Drug Store | Fayetteville | 13,813 | Lowe's Home Improvement | Camden | 181,000 |
| Lowe's Home Improvement | Fernandina Beach | 181,000 | NorthCrest | Charlotte | 325,000 | Eckerd Drug Store | Fayetteville | 13,813 | Crossroads | Darlington | 44,800 |
| Lowe's Home Improvement | Jacksonville/Mandarin | 181,000 | Perimeter Woods | Charlotte | 300,000 | Eckerd Drug Store | Greensboro | 13,813 | AmStar Theatre | Anderson | 40,000 |
| Lowe's Home Improvement | Jacksonville/Regency | 181,000 | River Hills | Asheville | 275,000 | Eckerd Drug Store | Laurinburg | 13,813 | Eckerd Drug Store | Camden | 10,908 |
| Lowe's Home Improvement | West Jacksonville | 181,000 | Mooresville Festival | Mooresville | 216,102 | Eckerd Drug Store | Rocky Mount | 13,813 | Eckerd Drug Store | Florence | 10,908 |
| Altamira Plaza | Port Orange | 125,000 | Wallace Commons | Salisbury | 200,000 | Eckerd Drug Store | Wilmington | 13,813 | Advance Auto Parts | Camden | 7,000 |
| GEORGIA | | | The Pointe* | Wilmington | 150,000 | Eckerd Drug Store | Reidsville | 13,813 | TEXAS | | |
| Mullins Crossing | Evans | 531,926 | Broad Street Station | Statesville | 141,779 | Eckerd Drug Store | Smithfield | 13,813 | Grandscape*/Nebraska Furniture Mart | The Colony | 1,900,000 |
| Mullins Crossing II | Evans | 144,244 | Target | Asheville | 125,000 | 1228 East Morehead Street | Charlotte | 13,508 | Central Texas Market Place II | Waco | 150,000 |
| Costco (2012) | Augusta | 142,000 | BJ's Wholesale Club | Charlotte | 111,000 | Eckerd Drug Store | Wilson | 12,789 | VIRGINIA | | |
| Walgreens (2008) | Augusta | 14,820 | BJ's Wholesale Club | Pineville | 108,532 | NationsRent | Charlotte | 11,000 | Waynesboro Town Center | Waynesboro | 400,000 |
| KANSAS | | | The Palladium | High Point | 105,000 | Eckerd Drug Store | Wilmington | 10,908 | Lowe's Home Improvement | Chesapeake | 135,197 |
| Blackbob Marketplace | Olathe | 220,000 | Lowe's Home Improvement | Banner Elk | 94,000 | Eckerd Drug Store | Greensboro | 10,908 | Lowe's Home Improvement | Virginia Beach | 135,197 |
| Schulman Crossing* | Garden City | 365,000 | Western Crossing* | Jacksonville | 55,000 | Eckerd Drug Store | Hickory | 10,908 | WEST VIRGINIA | | |
| Quivira Crossing | Overland Park | 99,164 | Hobby Lobby | Wilmington | 46,298 | Eckerd Drug Store | Kinston | 10,908 | Lowe's Home Improvement | Bluefield | 181,000 |
| KENTUCKY | | | Independence Commons | Hickory | 45,161 | Lynnwood Center | Rocky Mount | 10,908 | Lowe's Home Improvement/Chili's | Princeton | 123,000 |
| Stoneybrook Shopping Center | Louisville | 300,000 | Gateway Plaza | Hickory | 45,161 | Advance Auto | Raleigh | 8,943 | | | |
| Shoppes at Plainview | Louisville | 63,024 | Pecan Ridge | Huntersville | 45,000 | Advance Auto | Garner | 7,000 | | | |
| LOUISIANA | | | Albemarle Crossing | Albemarle | 26,828 | Sheetz | Raleigh | 6,895 | | | |
| Super Kmart | West Monroe | 175,000 | Carolina Auto Malls | Charlotte | 25,908 | Sheetz | Raleigh | 6,795 | | | |
| | | | OfficeMax | Albemarle | 23,500 | | Garner | 6,407 | | | |
| | | | Pep Boys Auto Parts | Charlotte | 22,000 | OKLAHOMA | | | | | |
| | | | Woodlawn Crossing | Charlotte | 19,000 | Tulsa Hills | Tulsa | 850,000 | | | |
| | | | V-Hugs | Hickory | 16,380 | Town Center Plaza | Midwest City | 800,000 | | | |
| | | | Startown Road Outparcels | Hickory | 15,000 | University Town Center | Norman | 500,000 | | | |
| | | | Walgreens | Garner | 14,820 | Edmond Plaza | Edmond | 420,000 | | | |
| | | | Walgreens | Wilmington | 14,820 | University Plaza | Edmond | 315,197 | | | |
| | | | Walgreen's | Raleigh | 14,820 | Lawton Town Center | Lawton | 213,602 | | | |
| | | | Walgreen's | Wilmington | 14,820 | | | | | | |
| | | | Eckerd Drug Store | Albemarle | 13,824 | | | | | | |

*under construction
**pending



TENANT REPRESENTATION



Collett has enabled a diverse base of regional and national retailers to make informed decisions regarding their leasing transactions. Using extensive knowledge of the real estate market, industry relationships, and in-depth analysis, we pursue and acquire real estate sites that allow our clients to achieve optimal success for their businesses. By examining business objectives and guiding clients through each step of the leasing process, we successfully

place tenants in major markets across the Southeast.



WHITE HOUSE

BLACK MARKET



COLLETT CAPITAL



Collett Capital is a privately owned acquisition platform under the Collett real estate umbrella that focuses on acquiring undervalued community shopping center investment opportunities within the existing Collett development footprint, and southeastern real estate assets with existing cash flow and potential long-term capital appreciation.





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