



JohnCumbelich  
& Associates







## FIRM BACKGROUND

John Cumbelich & Associates provides commercial real estate services to Fortune 500 retailers, and select Investors, Owners and Developers specializing in retail commercial properties throughout Northern California.

### The firm focuses on four business lines:

#### Retailers

Building store networks throughout Northern California for client retailers.

#### Shopping Center Developments

The acquisition, disposition and leasing of premier retail centers.

#### Premium Retail

The lease and sale of high street and lifestyle retail properties in Walnut Creek, CA.

#### Investment Sales

Retail asset sales ranging from regional power centers to single tenant buildings.

The firm provides clients with the opportunity to employ our team's decades of experience when investing in, leasing, purchasing, or developing real estate in the San Francisco Bay Area marketplace.

The San Francisco Bay Area is a vast marketplace – 7 million people; 9 counties; over 100 million square feet of regional retail space. John Cumbelich & Associates is successful in navigating clients through Northern California, because our experience, information, speed, and confidentiality are trusted tools to our clientele.

Superior market information, Landlord and Tenant relationships that span the region and the effective use of the latest technology & marketing tools allow us to deliver a better brand of retail brokerage.



## OPPORTUNITY WITH JOHN CUMBELICH & ASSOCIATES

### We are looking for an Associate Broker

Since 2000, John Cumbelich & Associates has developed a prized mix of world class clients and handled some of Northern California's most prominent retail real estate transactions. Our small, privately held firm successfully competes head to head every day with the world's largest brokerage companies, where we consistently win an outsized share of the market's business.

Our team is talented, dedicated and great at what we do. We are also looking to build on our success with the addition of an Associate Broker.

For more information, contact John Cumbelich at 925.935.5400 x 101.

#### Job Description

- Broker in-training position under mentor tutelage
- Full time employment commencing ASAP (10-12 hour days, Mon-Fri, with weekend work encouraged)
- Candidate will be assisting runner with all leasing brokerage duties, including, but not limited to:
  - Property tours
  - Financial analysis
  - Client relations
  - Cold and warm calling
  - Transaction negotiations
  - Proposal documentation
  - Market research

#### Desired Skills & Experience

- Commitment to a long-term career as a commercial real estate broker in the Bay Area.
- Ambitious, entrepreneurial self-starter and team player who can take initiative and provide professional leadership.
- Ability to originate new business and build successful long term professional relationships.
- Strong quantitative financial skills.
- Confidence and capabilities to be compensated on a full commission basis (following the runner-ship program).
- Licensed real estate salesperson, or license underway.
- University degree.





## RETAILERS

Long term relationships with several of the nation's finest retailers and restaurants are the cornerstone of our firm.

Over a dozen of the nation's strongest retailers rely exclusively on John Cumbelich & Associates for store placement strategy, site identification and lease and purchase negotiations throughout Northern California.

Our retailer clients include first class brands including Lucid, RH (Restoration Hardware), King's Fish House, Smart & Final, Dunkin', Aspen Dental, Wendy's, Dollar Tree, El Pollo Loco, and Roam Artisan Burgers.

## NEW DEVELOPMENTS

The firm has an excellent track record of sourcing new development sites throughout Northern California for select clients. Examples of development projects sourced by our firm include: the 34-acre East Washington Place in Petaluma; the 19-acre, Target anchored Plaza San Jose; the 28-acre Jones Ranch in Concord, and The Corners in downtown Walnut Creek anchored by Tiffany & Co.

Investors and developers including Regency Centers, Lewis Retail Centers, Urban Edge Properties, UBS, Raider Hill Advisors, Essex Property Trust, plus numerous local investors agree. They have placed their real estate needs in our hands, and John Cumbelich & Associates delivers.

Due in large part to our exclusive relationship with numerous retail anchors, the firm is extraordinarily well positioned to identify and source new shopping center development sites for our Developer clientele.





The firm has an unmatched track record in the representation of core retail properties in Northern California's premier lifestyle market, downtown Walnut Creek.

## BUILDING A WORLD CLASS DOWNTOWN

Downtown Walnut Creek is the premier lifestyle retail market in Northern California, anchored by Nordstrom and Macy's. Over the past decade, John Cumbelich & Associates has consummated more lease and sale transactions of core retail properties than every other firm – combined.

Among the users with whom the firm has completed transactions are Tiffany & Co., Apple, Vineyard Vines, Tommy Bahamas, Restoration Hardware, Paper Source, Z Gallerie and Pier 1 Imports. In the region's dominant market for upscale retail, John Cumbelich & Associates is the unrivaled leader.

### RETAIL LEASES

Apple  
AT&T  
Crate & Barrel  
Mike's Bikes  
Paper Source  
Pier 1 Imports  
Restoration Hardware  
San Francisco Giants  
Talbots  
TD Ameritrade  
Tiffany & Co.  
Tommy Bahamas  
Vineyard Vines  
Z Gallerie

### INVESTMENT PROPERTY SALES

1500 Mt. Diablo Blvd. (Vineyard Vines)  
1501 Mt. Diablo Blvd. (Tiffany, Apple)  
1522 N. Main St. (Prima)  
1532 N. Main St. (Opa!)  
1556 Mt. Diablo Blvd. (Anthropologie)  
1628 Mt. Diablo Blvd. (Z Gallerie)  
1323 Locust St.  
1325 Locust St.  
1329 N. Main St.  
1432 N. Main St.  
1401 Mt. Diablo Blvd. (Macerich)  
1613 N. Main St.

### RESTAURANT LEASES

California Pizza Kitchen  
Dunkin'  
Gott's Roadside  
Kara's Cupcakes  
Heritage Eats  
Noah's Bagels  
Opa!  
Pacific Catch  
Prima  
Rooftop Restaurant & Bar  
SASA  
Teleferic  
Tender Greens  
The Counter  
Va de Vi





# INVESTMENT SALES

The firm's deep roots in the East Bay market have successfully translated into both acquisition and disposition opportunities for client investors. Frequently, the successful completion of leasing assignments by the firm have led to sale opportunities where clients have been able to capture created value. The firm has successfully consummated numerous high profile retail asset sales ranging from regional power centers to single tenant buildings.

# PARTIAL LIST OF COMPLETED INVESTMENT SALES

ASSET	LOCATION	SIZE	REPRESENTATION
Walgreens	Sedona, AZ	17,506 SF	Purchaser
Kenworthy Crossing	El Paso, TX	74,393 SF	Purchaser
Reynolds Ranch	Lodi, CA	48,137 SF	Purchaser
Walgreens	Hudson, NY	11,585 SF	Purchaser
Caliber Collision	Fresno, CA	19,400 SF	Purchaser
Five Points Shopping Center	Redwood City, CA	37,399 SF	Seller
Tractor Supply	Petaluma, CA	35,724 SF	Purchaser
Downtown Pleasant Hill	Pleasant Hill, CA	350,000 SF	Purchaser
Staples	Fairfield, CA	20,390 SF	Seller
Advance Auto Parts	Pueblo, CO	6,786 SF	Purchaser
7-Eleven	Concord, CA	5,800 SF	Purchaser & Seller
Big Five Sporting Goods	Fairfield, CA	8,400 SF	Seller
Hobby Lobby Center	Concord, CA	73,000 SF	Purchaser & Seller
Prima Restaurant	Walnut Creek, CA	4,500 SF	Purchaser & Seller
Skipolini's Pizza Restaurant	Rocklin, CA	6,938 SF	Seller
Mercer	Walnut Creek, CA	22,000 SF	Purchaser & Seller
OPA! Restaurant	Walnut Creek, CA	4,800 SF	Purchaser & Seller
Oakmont Plaza	Fairfield, CA	105,000 SF	Purchaser
Premium Retail Building	Walnut Creek, CA	7,028 SF	Purchaser & Seller



## CASE STUDIES



## INVESTMENT SALE

### Downtown Pleasant Hill

The firm represented Loja Investment Group in the acquisition of Downtown Pleasant Hill in 2010, and in the sale of the asset in 2013. Downtown Pleasant Hill is a 350,000 SF retail center that serves as Pleasant Hill's downtown, and is the marquee retail development along the 680 corridor, north of Walnut Creek. The firm also handled leasing for the owner, and executed leases with best in class retailers Corner Bakery, Togo's, Carter's, Zachary's Pizza and Nama Sushi.

## RETAILER ROLL OUT

### Smart & Final

When Smart & Final wanted to expand into the Northern California market, they trusted John Cumbelich & Associates to develop a strategy for implementing a new store network. The result was a powerfully positioned platform for sales in the nation's 5th largest metropolitan area. A portfolio of twenty 30,000 SF stores, and counting, now anchor the Northern California market and have positioned Smart & Final to continue expanding their brand.



## PREMIUM RETAIL

### The Corners, Walnut Creek

The Corners is one of the premier retail projects in Northern California, and the owner was represented in this acquisition of the site by John Cumbelich & Associates. The project was 100% pre-leased by the firm to anchor tenants Tiffany & Co., Apple, Tommy Bahama, Pottery Barn Kids and Va De Vi. The firm's grasp of the market potential allowed the developer of the site to far exceed leasing expectations.

## NEW DEVELOPMENT

### Plaza San Jose

The firm exclusively represented a client developer in the acquisition of this 19-acre site for development of the Plaza San Jose shopping center. John Cumbelich & Associates identified the site, sourced the buyer and represented them in leasing and marketing the project. The firm secured retail anchors Target, Walgreens, Wells Fargo, Famsa, and Starbucks, leasing the new development to 100% occupancy.





## OUR TEAM



**John Cumbelich**  
Chief Executive Officer



**Tim Seiler**  
Partner



**Joe Kuvetakis**  
Partner



**Catherine Macken**  
Associate Broker

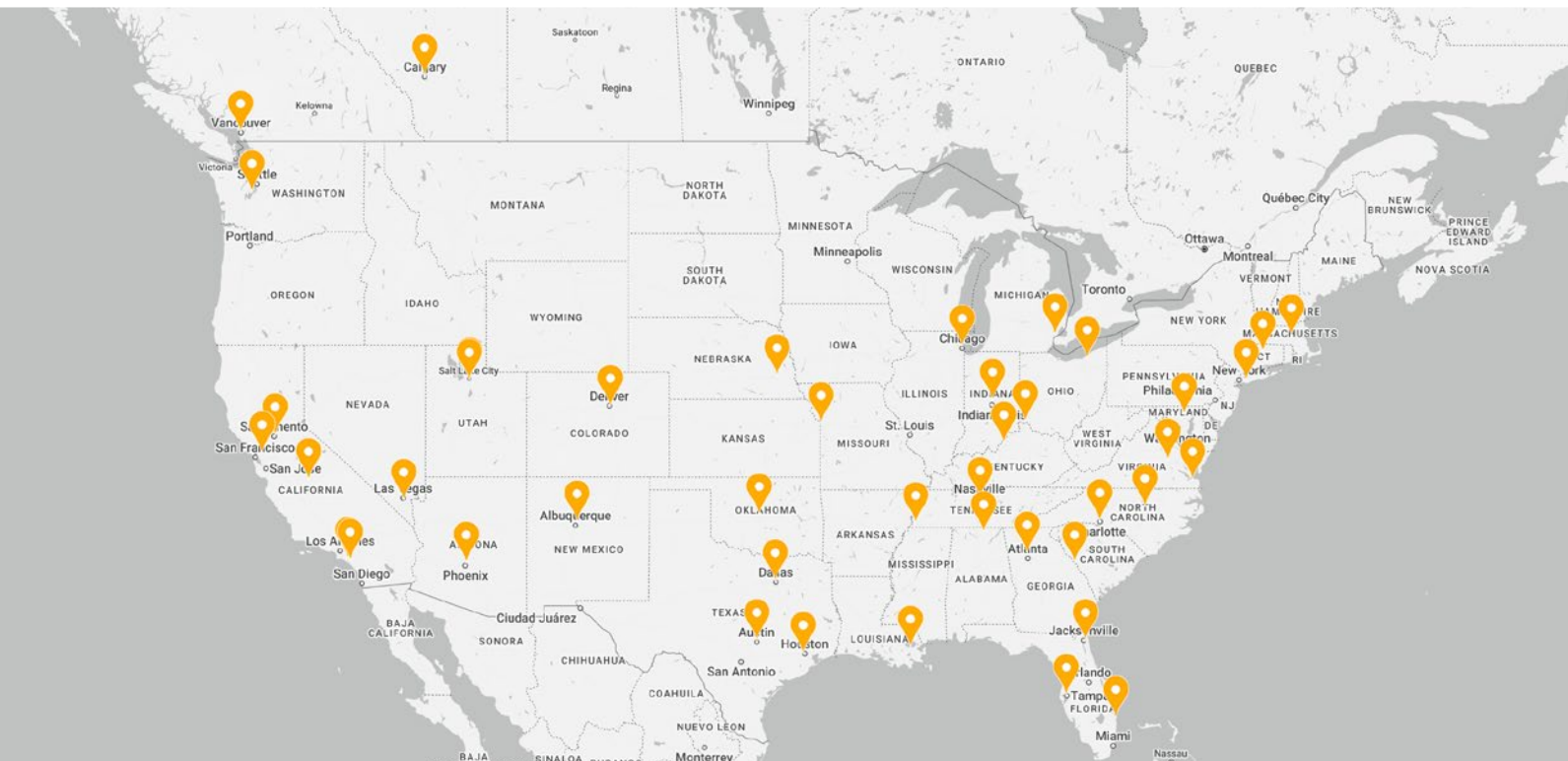


**Courtney Wasserman**  
Operations Manager



**Liz Baker**  
Creative Director

## NORTH AMERICAN PARTNER OFFICES



### US & INTERNATIONAL PARTNERS

John Cumbelich & Associates is a founding partner of X Team International, an alliance of retail real estate specialists with 43 North American offices located in major cities throughout the U.S. and Canada. X Team partners offer extensive expertise in major markets worldwide, specializing in retailer, property and developer representation, portfolio dispositions and retail investments.

### BEST IN CLASS CAPABILITIES

Our firm's leasing and marketing services are employed by institutional and regional owners alike across a select group of assets. Our marketing capabilities feature a powerful web based platform for showcasing client properties and disseminating supporting aerials, site plans, demographics and related data. Daily email blasts to the Northern California real estate community advertise our client's properties to the marketplace.



Downtown Pleasant Hill – 350,000 SF Leased and Sold



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

John Cumbelich  
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PARTNER **XTEAM**  
RETAIL ADVISORS