



OUR APPROACH TO

COMMERCIAL REAL ESTATE SERVICES

Presented by:



FORESITE[®]
COMMERCIAL REAL ESTATE



Chad Knibbe, CCIM

President / Co - Owner

Chad was a key player in the launching of Foresite in 2014 and later founded the investment sales division of Foresite Commercial Real Estate in 2018. Prior to Foresite, Chad was a Senior Vice President at Marcus & Millichap where he ranked as the #1 retail agent for the central Texas region. He is a graduate of Baylor University and lives in Spring Branch with his wife, three daughters and son.

CKNIBBE@FORESITECRE.COM



Louis "Lex" Lutto III

Senior Vice President

Lex Lutto brings more than 29 years of professional real estate experience to the Foresite team. He specializes in land, landlord representation and tenant representation in San Antonio, and the surrounding trade areas. He has leveraged his experience in the local retail sector to bring in a new book of business including a wide range of anchored and unanchored projects, multi-use projects, and land tracts, as well as pad sites opportunities.

LLUTTO@FORESITECRE.COM



Daryl Lange

Senior Vice President

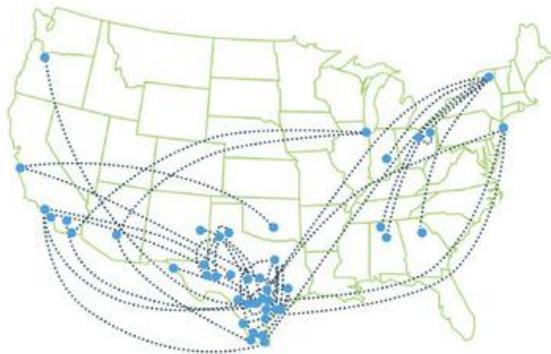
Land Services & Brokerage

Daryl brings over 20 years of experience as a commercial broker and development associate, previously serving in a San Antonio-based family office specializing in master-planned residential and commercial developments. Daryl has strong working relationships with brokers, engineers, and developers across the national, regional, and local spectrum in the greater San Antonio area.

DLANGE@FORESITECRE.COM

Experience, focus and **creativity** is what makes Foresite Investment Sales so unique. Coming together from large firms to form our team, we offer decades of experience and a national reach.

TEXAS BASED. NATIONAL REACH.
TRANSACTIONS IN 15 STATES



Stephen Berchelmann

Vice President

Urban Developments / Special Projects

Stephen Berchelmann has worked in real estate for more than a decade. Prior to joining Foresite, Stephen worked at Marcus & Millichap as a senior agent and was a member of the #1 retail team in the central Texas Region. He is a member of ICSC and a graduate of St. Mary's University. Stephen lives in San Antonio with his wife and son and daughter.

SBERCHELMANN@FORESITECRE.COM



Alexandria Tatem

Associate Vice President

and Head of Research

Alexandria Tatem joined Foresite as an Investment Sales Associate and was quickly promoted to Head of Research. She has a talent for sourcing data and compiling information in challenging markets. Alex is a graduate of the University of Central Arkansas, where she double-majored in Finance and Spanish. Her research has been used in testimonies to the state legislature, year-long studies, and published reports.

ATATEM@FORESITECRE.COM



Xavier Alvarado

Investment Sales Associate

Xavier Alvarado started his real estate career working with Marcus and Millichap, following his graduation from the University of Texas at San Antonio. After assisting his team in becoming the top team in the Central-South Texas market, he was granted the opportunity to join the Foresite Investment sales team. As a San Antonio Native, he loves watching the San Antonio Spurs. He currently resides in San Antonio with his wife and children.

XALVARADO@FORESITECRE.COM



Kevin Gumprecht

Investment Sales Associate

Kevin Gumprecht, an Investment Sales Associate at Foresite Commercial Real Estate, blends over a decade of robust operations management and strategic planning experience to bolster his position. With a diverse background spanning project management, mergers and acquisitions accounting, Kevin brings a uniquely comprehensive approach to commercial real estate investment sales.

KGUMPRECHT@FORESITECRE.COM

Foresite is a full-service brokerage firm that offers leasing, management, and investment sales services. Coming together from various national brokerage firms, the team brings their decades of experience and impressive track records to form the Investment Sales Division. The team concentrates on bringing a high level of dependability and communication to clients as well as a high energy approach to marketing properties.

EXPERIENCE



75 YEARS COMBINED EXPERIENCE

Market shifts, capital constraints, tenant failures, international demand. All things we have seen, experienced and succeeded in overcoming in investment sales.

KNOWLEDGE



LISTENING AND CAPITALIZING ON MARKET INFORMATION.

Our proactive marketing approach requires our team to directly communicate with hundreds of buyers and sellers. In doing so, we learn about opportunities for our clients before anyone else.

CREATIVITY



FINDING A WAY

No two deals or buyers are alike. When the unexpected happens, our clients expect and receive creativity and proactiveness to keep the deal moving forward.

EXECUTION



MAKING THE MARKET

Listing properties doesn't benefit our clients, closing does. We commit to taking properties and working them with several buyers to ensure the property sells at or above the strike price.

“

I have had the pleasure of working with Mike Buckner over the years on many of my projects. **His experience makes him an asset** and has helped facilitate in the sales process of many of my deals. **His communication skills set him apart** from other commercial real estate sales brokers I have worked with in the past. ”

-Gregory Cervenka, JD, CPA

“

I found the best part of working with Foresite was their **open communication and availability** when I needed something right then and there. ”

-Tylere Brennan, Investcor Development

“

Chad was **a pleasure to work with** and in fact a large part of the reason that our sale went through... I would love to be able to work another deal with Chad Knibbe. ”

- Tom Glassman, ICA Properties

Experience, focus and creativity is what makes Foresite Investment Sales so unique. Coming together from large firms to form our team, we offer decades of experience and a national reach.



**QUARTERLY
MARKET RESEARCH
REPORTS**



**LOCAL AND NATIONAL
INVESTOR RELATIONSHIP REACH**



**24 HOUR RETURN
CALL POLICY**



**PROMPT REPORTING AND
DETAILED MARKET FEEDBACK**



**THE EXPERTS IN SHOPPING CENTER
BROKERAGE IN TEXAS**

60 DAY **MARKETING** TIMELINE

Day 1

Activate Listing - Post on Internal/External Websites

Initiate Direct Call Campaign to Potential Buyers

Electronic Brochures Sent to Private Nationwide Database

Begin Phone Canvassing (Continues throughout Listing)
Investor Database

Principals of Recent Sale Comps

Owners with Comparable Properties Under Contract

Website Registrations

Day 8

Run Results Report for all Electronic Marketing

Continue Call Campaign and Follow up on Interested Parties

Day 15

Second Round of Electronic Brochures Sent

Begin Weekly Follow up of Interested Buyers

Day 21

Continue Call Campaign and Follow up on Interested Parties

Electronic Brochures Sent to all Interested parties registered
on National 3rd Party Websites

Day 28

Client Update – Generate and Deliver Statistics and Activity Report

Continued Call Campaign and Follow up on Interested Parties

Day 31

Electronic Brochures sent to Brokerage Community

Day 35

Continued Call Campaign and Follow up on Interested Parties

Third Round of Electronic Brochures Sent

Day 42

Continued Call Campaign and Follow up on Interested Parties

Request Buyer Questionnaire and Schedule Site Visits

Day 49

Continue Call Campaign and Follow up on Interested Parties

Day 56

Client Update - Statistics and Activity Report

Revision of Pricing and/or Marketing Plan if necessary

Continued Call Campaign and Follow up on Interested Parties

Day 60

Re-Initiate 60-Day Process with Adjusted Pricing



FORESITE[®]
COMMERCIAL REAL ESTATE