

Competing Against C&W, Eastdill and Marcus, Nieman & Schroeder Win \$68 Million Assignment...

Chosen over Cushman & Wakefield, Eastdill, Marcus and Millichap and two boutique brokerage firms to win this assignment, Colliers GLA would like to congratulate Maurice Nieman and Ian Schroeder, both vice presidents based in the Irvine office, for winning Developers Diversified Realty (DDR) business valued at \$68 million.

Maurice and Ian will be handling the disposition of 28 single tenant net-leased drug stores (25 Rite-Aids and three CVS's), located in Pennsylvania, West Virginia, South Carolina, North Carolina, Texas, Oklahoma and Georgia.

Maurice and Ian contribute their extensive experience selling Rite Aids and other non-credit portfolios in helping them win this major assignment.



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When asked what was the main factor in winning the listing, Maurice stated, "we conducted the most comprehensive portfolio evaluation which included visiting all of the properties prior to being awarded the assignment, and bringing onto our team a person who was able to restructure some of the leases with the tenant to create more value for our client. We also convinced the client that selling the properties separately would yield the highest possible price."

"I believe our competitive advantage is that our business model is selling NNN assets nationwide. Even though we're located in Irvine, we take a "Boots on the Ground" approach by visiting every property, contacting local investors and utilizing our extensive national database of investors and brokers to sell properties quickly at highest possible price," added Ian.



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