

CHRIS MALING

Retail Investment
Advisory Services





CHRIS MALING

Executive Director

Retail Capital Markets

CA License #01025809

Direct: +1 213 955 6479

Mobile: +1 213 364 7222

chris.maling@cushwake.com

Experience & Highlights

- **37+ years of experience** in the commercial real estate industry
- **Over \$3 billion** in closed sales
- **659+ deals closed** across **42 states**
- Specializes in **investment sales across multifamily, office, retail, and industrial properties** as well as **land**
- Representation across **private clients, institutional owners, and distressed assets**
- **Strategic marketing, consistent communication, and efficient execution** throughout the sales process

Select Recognition & Awards

- Avison Young **Top Ten Agent (2020, 2021)**
- Avison Young **Top Retail Agent (2020)**
- Colliers **Top Ten Producer, Greater Los Angeles Region (2012)**
- Colliers **#1 Retail Investment Specialist (2012)**
- Colliers **Deal of the Year (2013)** for property management, lease-up strategy, and disposition for a receiver
- **Top Producer, Marcus & Millichap (1993–2010)**



**OVER \$3 BILLION
IN CLOSED SALES**



3

CORE SERVICES + C&W RESOURCES



CHRIS MALING

*Executive Director
Retail Capital Markets*

Core Services

Strategic asset analysis
and market positioning

Property marketing strategy, collateral
development, and budget management

Broker outreach, investor canvassing,
and prospect analysis

Letters of intent
and purchase agreement negotiation

Client reporting, market intelligence, and
performance tracking

Coordination of project management, property
management, sustainability, capital markets,
and appraisal services





Additional Platform Resources



WORKPLACE
STRATEGY



PROJECT &
DEVELOPMENT
SERVICES
(PDS)



FINANCIAL
ANALYTICS



INCENTIVES



RESEARCH

America's Retail National Team

AMERICAS LEADERSHIP



ALANNA LOEFFLER

Senior Managing Director, Americas Retail

STRATEGIC CONSULTING



JIM KIERSKI

Head of Retail Consulting, Americas



DANIEL SYDOR

Vice Chair, Valuation & Advisory



MARK GILBERT

Vice Chair, Retail Capital Markets

MARKETING & RESEARCH



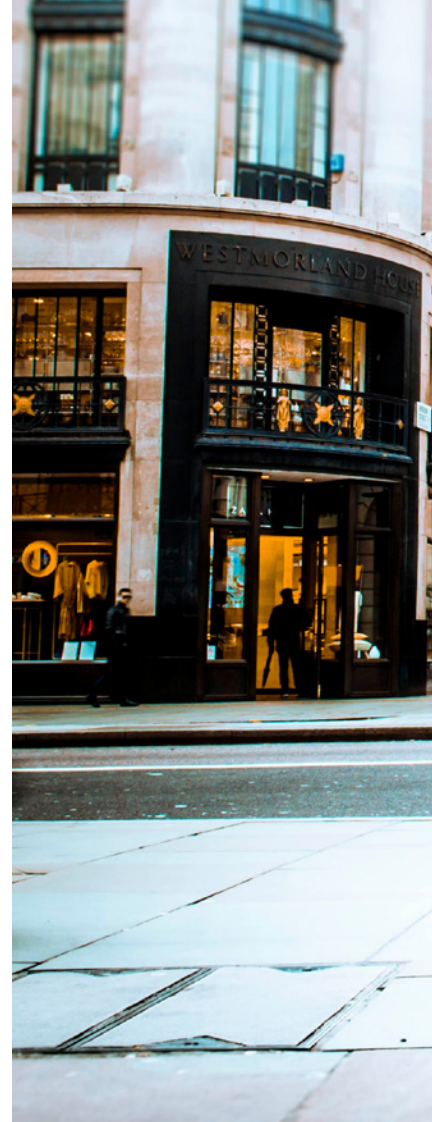
ANN WHELAN

Senior Marketing Manager



JAMES BOHNAKER

Principal Economist, Head of Macro Insights





The most brilliant ideas only matter when you have the people who can bring them to life

SPECIALIZED EXPERTISE

- Apparel
- Automotive/EV
- Beauty
- Digitally Native Brands
- E-Commerce, Logistics & Industrial
- Experiential
- Financial Services
- Food & Beverage
- Grocery
- Health & Wellness
- Home Improvement
- Luxury
- Sporting Goods
- Value

THE CUSHMAN & WAKEFIELD EDGE

A CULTURE THAT DELIVERS



Delivering Better Solutions

With a robust global network of specialists and a problem-solving mentality, our retail advisors have a track record of sustained success in this ever-evolving sector. We create and execute tailored solutions that optimize operations and drive long-term growth.

Revealing Better Insights

Retail is dynamic. By combining advanced data with global experience and local insights, we continuously track shifts in the market to ensure our clients not only keep up with trends but set them.



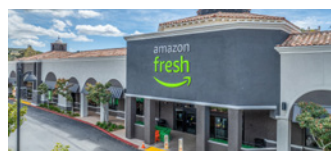
Striving For Better Partnerships

Advisors who can think like retailers are the most valuable partners. Drawing upon their own entrepreneurial spirit and years of working with the world's best brands, our advisors can quickly form a clear blueprint for both short- and longterm results.

SHOPPING CENTER CLOSING

Property Name	Address	Location	Client Type	Sale Value
---------------	---------	----------	-------------	------------

Recent Shopping Center Closings



The Village at Moorpark

718 New Los Angeles Avenue

Moorpark, CA

Institutional Seller

\$20,000,000



Crossroads Center

1426 E. Yosemite Avenue

Madera, CA

Family Office Seller

\$18,600,000



Tropicana Center

3055 Tropicana Avenue

Las Vegas, NV

Institutional Seller

\$40,000,000



Brea Plaza

1160 E. Imperial Highway

Brea, CA

Institutional Seller

\$10,501,000

Recent Auto Dealership Closings



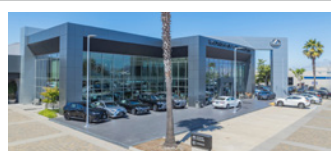
Mercedes-Benz of Encino

16721 Ventura Blvd

Encino, CA

Institutional Seller

\$40,000,000



Fremont Auto Mall

5600 Cushing Parkway

Fremont, CA

Family Office Seller

\$26,000,000



Volvo of Calabasas

24500 Calabasas Road

Calabasas, CA

Family Office Seller

\$11,700,000



Lake Elsinore Ford

31500 Auto Center Drive

Lake Elsinore, CA

Family Office Seller

\$9,600,000

SHOPPING CENTER CLOSING

Property Name	Address	Loation	Client Type	Sale Value	
Recent Single-Tenant Closings					
	LA Fitness	28015 Greenspot Road	Highland, CA	Developer Seller	\$9,215,000
	Home Depot	400 Rodeo Place	Anchorage, AK	Institutional Client Seller	\$25,000,000
	Applebee's	74999 Frank Sinatra Drive	Palm Desert, CA	Family Office Seller	\$2,650,000
	Borders Books & Music	475 S. Lake Avenue	Pasadena, CA	Developer Seller	\$17,250,000



CUSHMAN & WAKEFIELD AT A GLANCE

When we never settle for the world that's been built,
we drive it forward to something better.

By The Numbers

350

OFFICES (approx.)

60

COUNTRIES (approx.)

53,000

EMPLOYEES (approx.)

\$10.3B*

*2025 REVENUE USD

6.5B

SF MANAGED

Core Services



**AGENCY
LEASING**



**ASSET
SERVICES**



**CAPITAL
MARKETS**



**FACILITY
SERVICES**



**GLOBAL
OCCUPIER
SERVICES**



**INVESTMENT
& ASSET
MANAGEMENT**



**PROJECT &
DEVELOPMENT
SERVICES**



**TENANT
REPRESENTATION**



**VALUATION
& ADVISORY**

Industries & Specialties

- 3PL
- Airports & Aerospace
- Automotive & Mobility
- Build-to-Suit
- Data Centers
- E-Commerce
- Education
- Energy (Oil & Gas)
- Financial Services
- Flexible Workplace
- Food & Beverage
- Government
- Healthcare
- Hospitality
- Land
- Legal Services
- Life Sciences
- Logistics & Industrial
- Multifamily
- Net Lease Investment
- Not-for-Profit
- Office
- Ports & Intermodal
- Public Sector
- Rail
- Retail
- Sports & Entertainment
- Supply Chain & Logistics
- Technology

Global Headquarters

225 West Wacker Drive
Suite 3000
Chicago, IL 60606
+1 312 470 1800

CHRIS MALING

Retail Investment
Advisory Services

For more information, please contact:

CHRIS MALING

Executive Director

Retail Capital Markets

CA License #01025809

Direct: +1 213 955 6479

Mobile: +1 213 364 7222

chris.maling@cushwake.com