

VICE PRESIDENT

# CHRIS MCFARLAND



## BIOGRAPHY

Christopher started in the commercial real estate industry in 2000, and has been with Anchor Retail since its inception in 2016.

Chris has a unique depth of knowledge and experience from working as Vice President of Leasing and Site Acquisition for a national developer for nearly ten (10) years. From entitlements to pre-leasing to proformas to acquisition and then disposition, Chris has a well-rounded experience in various facets of commercial real estate. He represents buyers, tenants, sellers, and landlords with a concentration in retail. Currently, Chris represents Speedway, Caliber Collision, Checkers/Rallys, and O'Reilly Auto Parts; as well as various landlords and developers on new ground-up shopping centers, leasing of existing centers, and handling existing tenants' renewals. Such clients include America's Realty, RIC, Benderson Development Company, Trilogy and Somera Road.

Chris's comprehensive understanding of development, leasing, and sales along with creativity, integrity, and knowledge make him a valuable asset to the Anchor Retail team. He is a graduate of John Carroll University's Boler School of Business (B.S.B.A. Finance and Economics) and a member of the International Council of Shopping Centers (ICSC).

## SELECT CLIENT ACTIVITY

TENANT REPRESENTATION



Preferred Broker. Actively pursuing Commercial Fuel and Convenience Store locations and expansions throughout Greater Cleveland, Columbus, and the southeastern portion of the state of Ohio. Completed eleven (11) deals. Actively pursuing sites in Ohio, Northern Kentucky, and Indianapolis.



Preferred Broker in Northern Ohio. Secured two (2) land acquisitions for new stores, one (1) disposition of a closed store, and land acquisition for an expansion of a store.



Preferred Broker in Northern Ohio and Columbus. Secured ten (10) deals throughout their expansion in Northeast Ohio, including two (2) hub location. Actively pursuing new locations in select markets.



dba Malibu Jacks and Scene 75 in Ohio. Actively seeking sites in Ohio

## SELECT SALE AND LEASE TRANSACTION ACTIVITY

- Sale of NNN Walgreens in Fairlawn, Ohio, for \$7,000,000+ and sale of Autozone ground lease in Knoxville, Tennessee
- Assembled land for a Target-anchored development, and leased the additional 19,000 SF and pad to Chick Fil A
- Leased 173,000 SF anchored by Giant Eagle and PetSmart at the Target-anchored development in Massillon, Ohio
- Leased over 75,000 SF at the Royalton Collection in Strongsville, Ohio, to Home Goods, Skechers, Panera, Outback Steakhouse, Sleep Number, City BBQ, Condado Tacos, Hot Chicken Takeover, and others
- Represented O'Reilly Auto Parts to lease 38,000 SF in Westlake, Ohio
- Disposed of four (4) assets for national REIT Vereit/RIC
- Represented Trilogy Development in their leasing of 25,000 SF former Toys R Us to Autozone Hub Store and sale of former Toys R Us to Space Shop Self Storage in North Canton
- Represented WXZ Development in the pre-leasing of a BTS Starbucks and Burger King ground lease and procured the buyer to purchase the assets
- Subleased 32,000 SF former Gander Mountain at a 10+ year term to Furniture Warehouse of Ohio representing Gander Mountain

## CLIENTS SERVED



## CLIENT REFERENCES

Steve Rice <i>7-Eleven Real Estate Manager</i>	937.470.1424
William Casey <i>General Manager Gordon Food Service</i>	616.717.7063
Brad Hobbs <i>Owner Duck Donuts</i>	614.747.2723
Tom Kuluris <i>President &amp; CEO Liberty Development</i>	440.892.1800
Dave Budge <i>WXZ Development Assistant Vice President</i>	440.801.1690
David Mennel <i>Throgmartin Family Investments</i>	317.399.2490
Bruce Dixon <i>TechStyle Fashion Group (Fabletics)</i>	614.747.2723
Tom Dearman <i>Old Acre McDonald</i>	615.269.5444
Phil Russo <i>Captain D's VP Real Estate</i>	615.231.2011
Chad Pannunzio <i>Owner Skyzone</i>	614.783.8586
Jim Sabatine <i>Owner Trilogy</i>	330.629.9300



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