



CHRIS MCFARLAND

VICE PRESIDENT

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Christopher McFarland 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, he 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, Express Oil, Rainbow Apparel, 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 Realty Income, NNN Reit, RIC, Benderson Development Company, Trilogy, ME Commercial, 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).



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CLIENTS SERVED



BENDERSON DEVELOPMENT



SomeraRoad



TRILOGY



SELECT TENANT REPRESENTATION



Preferred Broker. Actively pursuing Commercial Fuel and Convenience Store locations and expansions throughout Greater Cleveland, Toledo, and Youngstown, Ohio. Actively pursuing sites in Ohio.



Exclusive Broker in Central and Northeast Ohio. Secured two (2) land acquisitions for new stores. Have completed over fifteen (15+) deals with client. Actively seeking sites in the aforementioned trade areas.



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



Represent in Northern Ohio, with multiple properties under contract or in active negotiation. Actively pursuing sites.

SELECT SALE & LEASE ACTIVITY

- Sale of NNN Walgreens in Fairlawn, Ohio, for \$7,000,000+
- 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 the 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, Ohio
- 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
- Secured three (3) Speedway/7-Eleven BTS developer deals in the Columbus market for Speedway Commercial Fuel locations

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CLIENT REFERENCES

Jeff Yetter, VP of Real Estate <i>Express Oil</i>	205.724.9443
Steve Rice, Real Estate Manager <i>7-Eleven</i>	937.470.1424
William Casey, General Manager <i>Gordon Food Service</i>	616.717.7063
Brad Hobbs, Owner/Restaurateur <i>Duck Donuts, The Walrus, Old Towne Tavern, Pecan Penny</i>	614.747.2723
Dave Budge, Assistant Vice President <i>WXZ Development</i>	440.801.1690
Peter Gill, Director of Leasing <i>NNN Reit</i>	440.650.6387
Ian Ross <i>Somera Road</i>	330.663.9781
Phil Russo, VP Real Estate <i>Captain D's</i>	615.231.2011
Chad Pannunzio, Owner <i>Skyzone</i>	614.783.8586
Jim Sabatine, Owner <i>Trilogy</i>	330.629.9300
Douglas Calvin, Senior Director of Real Estate <i>Rainbow Apparel</i>	718.360.4401

