

Crafting Success. Navigating Opportunities.

Tony Anderson | Richard Brehaut

CBRE

CBRE Capital Markets

Net Lease Properties

CBRE Net Lease Properties is a select team of senior-level CBRE Capital Markets professionals that specialize in the sale, purchase and recapitalization of single-tenant, net leased properties throughout the United States.

Net Lease Properties members are committed to providing institutional-quality service to their clients with flexibility and speed through collective team experience and relationships, leveraging proprietary real-time national and local market information and industry-leading technology.

Specialized National Network

Collaboration and communication across the national network of single-tenant net lease professionals.

Investor Access

Unsurpassed proprietary principal and broker database of over 1.1 million contacts.

Global Reach

Unrivalled access to global capital through our extensive market knowledge and transaction expertise.

DSF Integration

Partnership with dedicated debt and structured finance professionals with access to over 500 capital sources.



Meet the Team



Tony Anderson

Senior Vice President

Tony Anderson is a Senior Vice President with CBRE. He serves as an advisor for many Corporate Real Estate entities including Developers, Family Offices, Private Equity Sponsors, Founder/Family-Owned Companies and Franchisees on their real estate strategies. He has underwritten and transacted for some of the largest global companies in the Retail, Industrial, Medical Office and Special Use spaces.

Mr. Anderson holds a bachelor's degree in Applied Statistics and Near Eastern Studies from the University of Michigan and was a Varsity Football letterman. He also holds a master's degree in Education. Mr. Anderson and his partner Mr. Brehaut have been responsible for the disposition of more than 450 properties nationwide with aggregate deal volume exceeding \$2 billion.



Richard Brehaut

Senior Vice President

Richard Brehaut is a Senior Vice President with CBRE's Net Lease Property Group. Mr. Brehaut's focus is to advise developers, family offices, private investors, REITs, private equity firms, and franchisees regarding all facets of net-leased properties. Mr. Brehaut specializes in transacting single-tenant and multi-tenant assets, national net-lease portfolios, and structuring sale-leasebacks for some of the largest global companies in the Retail, Industrial, Medical Office and Special Use sectors. Throughout his career, Mr. Brehaut and his partner, Tony Anderson, have been actively involved in the execution of more than 450 transactions valued in excess of \$2 billion.

Mr. Brehaut holds a bachelor's degree in political science from the University of California, Los Angeles, where he was a two-sport varsity letterman. Mr. Brehaut played Quarterback for the UCLA football team and was a catcher for the UCLA baseball team.

Meet the Team



Kent Presson

Senior Transaction Manager

Kent Presson is a Senior Transaction Manager based out of CBRE's South Bay office in Los Angeles, CA. He is an experienced real estate professional with a background in corporate and net lease advisory. Some areas of expertise include transaction management, detailed underwriting and financial analysis, property marketing, 1031 tax-deferred exchanges, and structuring sale leasebacks. Prior to joining CBRE, he worked at a commercial brokerage specializing in investment sales and financial analysis. Throughout his career, Kent has been actively involved in over \$300 million in transactions as a commercial real estate broker.

Kent holds a bachelor's degree in political science from the University of California, Los Angeles, where he was also a 4-year player on the rugby team. Other interests include golf, movies, and music.



Dani London

Client Services Specialist

Dani London joined CBRE in 2013 and serves as our team's Client Services Specialist. Building on an extensive background in commercial real estate, Dani is responsible for specialized services to clients such as marketing materials and providing clients with customized support. Dani navigates a platform of various real estate technologies to fortify the CBRE reputation of maintaining a responsive, client-first approach. In her role, Dani is responsible for meeting client expectations while balancing team management.

Dani is an experienced professional with over 10 years in team administrative support, client reporting, leasing and sales advisory. Her expertise spans database management, marketing tools, and operational streamlining. Beyond her professional roles, she is a certified Lagree Fitness instructor who enjoys reading, sight-reading music, and philanthropic work.

Notable Transactions

Tenant	City	Property Value
Taco Bell	Huntsville, AL	\$2,735,294
Westside Centre	Huntsville, AL	\$3,550,000
Grill Pollo	Bryant, AR	\$2,380,000
McDonald's	Little Rock, AR	\$2,440,000
Walgreens	Surprise, AZ	\$7,700,000
7-Eleven	Long Beach, CA	\$4,175,000
Dollar General	Somerset, CA	\$2,762,285
Verizon	Los Angeles, CA	\$1,450,000
Jack in the Box	Thermal, CA	\$2,650,000
Verizon/Advance America	Blythe, CA	\$1,000,000
7-Eleven	Loveland, CO	\$5,384,615
7-Eleven	Avon, CO	\$7,034,000
CVS	New London, CT	\$4,065,882
Bassett Furniture	Estero, FL	\$6,300,000
DaVita Dialysis	Daytona Beach, FL	\$3,324,000
Ruby Tuesday	Riverview, FL	\$3,536,000
Foundation Building Materials	Sarasota, FL	\$3,750,000
Foundation Building Materials	Jacksonville, FL	\$4,850,000
Foundation Building Materials	DeLand, FL	\$2,000,000
Jiffy Lube	Punta Gorda, FL	\$3,175,935
Starbucks	The Villages, FL	\$3,100,000
Taco Bell	Tavares, FL	\$3,625,000
Take 5 Oil Change	New Port Richey, FL	\$1,005,000
Take 5 Oil Change	Holiday, FL	\$1,297,815
Richard's Building Supply	Augusta, GA	\$2,000,000
SunTrust Bank	Stone Mountain, GA	\$1,400,000
ABC Supply Co	Joliet, IL	\$2,136,000
Bob Evans	Fairview Heights, IL	\$1,115,000
Raising Canes	Chicago, IL	\$4,187,000
Walgreens	Normal, IL	\$6,275,862
Walgreens	Wheaton, IL	\$11,631,068
Cheddar's Scratch Kitchen	Bloomington, IN	\$5,258,900

Tenant	City	Property Value
Krispy Kreme	Jeffersonville, IN	\$2,650,000
McAlister's Deli	Terra Haute, IN	\$2,015,000
Valvoline	Indianapolis, IN	\$1,516,000
Holiday Inn	Leawood, KS	\$10,000,000
Cabins at Birch Hollow	Stanton, KY	\$4,000,000
Fazoli's	Winchester, KY	\$1,583,754
Fazoli's	Richmond, KY	\$1,850,000
Taco Bell	Corbin, KY	\$2,272,500
Dollar General	Sulphur, LA	\$1,577,520
PGA Tour Superstore	Braintree, MA	\$16,000,000
Walgreens	Belfast, MA	\$8,725,490
Denny's	Ellsworth, ME	\$1,900,000
ABC Supply Co	Waterford Township, MI	\$2,250,000
ABC Supply Co	Battle Creek, MI	\$1,522,222
Wendy's	Detroit, MI	\$2,325,000
Walgreens	Rochester, MN	\$11,631,068
Walgreens	St Paul, MN	\$19,000,000
Academy Sports & Outdoors	Belton, MO	\$6,600,000
Arby's	Dexter, MO	\$2,353,703
Wendy's	D'Iberville, MS	\$2,854,798
Atrium Health	Monroe, NC	\$3,058,966
Chili's	Monroe, NC	\$2,037,500
Circle K	Ocean Isle Beach, NC	\$2,625,000
Habit Burger	Clemmons, NC	\$2,463,768
Mattress Warehouse	Rocky Mount, NC	\$1,575,000
Sheetz	Cary, NC	\$3,960,000
Sonic	Minot/Fargo, ND	\$4,166,000
Olive Garden	Papillion, NE	\$3,229,167
VCA Animal Hospital	Madison, NJ	\$4,731,000
CVS	Albuquerque, NM	\$3,181,818
Fazoli's	Lima, OH	\$1,904,153
Hardee's	Columbus, OH	\$2,217,500

Tenant	City	Property Value
Mountain Express Oil	Lisbon/Toledo, OH	\$2,530,952
Navarre Plaza	Oregon, OH	\$4,050,000
Tractor Supply Co	Bucyrus, OH	\$2,385,000
Fresenius Medical Care	Claremore, OK	\$3,083,000
Zaxby's	Yukon, OK	\$2,415,000
Zaxby's	Mustang, OK	\$2,212,500
ABC Supply Co	Carnegie, PA	\$1,912,978
Dollar General	Sumter, SC	\$1,801,142
7-Eleven	Lake Wylie, SC	\$5,417,500
Bojangles'	Mount Pleasant, SC	\$4,367,647
Raising Canes	Charleston, SC	\$5,200,000
Regal Cinemas	Rock Hill, SC	\$11,452,622
Advance Financial	Paris, TN	\$1,079,000
Cheddar's Scratch Kitchen	Alcoa, TN	\$5,043,233
Concentra Medical Care	Murfreesboro, TN	\$2,850,000
Georgia Pacific Industrial	Cleveland, TN	\$3,650,000
Hardee's	Nashville, TN	\$3,200,000
Multi-Tenant Industrial	Cleveland, TN	\$6,000,000
The Shoppes at Berryhill	Cordova, TN	\$2,200,000
Walgreens	Memphis, TN	\$6,056,000
CVS	Schertz, TX	\$9,401,000
Dollar General	Midland, TX	\$1,960,833
Dollar General	Gardendale, TX	\$1,725,463
The Learning Experience	Plano, TX	\$3,850,000
Verizon/Champion Safe	Draper, UT	\$2,425,000
Bojangles'	Virginia Beach, VA	\$2,481,000
Sagebrush Steakhouse	Wytheville, VA	\$1,100,000
Wendy's	Newport, VT	\$2,025,000
Regal Cinemas	Vancouver, WA	\$5,177,000
Walgreens	Spokane, WA	\$6,649,427
Pizza Hut	Tomah, WI	\$1,050,000
Cheddar's Scratch Kitchen	Beckley, WV	\$3,313,624



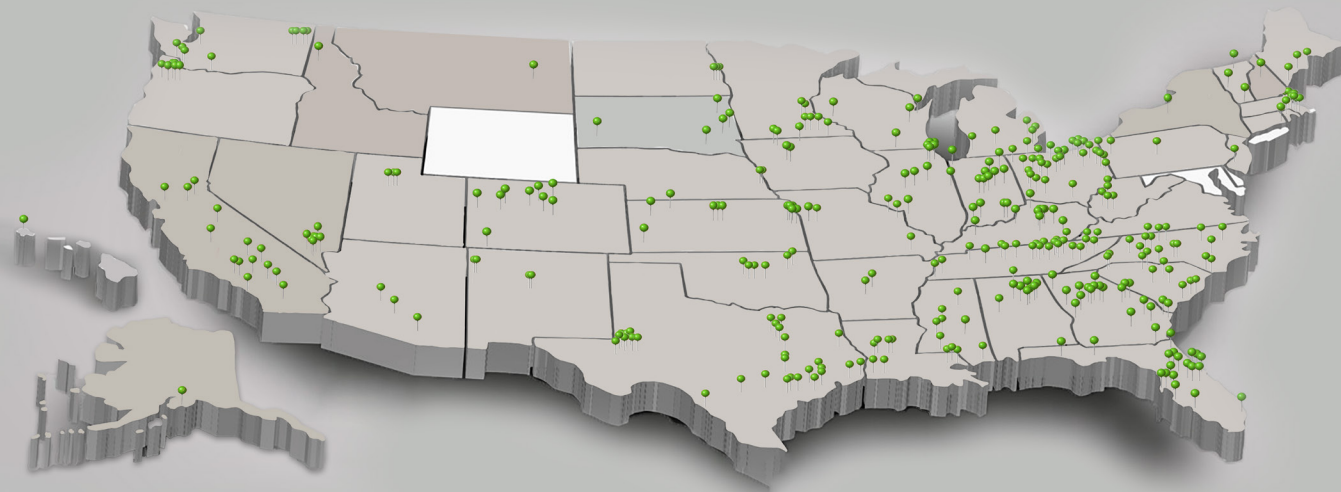
National Deals

\$2B+

Total Sales Volume

500+

Total Number of Assets Sold



Our Services

SINGLE-TENANT NET LEASE SALES

MULTI-MARKET PORTFOLIO DISPOSITIONS

CORPORATE SALE-LEASEBACKS

CREDIT UNDERWRITING

1031 ADVISORY & REPRESENTATION

MARKET RESEARCH & ANALYSIS

LEASE STRUCTURING & ADVISORY

FINANCIAL ANALYSIS

REAL ESTATE VALUATION

DUE DILIGENCE MANAGEMENT

BUILD-TO-SUIT ADVISORY

NET LEASE ACQUISITION ADVISORY

Our Advantage



Collaboration and communication across the single-tenant brokerage network and relationships with all major net lease institutions.



Unsurpassed proprietary principal and broker database of 90,000+ contacts developed through our prolific industry- leading experience in the disposition and acquisition of net lease assets.



Access to global capital enhanced by extensive market knowledge and transaction expertise, which are applied to every deal by our highly experienced professionals.



Partnership with dedicated CBRE Debt and Structured Finance professionals who specialize in the net lease sector and provide access to over 500 capital sources.

CBRE Capital Markets

Our trusted, tenured experts seamlessly collaborate to help clients connect to global capital and opportunities through a cohesive, cross-disciplinary service offering. We unlock hidden value, drive returns and enhance outcomes for your real estate investments, in all geographies and across all asset classes.

Property Sales

Offers customized investment dispositions, acquisition and recapitalization services, together with industry-leading, proprietary intelligence, to connect investors to the right properties at the right time.

Debt & Structured Finance

Synthesizes a global ecosystem of lenders and capital sources to provide debt and equity financing to developers and owners for all property types, achieving the best financing terms for our clients.

Real Estate Investment Banking

Solves critical business problems for clients by providing investor access and strategic advice across the spectrum of real estate investment banking activities, including M&A advisory, equity placement, secondary LP trading and investment advisory.

#1 INVESTMENT SALES FIRM 17 YEARS IN A ROW

\$107.1B	3,953	\$62.7B	2,091
U.S. Sales Volume	Properties Sold	U.S. Financing Volume	Deals Financed

Source: MSCI Real Assets, CBRE Capital Markets; Includes sales transactions \$2.5M+

Key Differentiators

ACCESS TO CAPITAL

Offering undisputed leadership in commanding global capital.

POWERFUL INSIGHTS

Accelerating performance with executable insights into industries, economies, market sectors and occupiers.

SPECIALIZED EXPERTISE

Navigating extraordinary disruption to future proof investment strategies.

INNOVATIVE TECHNOLOGY

Providing access to global inventory and meaningful, actionable data.

INTEGRATED INVESTOR PLATFORM

Unlocking the power and potential of real estate across its entire lifecycle.

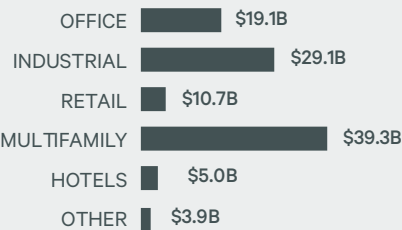
CONNECTED GLOBAL SCALE

Linking clients to capital and opportunity in every market across the globe.

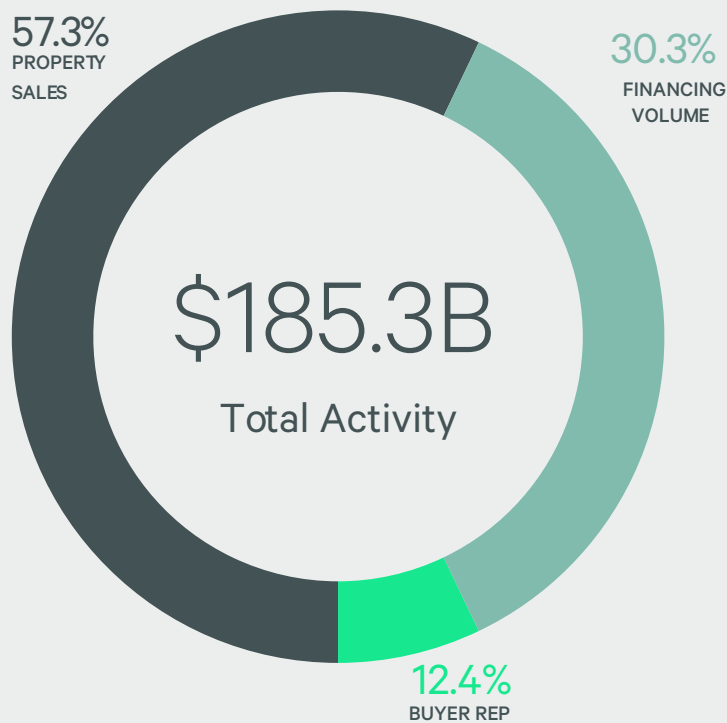
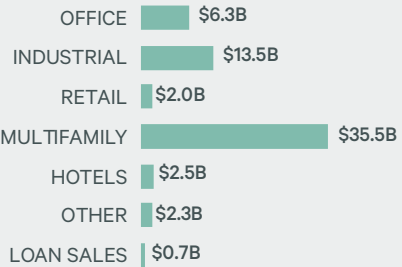
Capital Markets U.S. Activity

2022

\$107.1B
Property Sales



\$62.7B
Financing Volume



Source: Real Capital Analytics, CBRE Capital Markets; Based on sales transactions \$2.5M+

#1

Brokerage Firm 17 Years in a Row

827

Capital Markets Professionals

3,953

Property Sales

2,091

Deals Financed

CBRE Capital Markets

Specialized Advisors, Connected Global Scale

Navigating extraordinary disruption to futureproof investment strategies

CBRE's deep bench of trusted advisors are specialists in their property type, with long track records of successfully guiding clients through every market cycle. We move in lock step with colleagues to escort capital to products and markets that meet our clients' investment goals.

Linking clients to capital and opportunity in every market across the globe

With leadership in every global market, we bridge geographic divides and organizational boundaries across our global enterprise to swiftly and flawlessly execute for our clients.

500+ 115,000+ 100+

Offices Employees Countries

FORTUNE 500

#126 in 2023; ranked since 2008

FORTUNE

Most Admired Real Estate Company

FORBES

Named one of America's Best Large Employers

LIPSEY

#1 brand for 22 consecutive years

Welcoming the opportunity to work with you.

Tony Anderson

Senior Vice President
T +1 310 303 9870
t.anderson@cbre.com
Lic. 01936642

Richard Brehaut

Senior Vice President
T +1 909 560 3010
richard.brehaut@cbre.com
Lic. 01934760

Kent Presson

Senior Transaction Manager
T +1 916 471 8780
kent.presson@cbre.com
Lic. 02076597

Dani London

Client Services Specialist
T +1 310 363 4822
dani.london@cbre.com

CBRE