

#1 Brokerage Team at Colliers International Starts 2015 Strong with the Trust of Investors

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EL SEGUNDO, CALIF. –The Matthews Retail Group closed over 110 transactions in 2014. In the first several weeks of 2015 they already have 48 deals in the pipeline. Leading the team is Kyle Matthews, Executive Vice President, who was named the #1 broker at Colliers International for 2014 out of over 12,000 brokers, nationwide. “I’m astounded at how much Kyle and his team has accomplished and how fast they have grown in less than three years. They are the hardest working team I have ever been associated with, which is proven by their immense success. Colliers is very excited to have the Matthews retail team onboard, and we can’t wait to see what they have in store for 2015,” explains John Hollingsworth, executive managing director for Colliers.

Matthews, Patrick Toomey, Senior Vice President, and Chad Kurz, Associate Vice President added a variety of talent over the past year. The group is now 14 active brokers, 6 in training and a support staff of 10, which is comprised of marketing, operations, underwriting and transaction coordination teams. New partners Jordan Uttal, Aron Cline and Calvin Short joined the executive team in January 2015 after helping drive record-breaking success for clients in 2014. Uttal closed 11 Walgreens in 2014. Cline has 55 7-Eleven properties either listed or under contract and he set several national cap rate records on multiple Trader Joe’s and Sprouts Farmers Market sales last year. Short, who was awarded “Rookie of the Year” by the Los Angeles Business Journal, closed over 50% of the national market share of IHOP transactions, with six deals currently in escrow and scheduled to close this month. Next in line are Josh Bishop and Gary Chou. Bishop closed 12 dollar stores in 2014, and already has 6 escrows in the works in the first few weeks of the year. During the last quarter of 2014 Chou won the opportunity to represent and market an international portfolio for a Fortune 100 company in quick services restaurants with a deal value over \$35 Million.

In addition to dedication to client success and hard work, one unique way that the Matthews Retail Group adds value to investors is by hosting two annual tenant/developer conferences. In 2014, top brokers and partners of the group invited 100 developers and tenants to a “Greens and Gridiron” weekend of networking, relationship building and round table discussions. Through a couple days of golf, a dinner with a special guest speaker and a trip to Lambeau field to see the Green Bay Packers play, the group continues to build meaningful, lasting relationships as well as put their best clients in a position to develop new relationships with tenants around the country who are looking for new sites.

“Business of any kind is built on relationships. These conferences give us a chance to show our clients that we understand how their business works, and more importantly are focused on how we can add value to their development programs,” explains Kyle Matthews. The Matthews Retail Group believes that their understanding of the importance of trust and strong relationships rolls over into their day-to-day success. Lasting relationships is one of the team’s top values, which shows in their client database and track record.

In addition to throwing a great event, the team is also planning on attending a variety of ICSC (International Council of Shopping Centers) conferences including:

- Southern California Idea Exchange, February 3rd, Los Angeles, CA
- 2015 OAC SUMMIT, February 25th through February 27th, Dallas, TX
- ICSC N3 Triple Net Lease Conference, March 2nd and 3rd, Grapevine, TX
- Monterey Idea Exchange, March 11th and 12th, Monterey, CA
- RECon The Global Retail Real Estate Convention, May 17th through 20th, Las Vegas, NV

- San Diego ICSC Western Conference, September 10th through September 19th, San Diego, CA
- MidWest Conference, October 1st, Chicago, IL
- SouthEast Conference, November 1st, Atlanta, GA
- New York National Conference, December 7th and 8th, New York, NY

The Matthews Retail Group has set some aggressive goals for the upcoming year. “It felt good seeing the team have so much success last year. We started off this year with incredible momentum and we plan to keep that growing. With interest rates staying low, it’s a great economic climate for commercial real estate. 2015 has already shown great signs and we plan on taking advantage of the opportunity as much as we can,” Matthews projects. Join Kyle Matthews online, Thursday, March 12th for “State of the Retail Market 2015” webinar and learn how trends in retail affect your disposition.

http://www.heraldonline.com/2015/02/18/6810246_1-brokerage-team-at-colliers-international.html?rh=1