



## Who We Are

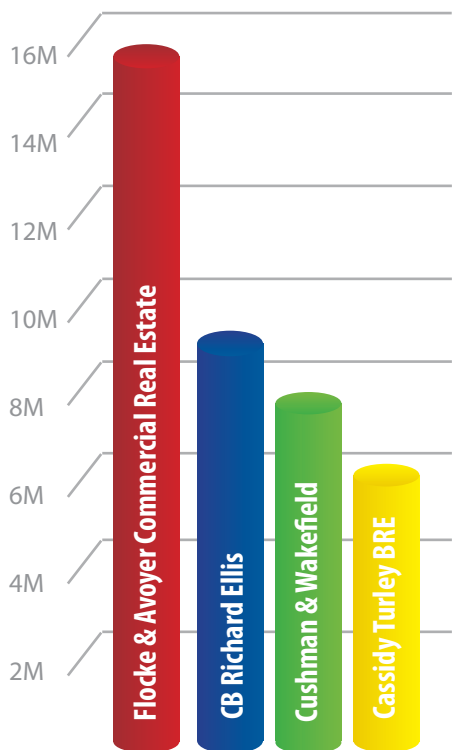
Flocke & Avoyer ([www.flockeavoyer.com](http://www.flockeavoyer.com)) is the exclusive marketing agent for over 115 shopping centers, representing 15 million SF of retail space; and has completed over \$3.5 billion in total lease and sales consideration (3,700 transactions) since its founding in 1985.

Flocke & Avoyer has consummated transactions with virtually every financial institution, national discounter, supermarket, drug store, soft-goods, theater, home improvement and restaurant chain active in Southern California. These long-term relationships and front line exposure ensure the highest probability of success for our clients.



Representing  
**over 115**  
 shopping  
 centers  
 and over  
**15 million**  
 square feet  
 of retail  
 space in  
 San Diego

## F&A Leads in San Diego County by retail square footage



## What We Do

- Landlord Representation
- Tenant Representation
- Sales & Investments
- Development Consulting
- Site Acquisition/Disposition



## FLOCKE & AVOYER

Commercial Real Estate

6165 Greenwich Drive Suite 110  
 San Diego, CA 92122  
 P 619.280.2600  
 F 619.280.3311  
[www.flockeavoyer.com](http://www.flockeavoyer.com)

Source: CoStar Market Share Report (as of Aug 2011) and Flocke & Avoyer



# COMPANY OVERVIEW

## Corporate Profile

With more than a half century of cumulative retail marketing experience, Flocke & Avoyer's commitment to knowledge, up-to-date market intelligence and client loyalty is the foundation upon which it has built the services that our clients have come to expect and deserve.

- Consistently San Diego's dominant retail brokerage firm.
- Successfully completed over 3,700 sale and lease transactions with a total consideration of over \$3.5 Billion.
- Have handled over 140 financial institution, 70 fast food, 20 gas station, 25 sit-down restaurant, 25 grocery store and 14 drug store.
- The exclusive marketing agent for more ground-up development projects than any other local brokerage office (more than 120 centers, including 80 anchored retail projects).
- From inception of a project to its completion, we strive to achieve maximum leasability and economic viability.
- Extensive site acquisition work - including development of county-wide site location strategies, trade area analyses and transaction negotiations — directly for retailers of such caliber as Bed Bath & Beyond, San Diego County Credit Union, Union Bank, Panda Express, Home Depot, Costco, Ralphs Grocery Co. and Vons, to name a few.
- In depth first-hand knowledge of the marketplace.
- Adherence to the most exacting standards of professionalism, personal service, honesty, integrity and client confidentiality.



## Philosophy & Service

- Constant communication
- Client loyalty
- Technical expertise
- Market knowledge
- Focused specialization
- Long-term relationships
- Unparalleled integrity