

THE SAGE PARTNERS' PERSPECTIVE



Bentonville Plaza: 250,000 SF office building in Bentonville leased and managed by Sage Partners.

CORE VALUES



PRACTICE INTEGRITY



CLIENTS ARE SUPREME



BE ENTREPRENEURIAL



TEAMWORK WINS



GIVE BACK

PROPERTY MANAGEMENT: THE EVOLUTION

by Lori Adcock-McGhee



Lori Adcock-McGhee
Director of
Property
Management

From the Great Depression in the 1930's to a recession in the early 80's to the Great Recession in 2008, the commercial real estate industry has truly evolved. Each of those events and smaller ones in between brought to light the importance of investments being professionally managed, particularly real estate investments. As a result, the profession of managing real estate has evolved as well. Property managers today need to be educated and experienced in many different areas because they are the "CEO" of the properties they manage. They are responsible for the physical plant and operations, financial reporting, leasing, marketing, tenant relationships, and safety/security. Simply put, property managers literally must know everything about the property. They must be a critical thinker, a problem solver, and must have the ability to make good decisions quickly. The property manager is also responsible for future planning of the physical and fiscal strategies that affect value and must align those plans with the owner's goals and objectives for the invest-

ment. Most importantly, property managers are risk reducers because everything they do minimizes exposure, whether it is financial or physical. Proper maintenance reduces liability exposure to personal injury, good financial management and strong leasing activity reduces exposure to loss of value and cash flow issues, and good tenant relations reduces exposure to lower occupancy.

The average person has no idea exactly what a property manager does and gauges a property manager's success or failure on the size of the portfolio or number of buildings they can manage.

The reality is, however, that a property manager's success or failure is ultimately dependent on the leadership and

strength of the firm behind them. Being the best in the business and succeeding in the world of property management today is all about access to the best tools and innovative technology, and about the leadership team guiding the management firm that insures their success and ultimately the success of the assets they manage. Having worked in real estate management since 1990, I have

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witnessed the evolution of the industry and have worked for a very diverse list of firms. I am now in my eighteenth month with Sage and have had a bird's eye view of Sage's infrastructure and leadership. Just as the property management industry has evolved, so has Sage as a firm. From simply offering brokerage services when the firm began in 2005 to the addition of asset management/real estate management in 2014, the firm has grown exponentially and now manages over 5 million square feet, a number that is growing almost weekly.

The depth of talent and expertise at every level of the firm is unsurpassed and provides an amazing platform for servicing our commercial

real estate clients, most notably retail and office space, and our newest market which is medical facilities.

Between the depth of our team's talent, the bandwidth of our national network, and the strength of our existing client base, Sage will continue to evolve and make a profound impact on the commercial real estate industry. 🌐



Hunt Tower: 226,000 SF office building in Pinnacle Hills leased and managed by Sage Partners.

NOTABLE ACHIEVEMENTS



T.J. LEFLER
Executive Vice President
NWABJ Forty Under 40 2018 Class



STERLING HAMILTON
Associate
NWABJ Forty Under 40 2018 Class



TINA MILES
Corporate Controller
NWABJ Women in Business 2018 Class



JENNY BUTTON
Property Manager
NWABJ Fast 15 2018 Class

GROWTH SPARKS NEED FOR COUNSEL



Farris DeBoard
General Counsel

Sage Partners serves its clients as a broker, asset manager, developer and investment partner. These are unique and separate services and require different skills and strategies.

Prior to the merger in 2016, Sage was able to manage each of these business lines efficiently as a smaller real estate company. We now have 57 employees in Northwest and Central Arkansas and manage 5 million square feet of space across the state. We have completed and are about to break ground on a number of large development projects. This recent growth was a key reason that Sage wanted to hire a general counsel.

As General Counsel, my primary role is to ensure that Sage is operating each of its separate business lines within all municipal, state and federal laws and regulations at all times. Additionally, with the recent merger, we have been working as a team to implement new policies and procedures to more effectively serve our clients and standardize our processes. This new role at Sage also consists of handling internal legal and administrative matters, including contract negotiation, project management, insurance and employment matters, corporate governance, risk management, and advising senior management.

While my personal experience and observations at Sage have been that the leadership team truly embodies our mission statement

to “work with faith and integrity, utilizing our experience and expertise to provide superior real estate services to the benefit of our clients, families and the community,” the type of growth that we are fortunate to be experiencing does create challenges that need to be managed effectively.

We do not provide legal advice to our clients, but we are able to more efficiently coordinate and manage our development projects, add value to the transaction and closing process, and mitigates risk for our property management clients. This new role at Sage will continue to evolve over time as we work to leverage my background and experience to enhance the value of the services we provide to all of our clients. ☺

FEATURED PROPERTIES

710 W ROSELAWN DR, ROGERS, AR

A unique opportunity to acquire a high-quality asset, below replacement cost, in an area of rapid growth and major corporate presence. Contact Marshall Saviers for more information 479-845-3000.



4328-4334 CENTRAL AVE, HOT SPRINGS, AR

Temperance Hill, a well established retail center in Hot Springs, a growing community with many tourist attractions. Attractive Cap Rate for investment. Contact T.J. Lefler for more information 479-845-3000.



316 & 326 COMMERCIAL AVE, LOWELL, AR

Over 100,000 SF of warehouse space between 2 buildings centrally located near I-49 and the new 412 Bypass. Freezer space available. Contact Grady Mathews for more information 479-845-3000.



1001 S 52ND ST, ROGERS, AR

Located in the fast growing Northwest Arkansas MSA and consists of one 41,000 SF building situated on 3.5± acres near Walmart & Sam’s Club HQ. Contact Matt Imhoff for more information 479-845-3000.



2908 & 2910 SE I ST, BENTONVILLE, AR

Over 120,000 SF of warehouse space between 2 buildings located in Bentonville with close proximity to Sam’s Club HQ and Walmart HO. Contact Grady Mathews for more information 479-845-3000.



605 LAKEVIEW DR, SPRINGDALE, AR

42,609 SF single tenant office building situated on 3.5± acres. Property is 100% leased on a double net basis for a 7-year lease term. Contact Brian Shaw for more information 479-845-3000.



RECENT TRANSACTIONS

CITIZENS BANK - SALE

3350 Pinnacle Hills Parkway, Rogers, AR
Office
Represented Seller and Buyer



COCA-COLA BUILDING - LEASE

1800 S 52nd St, Rogers, AR
Office
Represented Landlord



BLACK FOREST - SALE

3399 W. Black Forest Dr., Fayetteville, AR
Retail
Represented Seller



PARKWAY TOWER - LEASE

3333 Pinnacle Hills Pkwy, Rogers, AR
Office
Represented Landlord and Tenant



CROSSMAR INDUSTRIAL PARK - LEASE

5000 SW Regional Airport Boulevard,
Bentonville, AR
Industrial/warehouse
Represented Landlord



FORMER RUBBERMAID BUILDING - SALE

1000 SW 14th Street, Bentonville, AR
Office
Represented Seller



OTIS CORLEY OFFICE COMPLEX - LEASE

2706 SE Otis Corley Dr, Bentonville, AR
Office
Represented Landlord



PINNACLE CENTER 4 - LEASE

3100 Market Street, Rogers, AR
Office
Represented Landlord



WELCOME NEW TEAM MEMBERS



VADA
REYNOLDS
Property
Manager



BOB
ARBUCKLE
Building
Engineer



SAMANTHA
CHANDLER
Property
Management
Administrator



SILVESTRE
SANCHEZ
Building
Engineer



MADDY
TOLLETT
Leasing
Associate



WESLEY
WORKMAN
Building
Engineer



PIERCE
JONES
Brokerage
Intern

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SAGE PARTNERS DISCLOSURE

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