

DE RITO PARTNERS PLATFORM



Marty De Rito, CEO

**Iver Bowden, Director - Acquisitions,
Disposition & Capital Markets**

Charlie Pelletier, Director – Development

Matt Morrell, Principal

Leanne Tomsic, CPA - Controller

Cathy Johnson, Head of Property Management

Brian Kunde, Director of Commercial Property Management

Nereyda Lopez, Marketing Director

www.derito.com

**9120 E Talking Stick Way, Suite E1
Scottsdale, AZ 85250 • (480) 834-8500**

Introduction

De Rito Partners Development, Inc., specializes in the *development and acquisition* of select retail and mixed-use properties. Currently, De Rito Partners Development is developing *77 acres at the SWC of Hayden Rd. and the 101 freeway in Scottsdale, a 600-room Signia Hilton Resort within the Talking Stick Golf Course at SRPMIC, 125-Acre Automall at Halo Vista*, and is a development partner for 7-Eleven Build to Suits.

Active redevelopments include *1.3 million square feet at The Pavilions at Talking Stick (SRPMIC)*. Since 1992, De Rito Partners Development has developed *24 first-class* retail and auto properties totaling more than *5.3 million square feet* and acquired, redeveloped, stabilized and sold *46 retail properties* throughout the Greater Phoenix area.

De Rito Partners, Inc., is a full-service retail brokerage firm which specializes in property *leasing and tenant representation*. The firm currently represents more than *55 retail shopping centers* and more than *35* tenant representation accounts. Additionally, we specialize in brokering land and investment sales statewide.

De Rito Property Management, LLC, offers premier-quality *property management services* for retail and mixed-use properties of any size. The company currently manages *15 properties* totaling approximately *2.46 million square feet*.

Leadership

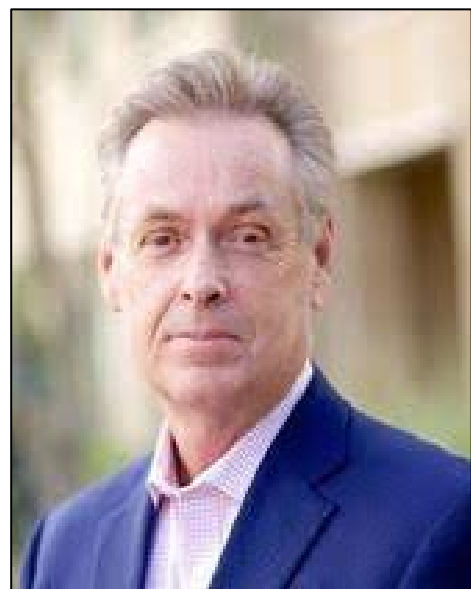


Martin De Rito, CEO

Marty De Rito is from City Island, Bronx, NY, and learned a strong work ethic working in his parents' seafood restaurant. When he was in high school his family moved to Phoenix.

- B.S. in Finance from Arizona State University and became a Harvard University (OPM 43) alumnus in February 2013
- With Over 37 years of commercial real estate experience and founded De Rito Partners in 1992
- Worked for CBS Property Service and Grubb & Ellis, Phoenix, AZ
- Named Arizona Commercial Real Estate Magazines 'Top People to Know'
- Member of the Chief Executives Organization (CEO), YPO Gold, and was the Arizona State Director of the International Council of Shopping Centers (ICSC).

He enjoys traveling, learning, attending Phoenix Suns basketball games, spring training games, and spending time with Celicia and his kids: Tarina, Martin, and Jake.



Iver Bowden, Director – Acquisitions, Disposition, & Capital Markets

Iver Bowden is originally from Idaho and has lived in Arizona for over 25 years. He has more than 20 years of U.S. and international experience in all aspects of site development, acquisition, asset management, appraisal and consulting.

- Experienced in investment management and real estate consulting
- Arizona Certified General Appraiser, providing appraisal and consulting service for commercial properties
- Worked for McDonald's Corporation as a real estate development specialist responsible for various domestic and international markets
- Joined De Rito Partners Development in 2007

Outside of work, Iver enjoys spending time with his children, fly fishing, and a rousing round of golf.

Leadership



Charlie Peletier,
Director of Development

Charlie Peletier is a seasoned leader in real estate entitlement and development, bringing over 25 years of experience in delivering complex projects from site identification through Certificate of Occupancy.

- With a background that spans entitlements, construction management, project administration, and owner representation, Charlie has built a reputation for delivering results, fostering stakeholder trust, and aligning teams around shared goals.



Matt Morrell,
Principal

Matt Morrell specializes in landlord and tenant representation, ground-up development, and acquisition and disposition of assets. Previously, Matt was President of Retail Investments Sales and Leasing at Vestis Group. Holds an AZ Real Estate License and is a native of Arizona.

- He was honored with the prestigious CoStar Power Broker Top Retail Leasing Broker Award in 2010
- Matt is a graduate of Arizona State University with a Business and Communications degree
- A member of the International Council of Shopping Centers for over 12 years

Leadership



Leanne Tomsic, CPA -
Controller

Leanne Tomsic has over 35 years of real estate and construction experience in accounting and financial management. Prior to joining De Rito, she served as CFO/VP/Board member for over six years at USA Managed Care Organization, where her responsibilities included overseeing all aspects of GAAP financial accounting for multiple industries. She also previously served as the Controller for Cypress Development Group, Luster Custom Homes, LLC and Double AA Builders, Ltd.

- Graduate of the University of Phoenix, holds a Bachelor of Arts Degree in Business Management with an Accounting Major
- Certified Public Accountant since 2000



Cathy Johnson,
Head of Property Management

Cathy Johnson is Tenant-centric and who's focus is on expanding the Property Management business and overseeing the existing clients.

- BS and Master degrees from ASU
- Vast property management experience spanning over 20 years
- Roles include VP of Property Management for the West Region overseeing over 75 retail centers and two office buildings at Phillips Edison & Company and as Associate Director of Property Management
- ICSC and CRRP Certified Retail Real Estate Professional and holds an AZRE License
- Cathy is an Arizona native

Leadership



Brian Kunde
Director of Commercial Property
Management

Brian Kunde is a veteran commercial real estate professional with over 25 years of experience managing office and retail properties throughout Arizona. Prior to joining De Rito Partners, he served as Portfolio Manager at Investor Real Estate Services, overseeing multiple retail centers and leading all aspects of property operations, leasing, construction, and financial reporting.

- He has held senior roles managing millions of square feet in commercial assets and working closely with owners, tenants, and vendors to maximize value.
- B.S. in Business Administration with an emphasis in Management and Marketing from the University of Southern California.
- Earned both the Certified Commercial Investment Member (CCIM) and Real Property Administrator (RPA) designations, reflecting his commitment to excellence and ongoing professional development.



Nereyda Lopez,
Marketing Director

Nereyda Lopez has over 30 years of experience in advertising and public relations.

- Nereyda's Sr. Leadership experience includes working for Arizona Governor's Jane Hull, Janet Napolitano and Doug Ducey, California Governor Jerry Brown, and serving as President of the US Women's Chamber of Commerce.
- Her professional experience included the establishment of Impulso Advertising and Molina-Lopez Media Group where her agency represented multi-national brands as Agency of Record.
- Her advertising client experience includes St Luke's Healthcare, the University of Phoenix, Wells Fargo, Audi, Salt River Project and Pfizer Pharmaceuticals to name a few.

DE RITO PARTNERS DEVELOPMENT, INC

De Rito Partners Development, Inc. specializes in the development and acquisition of select retail, dealership, and mixed-use properties.

De Rito Partners Development, Inc.

- Established in 1992
- Acquired, redeveloped, and sold 46 retail properties throughout the Greater Phoenix area
- Developed 24 first-class retail and automotive projects totaling more than 5.3 million square feet
- Current Developments: SWC Hayden and 101 - 77 Acres with Banner Hospital and ASM and 8 acres of out parcels
- 125 Acre Automall at Halo Vista and 65 Acres South of The Pavilions at Talking Stick shopping center
- 600 room Hilton Signia Resort within the Talking Stick Golf Course

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT

CURRENT PROJECTS

SOUTH OF SOUTHWEST CORNER OF TALKING STICK WAY & LOOP 101 FREEWAY
65 ACRES – SRPMIC (Salt River Pima Maricopa Indian Community / Scottsdale), AZ



- Proposed:** Film & TV Studio / Sound Stage
- **Size:** 65 acres
 - **Size:** 611,500 SF

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



CURRENT PROJECTS

HILTON SIGNIA RESORT *Within the Talking Stick Golf Course – SRPMIC, AZ*



Location Plan



Site Plan

Size: 46 acres

Keys: 600 rooms

- ± 62,000 SF Convention space
- Unobstructed views of McDowell & Red Mountains

Signia
by **Hilton**

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT

PROJECT HIGHLIGHTS

- **NEW TO MARKET** approximately 77 Acre mixed use site with planned retail, office, hotel, industrial, etc.
- **CURRENT ZONING** C-2 (44 Acres), I-1 (28 Acres) & PCP (3-5 Acres)
- **PRIME FRONTAGE** along Loop 101 (Pima Fwy)
- **EASY ACCESS** from Loop 101, Hayden Rd, Mayo Blvd & Miller Rd (with future extension north of Loop 101 past Nationwide Campus)
- **Residents** have over \$142,000 incomes within 3-miles
- **± 8,708** employees within one (1) mile of site
- **Retail** within one mile includes more than 2.2 million SF



CURRENT PROJECTS

SWC HAYDEN RD & LOOP 101 FREEWAY – 77 ACRES – Scottsdale, AZ



DEVELOPMENT

CURRENT PROJECTS

PROJECT HIGHLIGHTS

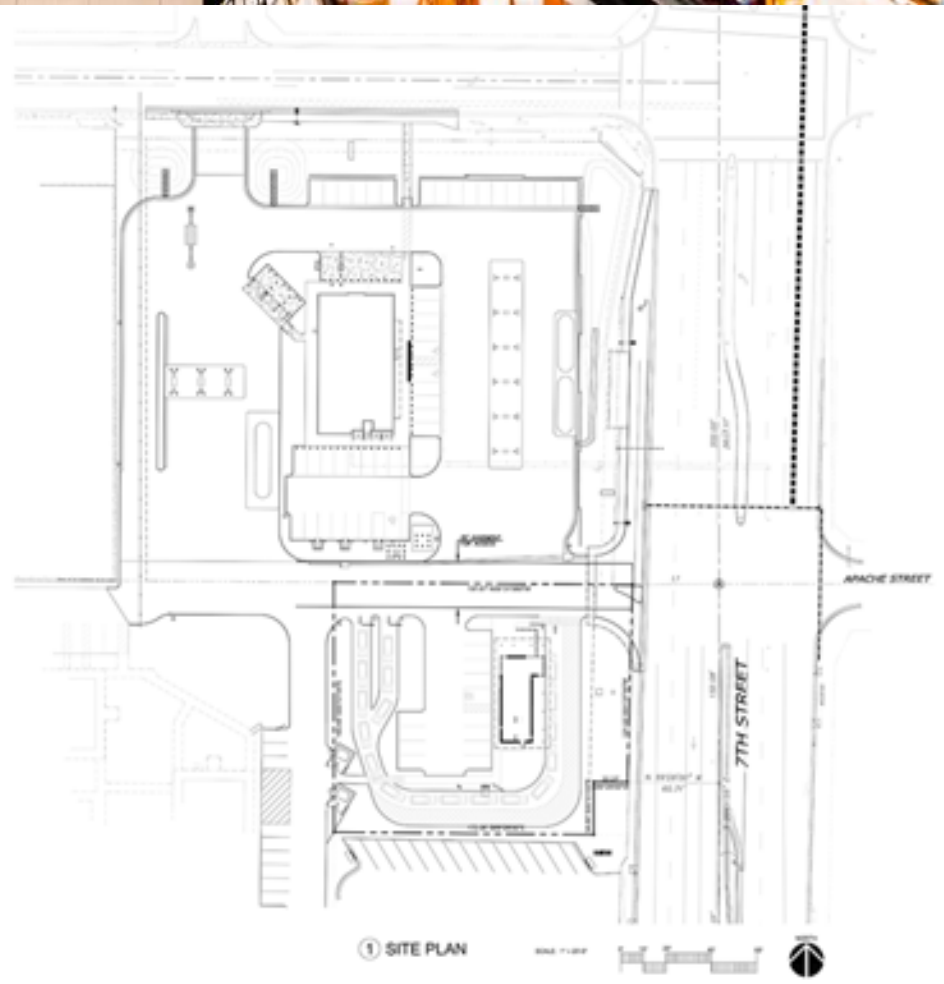
- 125.38-Acre Automall
- 11 Automall Parcels of Land with Fantastic Visibility, Beautiful Architecture and our goal of increased sales for dealers.
- Gas and Diesel Convenience Store
- Massive Accessibility from Three (3) Freeways: access from Carefree Highway (SR-74), Dove Valley Road, through 43rd Avenue, 51st Avenue, and Road A
- Zoning permits for Automall, manufacturing, warehousing distribution, office, restaurants, retail, and ±8,960 multi-family units
- Pylon and Monument Signage
- Biscuit Flats: 12,000 Acres (±18,000 Lots) adjacent and south of the Loop 303 Freeway; Pulte Homes planning 6,000-acre development.
- Significant Demand: 3,440-acre employment hub anchored by TSMC and MREG, expected to create ±75,000 jobs.
- Halo Vista Science & Technology Park = Projected TSMC \$65B (PHASE I) + TSMC \$100B (PHASE II) + MREG \$7B = \$172 Billion Development
- Development Timeline = approximately 30 months from opening Escrow, deliver Land Parcels to Dealers, and 18 months later, Dealership could open.

SWC I-17 & CAREFREE HWY (SR-74) – 125.38 ACRES – Phoenix, AZ



DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



CURRENT PROJECTS

7-Eleven & Coffee Build-to-Suit
7th Ave & Mohave St, AZ



Notes: Source, Entitle & Develop, Sell

Size: ± 1.0 - 3.0 ACRES

Exact size dependent on individual site/location (typically ± 65,000 SF -or- 1.5 acres)

Exposure: 30,000+ VPD or 15+ with extensive planned development in the 1–3-mile radius (housing, retail, employment, etc.)

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT

Goodwill Build-to-Suit *Central & Northern AZ*



Notes: Source, Entitle & Develop, Sell

Size: ± 3.0 ACRE

Exposure: High traffic intersections, within 1-mile of freeway and highways. Existing 25,000 buildings or new pad development. In high volume and high growth retail areas with visibility.

CURRENT PROJECTS

Starbucks Build-to-Suit *Central Phoenix & Tempe, AZ*



Notes: Source, Entitle & Develop, Sell

Size: ± 1.0 ACRE

Exposure: High traffic intersections, within 1-mile of freeway and highways. Off corner on the going-to-work side of the street

DE RITO PARTNERS DEVELOPMENT, INC

COMPLETED GROUND-UP DEVELOPMENT PROJECTS

PROJECT EXAMPLES:

- Casa Paloma
- Mesa Riverview
- Chandler Auto Park
- Hamstra Square
- Riggs Marketplace
- Artesian Marketplace
- Maricopa Fiesta
- Gilbert Fiesta
- Westwood on Camelback



DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT

COMPLETED PROJECTS

CASA PALOMA

Southwest corner of Ray Road & 56th Street – Chandler, Arizona



Size: 169,795 square-foot retail shopping center

Major Tenants: AJ's Fine Foods, Pei Wei, Coffin and Trout Fine Jewelers, Rolfs Salon, Ulta, Bath & Body Works, and Flower Child

Out parcel Users: Fleming's Steakhouse, Z-Tejas, and Buca di Beppo

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



COMPLETED PROJECTS

MESA RIVERVIEW – 236 ACRES

Southeast & Southwest corner of Dobson Road & Loop 202 – Mesa, Arizona



Size: 236 acres - including 33 acres of auto dealerships, 40 acres of business park, and a 1,370,000 square-foot retail shopping center

Major Tenants: Bass Pro Shop, Cinemark Theatres, Wal-Mart Supercenter and Home Depot

Auto Dealers: Toyota, Nissan and Honda

Developed: 2007



DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



Size: 120-acre auto mall

Auto Dealers: Porsche, Cadillac, Subaru, Saab, Nissan, Toyota, Honda

Developed: 2014

COMPLETED PROJECTS

CHANDLER 202 AUTO PARK – 120 ACRES
*Northwest Corner of Loop 202 & Gilbert Rd. –
Chandler, AZ*



DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



RIGGS MARKETPLACE

Southwest corner of Riggs Road & McQueen Road – Chandler, Arizona

Size: 12.4 Acres

Major Tenants: Fry's Food & Drug

Out parcel Users: Jack in the Box

COMPLETED PROJECTS



HAMSTRA SQUARE

Northeast corner of McQueen Road & Pecos Road – Chandler, Arizona

Size: 81,279 SF

Major Tenants: Bashas', Panda Express, Subway

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



Size: 188,332 SF

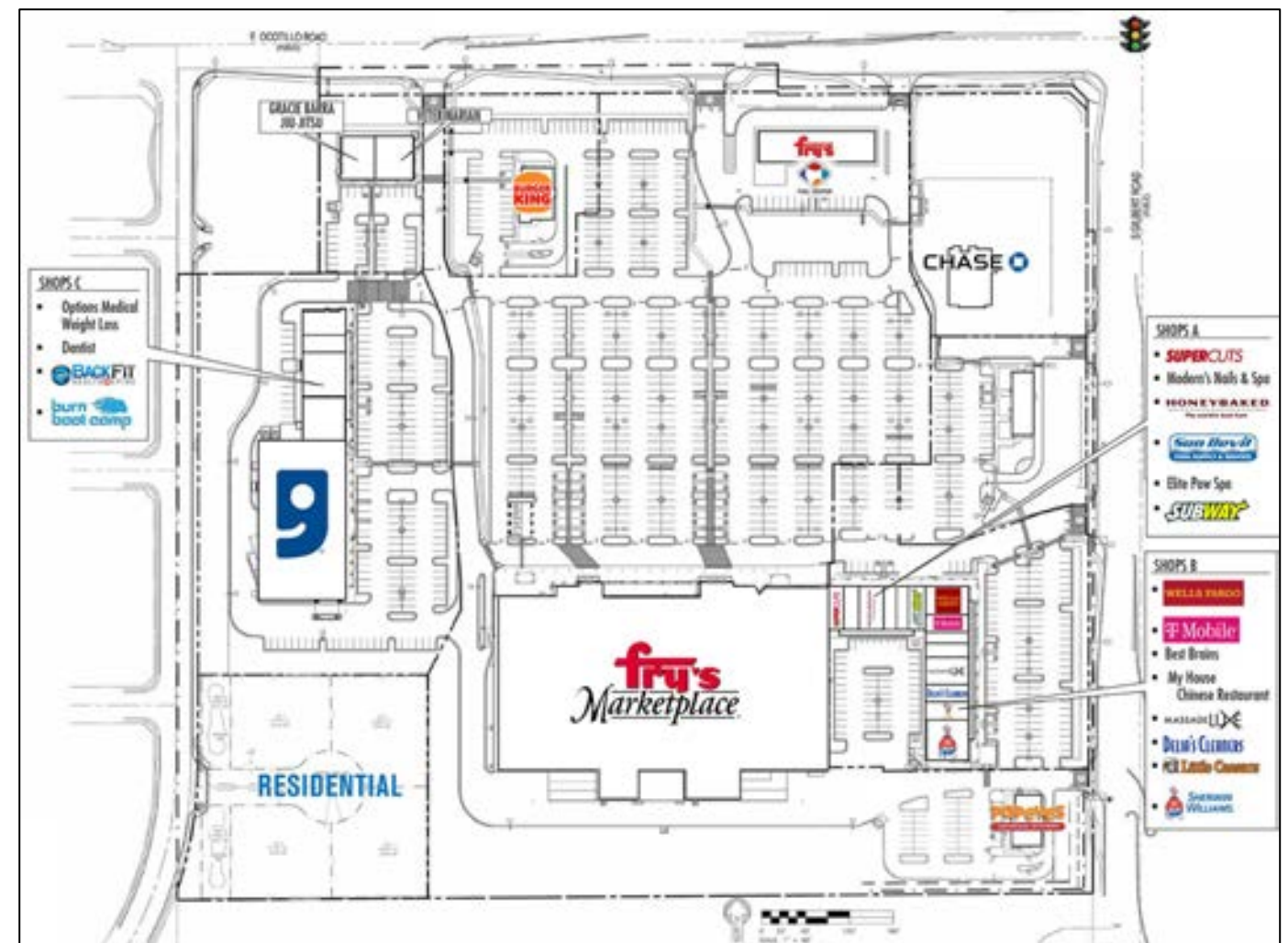
Major Tenants: Fry's Grocery, Goodwill

Out parcel Users: Chase Bank, Burger King, Taco Bell, Popeyes

COMPLETED PROJECTS

ARTESIAN MARKETPLACE

Southwest Corner of Gilbert Road & Ocotillo Road – Chandler, Arizona



DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT



MARICOPA FIESTA

*John Wayne Pkwy between Smith Enke Rd and Edison Rd
– Maricopa, Arizona*

Size: Phase I: 15.11 Acres

Phase II: 3.63

Major Tenants: Bashas' Grocery

Out parcel Users: Chevron, Taco Bell

COMPLETED PROJECTS



GILBERT FIESTA

*Southeast corner of Gilbert Rd and Williams Field Rd
– Gilbert, Arizona*

Size: 131,171 SF

Major Tenants: Fry's Grocery, Peter Piper Pizza

Out parcel Users: KFC, Freddy's Custard, BoSa Donuts

DE RITO PARTNERS DEVELOPMENT, INC

DEVELOPMENT

COMPLETED PROJECTS

WESTWOOD ON CAMELBACK

Southeast Corner of Camelback Rd and 23rd Ave – Phoenix, AZ



Size: 59,400 SF

Major Tenants: El Super Grocery, Subway, Boost Mobile, Bosa Donuts

Out parcel Users: Wendy's, Popeyes

DE RITO PARTNERS DEVELOPMENT, INC

COMPLETED REDEVELOPMENT PROJECTS

Specializing in acquisitions of distressed properties and value-added opportunities

HIGHLIGHTS:

- 47 acquisitions since April 2010
- More than 2,300,000 square feet
- Stabilized and sold 46 properties

PROJECT EXAMPLES:

- Pavilions at Talking Stick
- Arcadia Fiesta
- Ocotillo Plaza



DE RITO PARTNERS DEVELOPMENT, INC

REDEVELOPMENT



COMPLETED PROJECTS

THE PAVILIONS AT TALKING STICK
*Talking Stick Way & Loop 101 – SRPMIC (Salt River
Pima Maricopa Indian Community / Scottsdale), AZ*



Size: 143 acres

Size: 1,214,701 SF

- 96.2% **Leased** (as of 10/23/2023)
- **SRPMIC** "Entertainment Corridor"
- Talking Stick Rock n' Roll **Car Show**

DE RITO PARTNERS DEVELOPMENT, INC

REDEVELOPMENT

COMPLETED PROJECTS

ARCADIA FIESTA

*Southwest Corner of 32nd St and Indian School Rd
– Phoenix, AZ*



Size: 151,000 SF

Major Tenants: Ross, ACE Hardware, O'Reilly Auto Parts, Anytime Fitness

Outparcels: McDonald's, Popeye's, Dutch Brothers, Supreme Shwarma, Chipotle

DE RITO PARTNERS DEVELOPMENT, INC

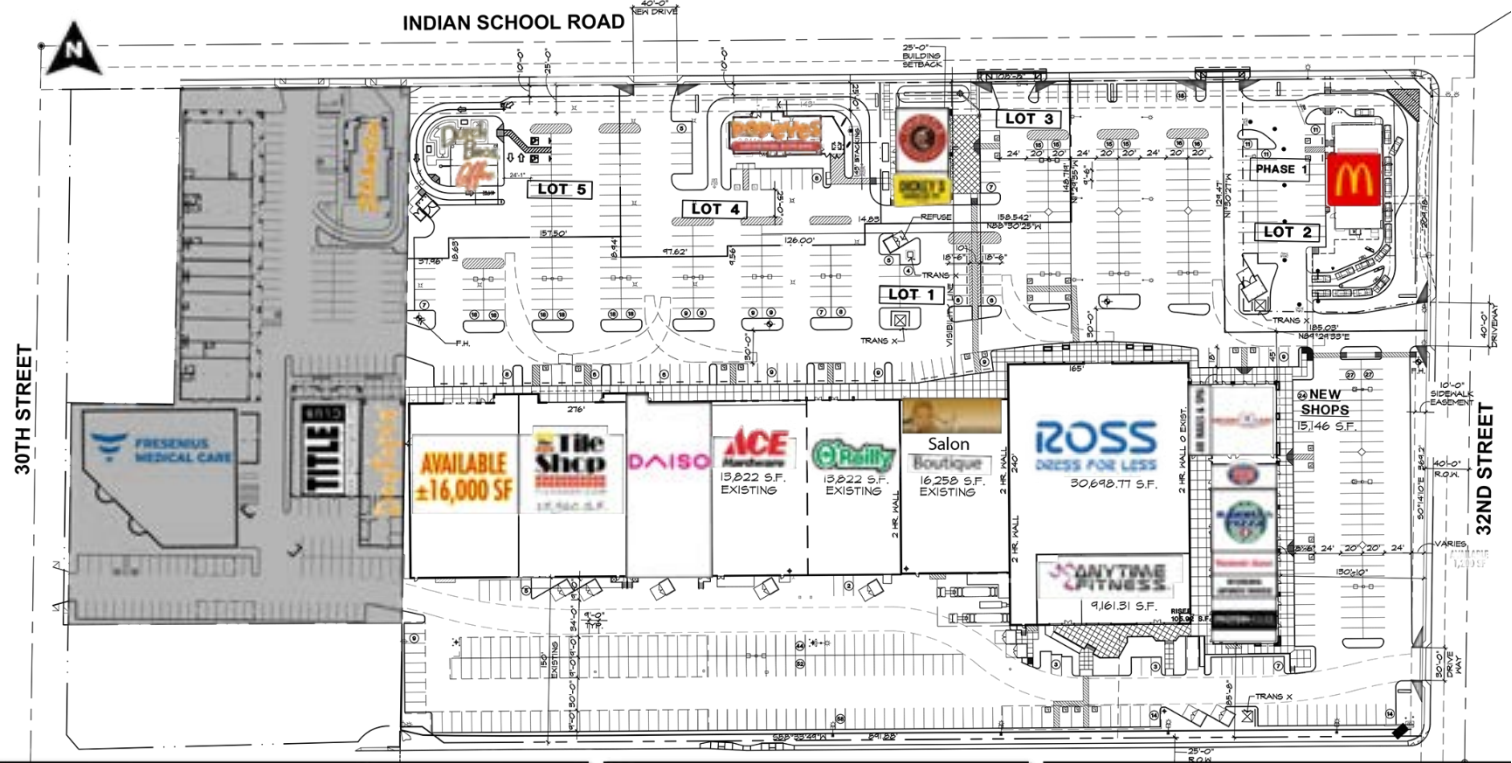
REDEVELOPMENT

COMPLETED PROJECTS

ARCADIA FIESTA
Southwest Corner of 32nd St and Indian School Rd
– Phoenix, AZ



Aerial At The Time Of Purchase



De Rito Site Plan

DE RITO PARTNERS DEVELOPMENT, INC

REDEVELOPMENT

COMPLETED PROJECTS

Ocotillo Plaza
Northwest Corner of Alma School Rd and Queen Creek Rd –
Chandler, AZ



Size: 136,281 SF
Major Tenants: Aldi Grocery, Goodwill, Dollar Tree, Big Air Trampoline Park, Shoppers Home & Ranch Goods
Out parcel Users: Taco Bell, Fit Society Gym, Banner Urgent Care, Popeye's, Kneader's Bakery & Cafe, Wells Fargo

DE RITO PARTNERS, INC

De Rito Partners is a multi-faceted retail services, development and investment firm that started as De Rito Partners, Inc., its retail commercial brokerage operation.

De Rito Partners, Inc.

- Established in **1992**
- Providing **Landlord** and **Tenant Representation** services to a broad range of clients
- **9** Retail Leasing & Sales Agents
- More than **55** property exclusive listings

• RETAIL LEASING/SALES BROKERS •

STEVE BONNELL
602.533.2930
steve.bonnell@derito.com

LIZETTE BORBON
602.281.0299
lizette.borbon@derito.com

MOREY FISCHEL
602.533.2925
morey.fischel@derito.com

MICHAEL FRANKS
602.393.0140
michael.franks@derito.com

CARL JONES JR.
602.393.0117
carl.jones@derito.com

MICHAEL MCWILLIAMS
602.533.2955
michael.mcwilliams@derito.com

MATT MORRELL
602.553.2935
matt.morrell@derito.com

RANDY SCHOCH
602.456.2209
randy.schoch@derito.com

PAUL SERAFIN
602.533.2943
paul.serafin@derito.com

DE RITO PARTNERS, INC

TENANT REPRESENTATION

De Rito Partners, Inc. represents more than **35** National and Local retail tenants



DE RITO PROPERTY MANAGEMENT, LLC

De Rito Property Management is an in-house property management company focusing on value enhancement & tenant retention.



WE MANAGE YOUR PROPERTY LIKE IT'S OUR OWN.

Who We Are

De Rito Property Management was founded in 1992 to oversee more than 46 retail and mixed-use properties owned by De Rito Partners Development. In 2021, the company expanded its services to include third-party property management.

At De Rito we recognize the importance of flexibility and customizing our services to align with each owner's specific needs.

- Your Goals are Our Goals

Our Services

- Facilities Management**
 - Strategic asset repositioning
 - Streamlined operations
 - Proactive maintenance and repairs
- Tenant Relations**
 - Concierge service to promote tenant satisfaction and retention
 - Reduced vacancy rates
 - Accounting and operational support
- Vendor Management**
 - Curated list of trusted vendors
 - Economies of scale to lower costs
 - Priority service response
- Lease Administration**
 - Award-winning brokerage team
 - Strong market relationships for better lease terms
 - Risk mitigation and compliance oversight

Why Choose Us

- Proven Industry Expertise**

With more than 130 years of combined commercial real estate experience, our team brings deep industry knowledge, meticulous attention to detail, and a results-driven approach to every property we manage.
- Tailored Financial Reporting**

Our custom monthly reports cover both property condition and financial performance. Regular strategy sessions ensure accurate forecasting of cash flow and operational needs.
- Rapid Value Creation**

We deliver immediate value through strategic partnerships, operational efficiencies, and seasoned expertise, driving long-term growth for your asset.

OUR MISSION: DELIVER EXCEPTIONAL PROPERTY MANAGEMENT THAT ENHANCES THE LONG-TERM VALUE OF OUR CLIENTS' INVESTMENTS.

Our Core Values

- Integrity**

We uphold the highest standards of ethical conduct and professionalism.
- Community Engagement**

We work collaboratively with tenants and owners to help local communities thrive.
- Responsiveness**

Timely, efficient service is central to our management philosophy.
- Innovation**

We constantly evolve our services through forward-thinking solutions and technology.

Your Goals are Our Goals

- Maximize Profits**

We focus on minimizing vacancy periods, optimizing rental rates, ensuring efficient rent collection, and improving tenant satisfaction to reduce turnover. Additionally, we oversee regular property maintenance, implement strategic enhancements, and recommend value-added services to help boost revenue.
- Minimize Costs and Improve Efficiency**

We reduce costs and inefficiencies in property management through proactive maintenance, streamlined operations, competitive vendor selection, and thorough financial reviews to control expenses. Strong tenant communication helps lower turnover, while careful planning and regulatory compliance enhance the property's long-term value.

Your Leadership Team

Our award-winning team offers unparalleled expertise in commercial real estate property management, marketing, finance, and leasing. With senior-level experience, our property managers are highly skilled in asset management, specialty leasing, and capital investment strategies, and have held leadership positions at some of the nation's top property and asset management firms. Through a hands-on approach and a strong blend of knowledge, insight, and industry credibility, we consistently maximize value and deliver outstanding results for every client.

DE RITO PROPERTY MANAGEMENT, LLC

derito.com | 9120 E Talking Stick Way, Suite E1 | Scottsdale, AZ 85250 | (480) 834-8500 | derito@derito.com

DE RITO PARTNERS PLATFORM



Marty De Rito, CEO

**Iver Bowden, Director - Acquisitions,
Disposition & Capital Markets**

Charlie Pelletier, Director – Development

Matt Morrell, Principal

Leanne Tomsic, CPA - Controller

Cathy Johnson, Head of Property Management

Brian Kunde, Director of Commercial Property Management

Nereyda Lopez, Marketing Director

www.derito.com

**9120 E Talking Stick Way, Suite E1
Scottsdale, AZ 85250 • (480) 834-8500**