SUMMIT REALTY PARTNERS

WINSLOW PROPERTY MANAGEMENT

FIRM QUALIFICATIONS

A full-service commercial real estate firm providing best-in-class results




STARBUCKS COFFEE
STREET

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With long standing industry relationships and a deep market knowledge, our company has experience leasing and managing over 5 million square feet of space across the United States

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Get in touch with our experienced team today

WHO WE ARE

Summit Realty Partners & Winslow Property Management are full-service commercial real estate firms providing best-in-class results to commercial real estate investors, landlords and tenants for over for over thirty years.





OUR COMPANY SPECIALIZES IN COMMERCIAL PROPERTY, WITH AN EMPHASIS ON RETAIL.

Founded in 1992 and headquartered in Lexington, Massachusetts, we provide real estate brokerage, investment, and asset management services delivered from an ownership perspective. With longstanding industry relationships and a deep market knowledge, our company has experience leasing and managing over 5 million square feet of space across the United States.

SUMMIT | REALTY PARTNERS

Summit Realty Partners is a commercial real estate brokerage providing landlord leasing, tenant representation, seller representation, investment sales, consulting and buyer representation services. Summit Realty Partners has built a reputation for excellence by consistently assisting clients in shaping and implementing their strategies, exceeding expectations, and fulfilling objectives. Our long-term perspective and project focus allows us to provide practical solutions. Regardless of the size, scope or complexity of the assignment, our firm's combined experience and unique qualifications allow us to satisfy each client's specific need. Summit Realty Partner's market knowledge, extensive experience, commitment to our clients, and ability to execute is demonstrated with every assignment we undertake, every solution we implement and every goal we help clients achieve.

WINSLOW | PROPERTY MANAGEMENT

Winslow Property Management is a full service asset management company offering property management, strategic asset planning, accounting and financial services, lease administration, and construction management services. For each of our assignments we create and implement a unique management plan designed specifically to preserve and enhance an asset's value, while delivering best-in-class service to the businesses that operate within our managed facilities. Through our involvement managing over 5 million square feet across the United States and a 500 tenant roster, the Winslow team possesses the necessary experience to achieve positive results for every possible management situation.

OUR SERVICES

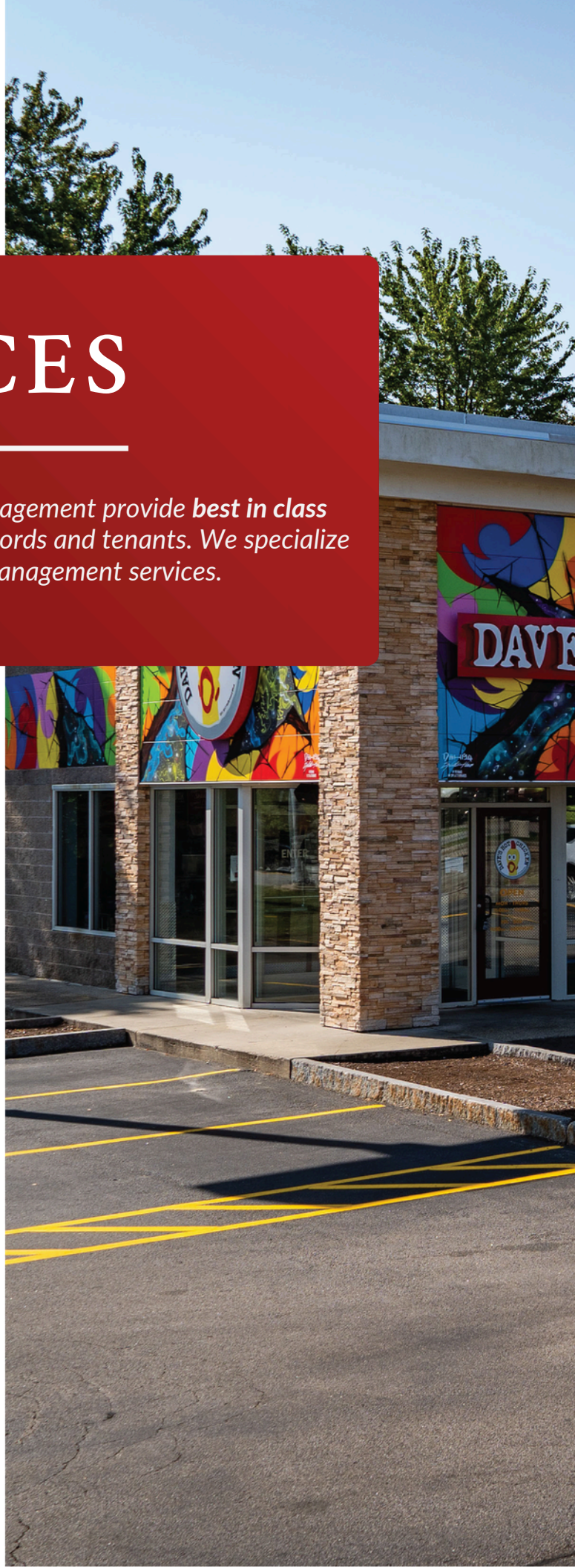
*Summit Realty Partners & Winslow Property Management provide **best in class services** to commercial real estate investors, landlords and tenants. We specialize in real estate investments, brokerage and asset management services.*

BROKERAGE

Our national perspective, market knowledge, understanding of market conditions, and established contacts within the industry enable us to best position properties for optimum exposure in the marketplace.

ASSET MANAGEMENT

We offer hands-on management for our client's assets including: accounting, operations, tenant retention analysis as well as consulting, strategic planning and construction supervision.




E'S HOT CHICKEN
tropical SMOOTHIE CAFE
SINCE 1956
Jersey Mike's SUBS
Open Late
OPEN

OUR SERVICES

BROKERAGE

LANDLORD REPRESENTATION & LEASING

Summit Realty Partners implements successful leasing programs for all types of commercial real estate. Our national perspective, market knowledge, understanding of market conditions, and established contacts within the industry enable us to best position properties for optimum exposure in the marketplace. We organize both broad and targeted marketing programs using sophisticated marketing tools as well as traditional canvassing techniques to identify prospects and promote the competitive advantages of our client properties. Our goal is to create the ideal tenant mix for our client properties while quickly filling vacant space to achieve above average occupancy levels. Our ability to think and act from a landlord's perspective puts us in the best possible position to initiate superior leasing programs, canvass for tenants, cooperate with brokers, negotiate and execute leases, and help tenants open for business.

TENANT REPRESENTATION

Summit Realty Partners provides tenant representation services to clients looking for locations throughout the United States. Our services include strategic planning, trade area analysis, demographic and location consultation, comparative financial analysis, and letter of intent negotiation. Our multi-disciplined approach to evaluating and comparing possible locations allows us to secure the ideal location for our clients at the best possible lease terms. Our specialization in retail real estate coupled with our extensive experience, market knowledge, research tools, and industry contacts represents the unique capability of our company.

SELLER REPRESENTATION & INVESTMENT SALES

Summit Realty Partner simplements successful marketing programsfor all types of commercial real estate asset sales. The integration of our national perspective, market knowledge, understanding of market conditions, analytical techniques and disciplined negotiating skills helps to ensure a successful transaction process with a qualified buyer at market price. Our goal is to formulate and execute sales transactions while assisting clients to realize the highest values for their assets. We produce custom marketing programs and packages to highlight the most advantageous aspects of your asset. Once we have created these premier marketing packages we implement both broad and targeted marketing programs using sophisticated marketing tools as well as traditional canvassing techniques to identify prospects and promote the asset. Our ability to think and act from a seller's perspective puts us in the best possible position to initiate superior marketing programs, canvass for prospects, cooperate with brokers, negotiate letters of intent, execute purchase and sale agreements, and help clientssuccessfully transfer property.

BUYER REPRESENTATION & INVESTMENTS

Summit Realty Partners is a valuableresourcefor investorslooking tobuy commercial real estate. Wheth-er you are a local investor and manager, passive investor, small business owner, or a national corporation, Summit Realty Partners can help you find the ideal commercial real estate investment. Our services include strategic planning, market analysis, comparative financial analysis, and letter of intent negotiation. Our multi-disciplined approach to evaluating and comparing commercial real estate opportunities allows















ASSET MANAGEMENT

PROPERTY MANAGEMENT

Winslow Property Management provides hands-on, 24/7 coverage of all its assets. We utilize cost efficient operations to deliver fiscally sound property management services and achieve client's goals

STRATEGIC ASSET PLANNING

Winslow Property Management works in conjunction with all its clients to develop a unique managemen tplan to meet client goals and to preserve and enhance an asset's value. Our team thinks like an owner and treats each asset as if it were our own.

LEASE ADMINISTRATION

Winslow Property Management utilizes the latest database management technology and lease software to provide greater operational efficiency. Our in-house management software is Appfolio.

ACCOUNTING & FINANCIAL SERVICES

Winslow Property Management offers a fully customizable suite of accounting services and financial reporting to meet each client's specific requirements. Services include budget & analysis; accounts payable & receivable; common area maintenance reconciliation; real estate tax management; and made-to-order regular financial and/or operational reporting. Our primary in-house accounting software platform is also Appfolio, allowing for consistency across our management and financial platforms.

TENANT RETENTION

Winslow Property Management delivers best-in-class service to not only our clients, but to the businesses that operate within our managed facilities. We recognize that tenant retention requires regular effort and an accessible line of communication. As an extension of the owner, our firm believes serving our tenants and investing in their success will always be in the best interests of our clients.

VENDOR MANAGEMENT

Winslow Property Management's decades of hands-on service has afforded us a stable of trusted vendors who help us deliver superior results at competitive pricing. We demand and ensure excellent and consistent performance in all the work we do.

CONSTRUCTION MANAGEMENT

Winslow Property Management believes in controlling the planning, design and construction process in order to achieve tenant goals and/or maintain owner interest. Our team takes each project from the planning & design stage, into a competitive bid process, through the construction phase, and, ultimately, to final sign off and on-time, on-budget delivery. We work with a stable of architects, engineers, and contractors to ensure each project, whether tenant or capital improvement, satisfies tenant needs and property budgets.



REPRESENTATIVE SAMPLES

Our company has experience leasing and managing over 5 million square feet of retail space across the country.


elements massage
SPARK
SALON

REPRESENTATIVE SAMPLES

LANDLORD REPRESENTATION & LEASING



Wayland Town Center
Wayland, MA



Main Street Marketplace
Nashua, NH



Norwichtown Commons
Norwich, CT



River's Edge Plaza
Haverhill, MA



Shops at Mall Road
Burlington, MA

Ahold Delhaize · The Alevizos Group · Brady Sullivan Properties · Brixmor · Crow Holdings · KPR · The Kroenke Group · Linear Retail · Phillips Edison & Company · Tropic Star Development · WJP Development LLC · Zurich

TENANT REPRESENTATION

Bach to Rock – America's Music School · crumbl cookies · European Wax Center · Garrett's Family Market · The Goddard School for Early Childhood Development · IHOP · The Joint Chiropractic · Orangetheory Fitness · PetWellClinic · restore Hyper Wellness · Taco Bell · Tropical Smoothie Cafe · Workers Credit Union · The Zoo Health Club · Ollie's Good Stuff Cheap

SELLER REPRESENTATION & SALES

- **Nagog Mall | Acton, MA**
  $9,600,000
- **Village Mall | Methuen, MA**
  $12,500,000
- **River's Edge Plaza | Haverhill, MA**
  $9,300,000
- **546 Amherst | Nashua, NH**
  $1,825,000
- **Dairy Queen | Concord, NH**
  $1,625,000
- **169 Cambridge | Burlington, MA**
  $2,550,000

BUYER REPRESENTATION & SALES

Domino's · seasons corner·market · True Storage · woofmeow Family Pet Center


DRIVE THRU
verizon
AspenDental
EXIT ONLY
DRIVE THRU


HOBBY LOBBY
URGENT CARE
Staples
Applebee's
GREEN GINGER
Chinese & Japanese Cuisine & Lounge
YOUR SIGN HERE !
HOBBY LOBBY
Applebee's

REPRESENTATIVE SAMPLES

ASSET MANAGEMENT

Our company delivers superior asset management results to all of its commercial clients. We offer hands-on management for our client's assets including: accounting, operations, tenant retention, analysis as well as consulting, strategic planning and construction supervision.



DURGIN SQUARE
1600 Woodbury Avenue
Portsmouth, NH



RIVER'S EDGE PLAZA
223 Lincoln Avenue
Haverhill, MA



SHOPS AT MALL ROAD
112 Mall Road
Burlington, MA



WELLESLEY, MA
66 Central Street
Wellesley, MA



TILTON, NH
75 Laconia Road
Tilton, NH



CHELMSFORD, MA
21 Drum Hill Road
Chelmsford, MA



NORTHGATE PLAZA
91 Auburn Street
Portland, ME



WARWICK, RI
1755 Bald Hill Road
Warwick, RI

CREATING VALUE

We have the expertise and ability to bring a concept to reality:

PLANNING



CONSTRUCTION



COMPLETION



MEET OUR TEAM



FRANK NORMANDIN | *Founder & President*

Frank Normandin is the founding principal of Summit Realty Partners and Winslow Property Management. Frank has been involved with all facets of real estate in New England for over forty years, founding Winslow Property Management, Inc in 1992 and the brokerage division, Summit Realty Partners, Inc. in 1998. Frank's experience includes property management and leasing services provided to a range of client types on properties ranging in size up to 500,000 square feet. Highlights include partnering with Dan Katz of Katz Properties (now KPR Retail) in 2005 on a management company for his first retail acquisition to oversee management and leasing. The Katz portfolio grew to 35 shopping centers between Maine and Florida. Normandin opened and staffed offices in Maine, New Jersey, Washington, D.C., Jacksonville, and Fort Lauderdale, FL. Normandin sold his interest in the Katz entity in 2017. In 2019, Mr. Normandin worked on behalf of a family trust on four separate tax-free exchanges with a combined purchase price exceeding 75,000,000 acquiring 19 new assets managed by the company in 9 different US States. In 2020, the company was retained by a family office for property management services for a 15-property retail portfolio in the greater Boston area. The company now, through several divisions, manages and leases over 200 properties in 47 States from the Lexington, MA office.



CHRIS MCMAHON | *Principal & Director Of Brokerage*

Chris McMahon oversees brokerage services for Summit Realty Partners. Chris has been involved in more than 450 transactions worth over $350 million in transaction volume and many significant real estate development and redevelopment projects throughout his career. Chris's specialties include brokerage services, site selection, franchise real estate support, lease negotiation, valuation and advisory across multiple sectors including retail, fitness, self-storage, medical and restaurant real estate. Chris has represented many retail landlords in transactions including Linear Retail, Brixmor, Hampshire Companies, Brady Sullivan, The Kroenke Group, Phillips Edison, Katz Properties Retail, Ahold Delhaize, Crow Holdings and WJP Development. Chris has been involved in the expansion of several businesses including Orangetheory Fitness, Goddard School, Taco Bell, Seasons Corner Market, Restore Hyper Wellness, True Storage, Garrett's Family Market, Domino's, Planet Fitness, and Tropical Smoothie Café. Chris is also involved with volunteer leadership at the International Council of Shopping Centers (ICSC) having previously chaired the New England Conference & Dealmaking Event in 2018 and previously holding the Eastern Division Next Generation Chair position.



TRAVIS GINSBERG | *Vice President & Partner, Summit Realty Partners*

Travis Ginsberg provides brokerage services throughout the Summit Realty Partners portfolio including leasing, tenant representation, investment sales and consulting. Travis Ginsberg provides brokerage services throughout the Summit Realty Partners portfolio including leasing, tenant representation, investment sales and consulting. Since joining Summit Realty Partners, Travis has been involved in over $300 million of transaction volume and has been involved in leasing or selling over 2,500,000 sf of space. Travis has been involved in the expansion of retail businesses including McDonald's, Taco Bell, Tropical Smoothie Café, European Wax Center, The Goddard School, True Storage, Crumbl Cookies, Domino's, The Joint Chiropractic, Zoo Health Club and many others. Travis has represented national and regional retail landlords in transactions including Linear Retail, Brixmor, Ahold Delhaize, Philips Edison & Co., Hampshire Companies, The Kroenke Group, Katz Properties Retail, Brady Sullivan, The Druker Co., WJP Development and more. Actively involved with the International Counsel of Shopping Centers (ICSC), Travis was formerly ICSC Boston Next Generation Chair and now oversees all regional committees as the ICSC Next Generation New England Chair. Travis was the Co-Chair of the 2023 ICSC New England Conference and Chair of the 2024 ICSC New England Conference.



ZACH O'DONNELL | *Vice President, Winslow Property Management*

Zach O'Donnell joined Winslow Property Management in 2010 and currently serves as Vice President overseeing the firm's day-to-day portfolio and property management operations, managing its business development efforts and participating in acquisition and disposition due diligence. Additionally, Zach supervises and directs Winslow personnel, leads client engagement efforts, and is a licensed real estate broker through Summit Realty Partners. In addition to his Winslow duties, Zach spent more than a decade developing and scaling Excess Property Group, a Winslow subsidiary. In this role, he oversaw a nationwide portfolio of ~300 retail properties for Fortune 100 clients providing a range of services including property management, brokerage, construction management, asset management, and accounting.



ROB FARRELL | *Senior Associate*

Rob Farrell joined Winslow Property Management as an Associate in June 2024, assisting the firm with all manner of property management and client related items. Shortly before joining Winslow, Rob graduated with a degree in Finance from Providence College. During his time in Providence, Rob completed an internship with BioMed Realty and founded a residential real estate company, which he operated in his free time.

MEET OUR TEAM



CASEY PICHÉ | *Commercial Broker, Summit Realty Partners*

Casey Piché joins Summit Realty Partners as a highly accomplished real estate professional, bringing nearly two decades of concentrated experience in commercial development and brokerage to the team. Following his MBA, Casey cultivated his expertise through pivotal roles at Bierbrier Development and KGI Properties, specializing in retail real estate development and leasing. His entrepreneurial drive led him to found Appleton Real Estate & Development, where he successfully managed his own development projects and brokerage practice. During this time, Casey also excelled in securing prime retail locations across New England through his collaborative tenant work with Hank Blake of Blake Commercial, while independently offering valuable consulting services to local owners and developers. A graduate of Colby College and holding an MBA from the F.W. Olin School of Business at Babson College, Casey remains an active leader in the industry, having served as a committee member for the ICSC and the New England Next Gen Committee. When not advising clients, Casey is dedicated to his family, often found skiing in the White Mountains or cheering on his children at their sporting events.



RICHARD GIVEANS | *Commercial Real Estate Agent*

Rich Giveans is a commercial real estate professional with over 30 years of experience in landlord leasing, tenant representation, and retail development. Early in his career, he handled site selection for discount retailers, completing nearly 200 transactions. He later served as Vice President of Development at Konover Development Corporation and Vice President of Corporate Real Estate at Webster Bank, where he managed a 1.7 million square foot portfolio and led new branch rollouts. For the past 12 years, Rich has specialized in shopping center leasing and tenant representation throughout New England with Northeast Retail Leasing and Management, also serving as a development partner in net lease property projects. Rich holds a B.A. from the University of Connecticut and an MBA from the University of Hartford. He has been a member of the ICSC for three decades.



JOHN TARDIF | *Asset Manager*

John Tardif oversees commercial real estate investments on behalf of Summit Realty Partners and its clients. John's previous experience includes over 20 years in the financial services business. He started as an equity trader in Fidelity Investments Capital Markets group in 1992. For the next fifteen plus years John held multiple positions within Fidelity Capital Markets including market maker, specialist and Vice President of proprietary equity trading. After Fidelity, John spent several years as an executive at a startup wealth management firm. Aside from leading the asset management team, John provides the firm with critical support in sales, investment analysis and due diligence (including public REITs), capital raising and business development.



PAM LAHAM | *Accounting*

Pam Laham has been responsible for operational accounting functions, including banking and financial reporting for the properties in the Winslow Property Management Portfolio for over twenty years. Pam's professional resume includes ten years with TJ Maxx/Marshalls where she worked as a tax accountant. Pam also served as a staff accountant at Nardella & Taylor in Lexington, MA. Pam received degrees in computer science and accounting from North Shore Community College, Danvers, MA.



ANDREW GODDARD | *Associate – Site Selection*

Andrew Goddard is a Site Acquisitions Specialist at Summit Realty Partners, where he focuses on identifying strategic retail locations through in-depth demographic analysis and market research. His role involves evaluating high-traffic areas, analyzing competitive landscapes, and uncovering sites with strong visibility and market potential. Each project is approached with a sharp analytical mindset and a commitment to delivering tailored, results-oriented solutions. Known for his responsiveness, professionalism, and attention to detail, he guides clients confidently through every stage of the site selection process.



RUTHIE GAGNE | *Real Estate Assistant*

As a Real Estate Assistant at Summit Realty Partners, Ruthie brings her expertise in lead management, office communications, listing management, and database support, ensuring efficient and seamless operations in commercial real estate. While expanding her presence in the commercial sector, she remains dedicated to providing personalized service to her residential clients, building on nearly a decade of success in the industry. Known for her positive attitude, professionalism, and upbeat personality, Ruthie thrives in fostering strong relationships and delivering top-tier service to buyers, sellers, and investors alike.



ALEXA QUATTROCCHI | *Marketing Assistant*

Alexa Quattrocchi is the marketing assistant responsible for providing marketing support to the brokerage team. This includes marketing properties to enhance exposure, creating social media content, and executing email campaigns. These efforts ensure cohesive and impactful marketing strategies that drive property visibility, engage potential clients, and support the brokerage's overall growth objectives. With both residential and commercial real estate marketing experience, Alexa is well versed in creating marketing material that drives substantial growth and represents the company as a whole. Alexa attended Roger Williams University and received a B.S. in Marketing and a Masters in Business Administration.

SUMMIT | REALTY PARTNERS

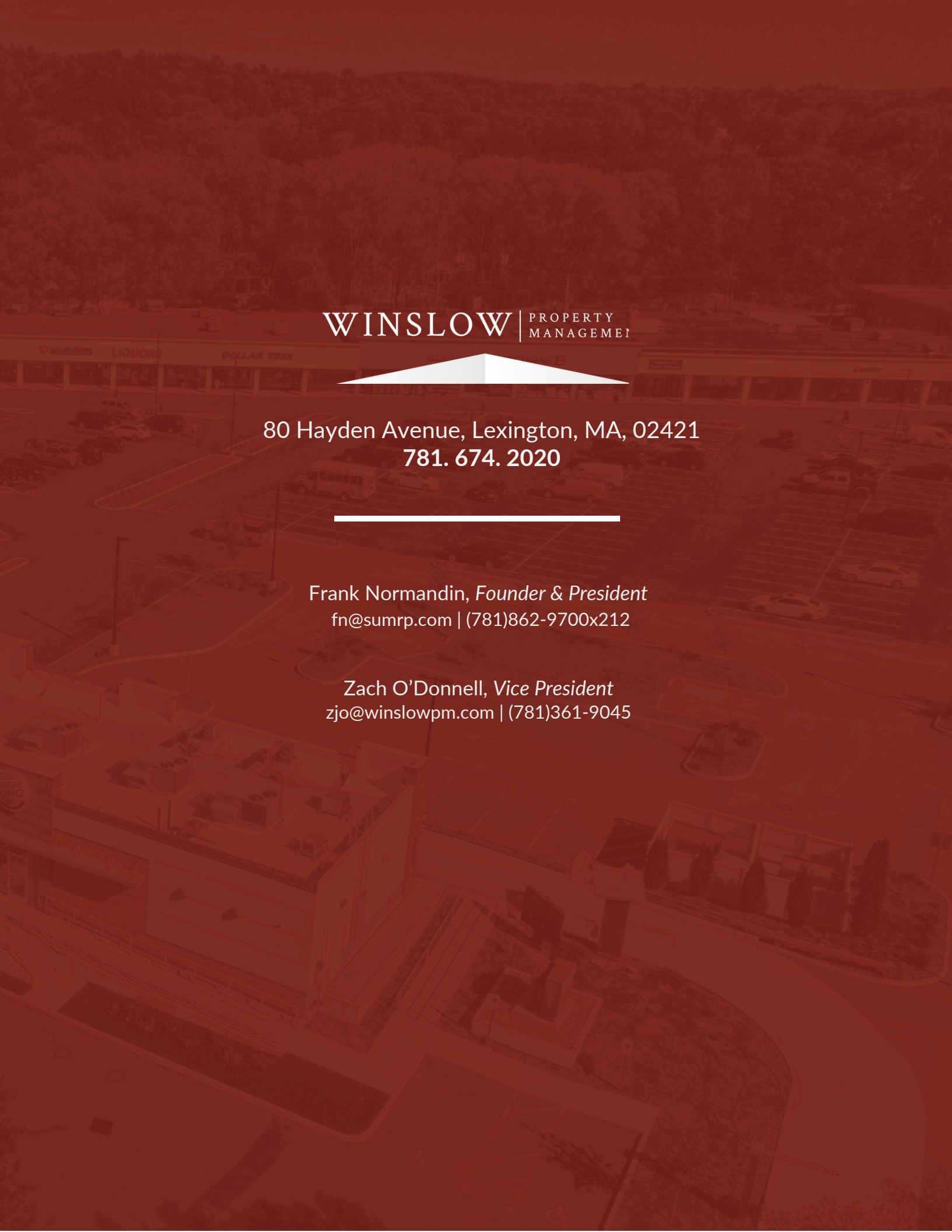
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