



### PRESENTED BY

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[joseph.russo@marcusmillichap.com](mailto:joseph.russo@marcusmillichap.com)**Overview**

The Kinson | Russo, Net Leased Team, was formed by Doug Kinson and Joe Russo and is committed to utilizing their combined 45 years of investment sales and development experience for the creation and preservation of wealth for their clients.

**Douglas T. Kinson, Director**

Doug Kinson is an experienced real estate executive with over 20 years of experience in brokerage, development, sales and leasing. Throughout his career, Doug has worked with owners and investors looking to maximize their returns through the application of proven real estate strategies. He has recently closed a variety of net lease transactions on behalf of both buyers and sellers that include Walgreens, Taco Bell, Burger King, Captain D's, Wells Fargo, Starbucks and more.

Doug's focus at Marcus & Millichap is exclusively on assisting owners, investors and developers with net lease investments throughout the State of Florida and across the U.S. Prior to joining Marcus & Millichap, Doug served as Director of Net Lease Investments at Calkin Companies and Atlantic Retail Properties, where he successfully negotiated net lease transactions on behalf of his national clients. Doug is a graduate of the University of Wisconsin with both a Master's in Business Administration and Bachelor of Science degrees.

**Joseph F. Russo, Director**

Joe Russo is a Florida real estate professional with over 25 years of experience as a broker, developer, retailer and investor in commercial retail projects and NNN single tenant properties. Joe has closed deals involving more than 3 million square feet of retail projects, including life style/town centers, neighborhood community centers and NNN single tenant projects, having an aggregate value of \$275 million.

Joe prides himself on his collaborative approach and team building with other agents within and outside of the Marcus & Millichap platform in order to accomplish his clients' goals to create and preserve wealth. With degrees from the University of Texas (B.B.A., with honors) and the University of Houston College of Law (J.D.) and with his diverse investment sales and development background, Joe brings to Marcus & Millichap a wide range of vision, capabilities and expertise to service clients.

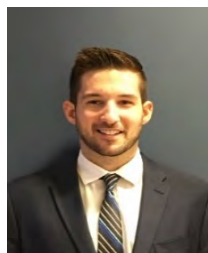
THE KINSON | RUSSO TEAM



**DOUGLAS T. KINSON**  
DIRECTOR, NET LEASED PROPERTIES GROUP



**JOSEPH F. RUSSO**  
DIRECTOR, NET LEASED PROPERTIES GROUP



**Shawn Dickmann**  
SALES INTERNSHIP PROGRAM



**Renee Ellis**  
MARKETING DIRECTOR/LICENSED ASSISTANT



**Natasha Young**  
BROKERAGE ASSISTANT



**Charles Knighton II**  
MARCUS & MILLICHAP CAPITAL CORPORATION  
DIRECTOR, DEBT & STRUCTURED FINANCING

MARCUS & MILLICHAP MARKETING TEAM

# Investors Choose Marcus & Millichap More than Any Other Firm



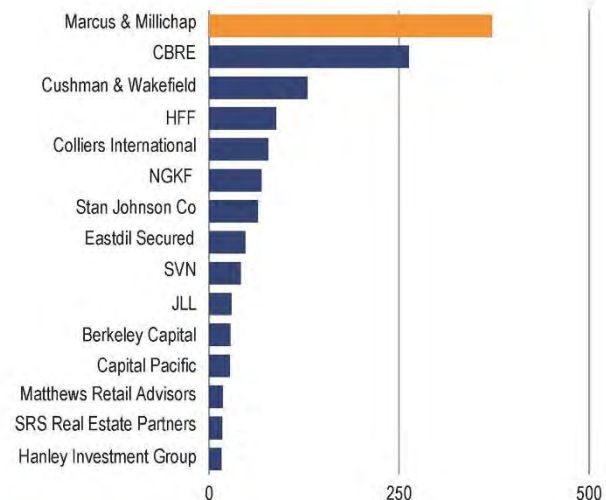
**FIVE YEARS  
IN A ROW!**

- The largest team of retail specialists in the industry
- A successful track record with more than 3,300 transactions closed in 2015

## Investors Choose Marcus & Millichap More Than Any Other Firm



**Top 15 Retail Brokerages of First Half 2016  
by Number of Properties**



**REAL CAPITAL**  
ANALYTICS  
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## More Than 1,600 Investment Professionals in Offices Throughout the U.S. and Canada



## THE MARCUS & MILLICHAP ADVANTAGE

Marcus & Millichap tailors our investment strategies to meet the unique needs and goals of each client. To best serve our clients and to maximize value, we combine our collaborative culture with the world's most advanced technology to create the industry's most powerful proprietary marketing system.



Largest commercial real estate brokerage firm in the country, with specialization in all major property types and more than 1,600 professionals collaborating at every stage

Access to the industry's largest inventory of quality investment opportunities

Superior capital market expertise, precisely managed financing, and unparalleled access to the most competitive rates, terms, and capital sources through MMCC

Prominent capital market relationships with commercial banks, secured lenders, debt and equity funds, life insurance companies, private and public funds, etc.

Provides clients with the latest local and national market trends based on real-time data to create optimal positioning, pricing, and marketing strategies

Industry's most in-depth understanding of a variety of property types in numerous local and national markets, with over 900 research products produced annually

Comprehensive advisory and consulting services to give you buy-sell-hold decisions based on real-time market knowledge and research

Maximizes value for our clients in each transaction and shapes long-term portfolio strategies

Exclusively listed by:

**Marcus & Millichap**

**OFFICES NATIONWIDE**

[www.marcusmillichap.com](http://www.marcusmillichap.com)

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