



Retail-focused. Results-oriented.



THE ZALL COMPANY'S FORMULA FOR SUCCESS



“We put as much effort into maintaining relationships with our clients as we do establishing them. We continue to engage and provide value long after a deal closes.”

– Stuart Zall, *founder and president of The Zall Company*

Relationships

A 25-year history of cultivating relationships with—and facilitating relationships between—dozens of **national and regional property owners and retail brands**.

+ Expertise

A focus on landlord and tenant representation, with particular expertise in **developing strategies for landlords** designed to increase occupancy and maximize returns, and in **identifying opportunities for tenants** that position their business for long-term success.

+ Service

Customer-service philosophies that combine **old-school values with high-tech tools** and value eye contact and handshakes over emails and texts.

+ Unique

A business approach based on the belief that each client—landlord or tenant—has unique needs and goals, and that our approach to meeting their **goals must also be unique**.

+ Leverage

The ability to efficiently and effectively facilitate complex negotiations by leveraging relationships and **trust built over two decades** with executive-level retailers and property owners.

+ Talent

A deep bench of talent whose success in the commercial real estate business has been shaped by the **diverse knowledge, skills, and experiences** each broker associate brings to the team.

+ Success

A long and successful **track record** of helping small retail brands become big by facilitating their geographic expansion and assisting property owners in increasing tenancy by finding the right retailers for the space.

RESULTS

Our clients say it best:

“The Zall Company doesn’t just lease you a space or bring you a merchant, they get you the very best one that makes the real estate glimmer with success.”

– Michael Epstein, *Epstein & Associates*

“Stuart Zall has good business sense and takes an entrepreneurial approach in his decision making. He is not just focused on the deal itself, but on why it makes sense for all parties, and that’s important to me. I’ve continued to team with The Zall Company over the years because I feel confident in their ability to deliver.”

– Wayne Bettis, *Real Estate Development - Sephora*

Introduced more than
25
first-to-market global retail brands to Colorado

Closed
\$48M
in deals
2015

Completed
100+
lease transactions
2015

Handled
250,000 sf.
in lease transactions
2015

FOREVER 21

IT'SUGAR

H&M



KENDRA SCOTT

KIT & ACE

La SANDÍA

Lolli and Pops

lululemon

athletica

ORVIS

POTTERY BARN

Qdoba MEXICAN GRILL



SHREK

SONIC America's Drive-In

Swoozie's

Talbots

UNIQLO

UNO de 50

SEPHORA

west elm

WHOLE FOODS MARKET

WILLIAMS-SONOMA



The Zall Company is a commercial retail real estate brokerage firm providing service and expertise in retail leasing, landlord representation, and tenant representation. From its headquarters in Denver, Colorado, the company combines deep local and regional market knowledge with broad national and international connections to identify solutions that drive revenues and results for our clients.

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The Retail Brokers Network members work together on a regional, national, and international level in all areas of commercial real estate, including tenant representation, investment sales, and project leasing. www.retailbrokersnetwork.com.