

Vista R.E.D., L.P. & Weingarten Realty Investors (WRI/NYSE) have executed a master development agreement as joint development partners generating ground-up development and re-development opportunities in growth oriented markets throughout the U.S.

General Investment Criteria

- △ **Use:** Retail only or mixed use(retail with office or residential that serves as an amenity to the retail component)
- △ **Size:** 75,000-400,000 SF of retail
- △ **Equity Amount:** \$5,000,000-\$50,000,000
- △ **Term:** 3 to 10 years
- △ **Participation:** Preferred return and residual participation on project-by-project basis
- △ **Location:** Nationwide
- △ **Capital:** Asset value of \$10,000,000-\$100,000,000
- △ **Density:** 80,000+ people within a 3-mile radius; 40,000 homes within 3-mile radius
- △ **Incomes:** \$50,000+ Average household Income

Method of Payment

- △ All cash, quick closings, expedited response to inquiries

New Development Criteria

- △ Land in underserved suburban and urban communities, in-fill sites, central business districts, gentrifying neighborhoods of at least 10+ acres
- △ Will consider development parcels in existing shopping centers and mixed use projects (on-site or acquisition of adjacent land)
- △ Will consider demolition of existing buildings for constructing new retail project
- △ May consider Brownfield or challenged sites of at least 10+ acres

Acquisition of Existing Income Producing Properties Criteria

- △ Strong neighborhood, community, and power retail centers located in dominant retail corridors near high traffic intersections and infrastructure
- △ Prefer anchored shopping centers or portfolios in need of redevelopment or repositioning (anchors recognized nationally, occupying 25,000+ SF
- △ Remodel, renovation and improvement of other value enhancement opportunities including adaptive reuse of industrial sites

Joint Venture Participation

- △ Equity sources for deals in early development stage
- △ Solution for projects in-process requiring additional equity or new developer
- △ Recognized partner on development/redevelopment team answering municipal RFP
- △ Buyer of retail component of mixed use development
- △ Capital provider to assemble land and buildings for future development

Special Expertise Deal Structure

- △ Weingarten Realty stock (WRI: NYSE)
- △ DownREIT structures
- △ 1031 Exchanges

Contact Information

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