

KYLE T. HUGHES

Since January 2004, Kyle T. Hughes has served as the exclusive tenant representative for **Starbucks Coffee** throughout the State of Indiana, and he has been designated as the exclusive broker for Cardinal Fitness and Ideal Fitness in their search for retail sites throughout the Midwestern states of Indiana, Illinois, Kentucky, Ohio, and Wisconsin. During the past four (4) years, Kyle has exclusively represented Starbucks Coffee in 65 lease transactions, with an aggregate lease value in excess of \$60 million and a market value of approximately \$80 million. In addition, Kyle has completed 25 lease transactions with Cardinal Fitness and related entities totaling over 215,000 SF of retail space with a lease value exceeding \$22 million.

In November 2004, Kyle was awarded the prestigious "Broker of the Year" award by Starbucks Corp. (Central Zone Development Team) for his outstanding performance in site selection, negotiation, and service to his client. Also, Kyle has been consistently recognized as a leader in tenant representation for retail real estate according to the *Indianapolis Business Journal's* List of the Largest Retail Leases in Indianapolis.

Since 2001, Kyle has effectively conducted local and regional site selection searches for numerous retailers, successfully negotiating build-to-suit, lease, and sale transactions for retail users throughout the Midwest. While utilizing his proven market knowledge, evaluating creative alternatives for his clients, and implementing financial analyses learned as a Certified Commercial Investment Member (CCIM), Kyle consistently helps his clients achieve superior results while simultaneously helping to achieve their desired goals.

Real Estate Specialty:

Retail Leasing and Sales

Exclusive Tenant Representation:

Starbucks Coffee Corp.

Cardinal Fitness (Chindianapolis, LLC)

Ideal Fitness (Hart Circle, LLC)

Aaron's Rents (Circle City Rentals, LLC)

Professional Affiliations:

Certified Commercial Investment Member (CCIM)

International Council of Shopping Centers (ICSC)--Member

Licensed Real Estate Broker for the State of Indiana (2002)

Licensed Real Estate Broker for the State of Wisconsin (2003)

National Association of Realtors (NAR) –Member

Professional History:

Veritas Realty, LLC
Vice President, Retail
February 2002 – Present

NAI Olympia Partners
Retail Leasing & Sales
December 2000 – January 2002

Recent Results and Major Transactions:

Exclusive tenant representative for Starbucks Corp. d/b/a Starbucks Coffee throughout Indiana, negotiating over 65 lease and build-to-suit transactions since January 2004.

Exclusive tenant representative for Cardinal Fitness (Chindianapolis, LLC) throughout Indiana, Illinois, and Wisconsin, having completed 25 lease transactions since 2003.

Exclusive tenant representative for Ideal Fitness (Hart Circle, LLC) throughout Indiana, Ohio, and Kentucky.

Negotiated over twenty (20) sale transactions in Indiana and Kentucky on behalf of various national preferred developers for Starbucks.

Education:

Franklin College of Indiana
1998-2000, B.A.

Exclusive leasing agent for the retail portfolio of Glendale Partners, Inc. in the greater Indianapolis market, encompassing over 430,000 square feet.