



KYLE T. HUGHES

In 2009, Kyle T. Hughes was selected by the *Indianapolis Business Journal* as a recipient of the prestigious “Forty Under 40” award for his significant accomplishments in the commercial real estate industry.

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, Kentucky, Ohio, and Wisconsin. In the past five (5) years, Kyle has completed 30 transactions with Cardinal Fitness, Ideal Fitness, and related entities totaling over 255,000 SF of retail space with a lease value exceeding \$30 million. Furthermore, since 2004, Kyle has exclusively represented Starbucks Coffee in 70 lease transactions, with an aggregate lease value in excess of \$60 million and a market value of approximately \$80 million.

In 2005, 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)

The Health Spot (Health Spot, 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

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 70 lease and build-to-suit transactions.

Exclusive tenant representative for Cardinal Fitness (Chindianapolis, LLC) throughout Indiana and Wisconsin, having completed 25 leases for the client.

Successfully completed over \$100 million in closed transactions over past 4 years.

Exclusive tenant representative for Ideal Fitness (Hart Circle, LLC) throughout Indiana, Ohio, and Kentucky (6 leases completed).

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

Exclusive leasing agent for the retail portfolio of Glendale Partners, Inc. in the greater Indianapolis market, encompassing over 400,000 square feet.

Earned the prestigious CCIM (Certified Commercial Investment Member) designation in 2003 (only 9,500 CCIM real estate professionals worldwide).

Education:

Franklin College of Indiana

2000, B.A.