

Marcus & Millichap

Nelson Retail Group



## EDWARD NELSON



First Vice President - Investments  
Director - National Retail Group  
SACRAMENTO OFFICE  
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Edward Nelson is the founding member of the “The Nelson Retail Group” of Marcus & Millichap ([www.thenelsonretailgroup.com](http://www.thenelsonretailgroup.com)) . The Nelson Retail Group specializes in Retail, Net-Leased and Office properties out of the firm's Sacramento, California office. As a First Vice President and Director of Investments, Mr. Nelson exclusively represents Buyers and Sellers of Investment Properties throughout the nation. Mr. Nelson's expertise lies in his product specialization and his ability to approach each transaction with his client's best interest as his primary objective. His clients appreciate his direct approach to delivering the facts about value, markets, and being realistic about what he can deliver. Mr. Nelson's track record of helping clients maximize returns by executing first-class marketing initiatives has resulted in long-term relationships.

Mr. Nelson joined Marcus & Millichap in 2004 and has closed over 250 investment transactions valued over \$750 million dollars during his career. He has been highlighted multiple times in the “Heavy Hitters in Commercial Real Estate” feature in the Sacramento Business Journal and has been quoted by news publications for his expertise in commercial real estate. Mr. Nelson has been directly involved in the sale of investment real estate in California, Idaho, Oregon, Nevada, Utah, Arkansas, Illinois, Colorado, Arizona, Ohio, Missouri, New Mexico, Indiana, Texas, Kansas, Georgia and Tennessee.

### AWARDS

Sacramento BOYA Finalist 2005, 2009, 2011, 2013, 2014, 2015, 2016,  
2017, 2018 & 2019

National Sales Recognition Award 2014, 2016, 2017, 2018, 2019 &  
2020

National Achievement Award 2014

Sacramento Marcus & Millichap Top Earner 2014

**Marcus & Millichap**

## BRET NICHOLSON



AGENT – RETAIL SPECIALIST  
RENO OFFICE  
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Bret Nicholson specializes in the sale and acquisition of single and multi-tenant retail properties. Based out of the Reno office, Bret helps clients throughout Northern Nevada achieve their investment objectives. He seeks to understand investors' unique situations in an effort to ensure that each client's individual needs are met.

Bret has a strategic partnership with Edward Nelson, who is based out of the Sacramento office. By maintaining relationships with industry professionals in both regions, the team is able to provide investors with local market insight along with access to Bay Area capital.

Prior to joining Marcus & Millichap, Bret spent five summers working as a commercial float plane pilot and fly-fishing guide in southwest Alaska. His experience as a pilot has ingrained attention to detail into all aspects of his life, real estate transactions included.



**Jake Parker**  
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**Wyatt Figueroa**  
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**Marcus & Millichap**



## WYATT FIGUEROA



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Wyatt Figueroa is a Retail and Net-Leased property specialist with The Nelson Retail Group based out of Sacramento, California with Marcus & Millichap.

Prior to joining the team and Marcus and Millichap in 2018 Wyatt pursued and accomplished his Bachelor's degree in Business Marketing and Sales at CSU, Chico. He would commute from Chico to the Sacramento office to learn from First VP-Edward Nelson two to three times a week, while simultaneously being actively involved with his Business Fraternity DSP, The American Marketing Association, and Seufferlein Sales Program.

During his time at Chico State, he and his roommate Jake Parker combined their knowledge and skillsets to run a digital marketing company building and selling websites, along with marketing services for social media. Wyatt brings all of his knowledge of marketing to the table for the team, for Marcus & Millichap, and more importantly for his clients.

Wyatt is an exceptionally driven, and highly motivated individual that truly enjoys providing only the best services for his clients. In his spare time, Wyatt enjoys the great outdoors, reading, working out, and training Brazilian Jiu-Jitsu.



### Bret Nicholson

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### Jake Parker

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# Marcus & Millichap

## JAKE PARKER



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As a member of the Nelson Retail Group Jake Parker specializes in the acquisitions and dispositions of single-tenant and multi-tenant retail in the Northern California area. Jake graduated from California State University Chico with a bachelors in computer graphics.

During his time at Chico Jake was involved with the college as a student athlete playing rugby against other collegiate schools. While attending Chico State Jake and his roommate, now business partner, Wyatt Figueroa ran a digital marketing agency and used their expertise to build and sell websites along with marketing services for social media. During his senior year he would commute from Chico to the Sacramento office 2 or 3 times a week to jump start his career in commercial brokerage with Marcus & Millichap.

Jake now uses this skillset of computer graphics to creatively exhibit client marketing package both online and traditionally.



**Wyatt Figueroa**  
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**Marcus & Millichap**



**EDWARD J. NELSON**  
FIRST VICE PRESIDENT INVESTMENTS  
DIRECTOR NATIONAL RETAIL AND OFFICE  
PROPERTIES GROUP



**NATIONAL RETAIL GROUP**  
**BRET NICHOLSON**  
RETAIL SPECIALIST



**NATIONAL RETAIL GROUP**  
**WYATT FIGUEROA**  
RETAIL SPECIALIST



**NATIONAL RETAIL GROUP**  
**JAKE PARKER**  
RETAIL SPECIALIST



**MARCUS & MILLICHAP SUPPORT**  
**MELISSA STAMPS**  
OPERATIONS MANAGER



**DEBT & STRUCTURED FINANCING**  
**DAVID CAMPBELL**  
FIRST VICE PRESIDENT CAPITAL  
MARKETS

OFFERING MEMORANDUM • ELECTRONIC BROCHURES • MARKET RESEARCH • DEMOGRAPHICS

ESCROW MANAGEMENT • WIRE TRANSFERS • THIRD-PARTY REPORTS • ESTOPPEL • PRODUCTION

**More Than 1,819 Investment Professionals  
in Offices Throughout the U.S. and Canada**



**MARKETING – TEAM**

More Than 1,819 Professionals  
Throughout the U.S. & Canada  
Electronic Marketing  
(MNet, E-mail, Posting, etc.)  
Direct Client Calling Effort

Advertising & Direct Mail  
Cooperating Brokerage Community  
Confidentiality Registration  
Offering Memorandum Distribution

**Marcus & Millichap**





NO SKATEBOARDING  
OR DOGS  
PERMITTED  
E.C. 4.427,  
5.45(2)

1 HOUR  
←

PAY AT METER  
←  
REMEMBER  
YOUR PLATE #

NO STOPPING  
AFTER  
BANKING  
HOURS

usbank.

# US Bank

810 E. 13th Avenue, Eugene, OR

Price - \$2,590,000

// RECENT TRANSACTION





# Judah Street Property

311 Judah Street Roseville, CA 95678

Price - \$749,000

// RECENT TRANSACTION





DaVita®

## Auburn Professional Plaza

3126 Professional Dr Auburn, CA 95603

Price - \$5,735,000

// RECENT TRANSACTION



# Yreka Junction

1808-1854 Fort Jones Rd Yreka, CA 96097

Price - \$11,303,000

JCPenney



KWIK KUTS



(NAP)



NORTHLAND  
CABLE  
TELEVISION

// RECENT TRANSACTION



## Partial List of Properties Represented

## NELSON'S CLOSINGS

	PROPERTY TYPE	LOCATION	PRICE	
	RETAIL	CITRUS HEIGHTS, CA	\$7,600,000	
	MEDICAL OFFICE	CARMICHAEL, CA	\$9,550,000	
	INDUSTRIAL	SACRAMENTO, CA	\$1,600,000	
	OFFICE/RETAIL	FAIR OAKS, CA	\$4,125,000	
	OFFICE	LAS VEGAS, NV	\$6,700,000	
	MEDICAL OFFICE	VALLEY SPRINGS, CA	\$1,275,000	
	OFFICE/INDUSTRIAL	MODESTO, CA	\$2,025,460	
	SINGLE-TENANT (WALGREENS)	RANCHO CORDOVA, CA	\$6,167,000	
	RETAIL	ORANGEVALE, CA	\$1,025,000	
	OFFICE	SACRAMENTO, CA	\$1,100,000	
	SINGLE-TENANT (BURGER KING)	YUBA CITY, CA	\$1,175,625	
	OFFICE	CITRUS HEIGHTS, CA	\$1,550,000	
	RETAIL	ELK GROVE, CA	\$2,600,000	
	RETAIL	CHICO, CA	\$1,115,000	
	SINGLE-TENANT (CVS)	KANSAS CITY, MO	\$4,144,924	
	SINGLE-TENANT (BANK OF AMERICA)	AUBURN, CA	\$2,150,000	
	SINGLE-TENANT (BANK OF AMERICA)	REDDING, CA	\$1,450,000	
	SINGLE-TENANT (WALGREENS)	COLORADO SPRINGS, CO	\$5,925,000	
	RETAIL	WILLOWS, CA	\$425,000	
	SINGLE-TENANT (BANK OF AMERICA)	RED BLUFF, CA	\$1,150,000	
	SINGLE-TENANT (DOLLAR GENERAL)	HAZEN, AR	\$580,000	
	RETAIL	MARYSVILLE, CA	\$280,000	
	MEDICAL OFFICE	SACRAMENTO, CA	\$400,000	



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	PROPERTY TYPE	LOCATION	PRICE
	SINGLE-TENANT (STARBUCKS)	SALT LAKE CITY, UT	\$782,600
	RETAIL	RANCHO CORDOVA, CA	\$1,870,000
	OFFICE	MODESTO, CA	\$2,200,000
	RETAIL	CARMICHAEL, CA	\$1,200,000
	SINGLE-TENANT (BURGER KING)	MARYSVILLE, CA	\$2,815,000
	SINGLE-TENANT (TUTOR TIME)	GLENDALE, AZ	\$3,400,000
	OFFICE	COLORADO SPRINGS, CO	\$3,200,000
	SINGLE-TENANT (BURGER KING)	ORLAND, CA	\$2,270,000
	OFFICE	PHOENIX, AZ	\$7,400,000
	SINGLE-TENANT (MCDONALDS)	CENTERVILLE, OH	\$1,753,250
	SINGLE-TENANT (STRATFORD SCHOOL)	MORGAN HILL, CA	\$4,460,000
	SINGLE-TENANT (CVS)	CHULA VISTA, CA	\$5,540,740
	RETAIL	RANCHO CORDOVA, CA	\$5,000,000
	OFFICE	CITRUS HEIGHTS, CA	\$3,100,000
	SINGLE-TENANT (WALGREENS)	ROSEVILLE, CA	\$4,675,000
	SINGLE-TENANT (FROG'S FITNESS)	SAN DIEGO, CA	\$5,400,000
	SINGLE-TENANT (WALGREENS)	CHICAGO, IL	\$4,950,000
	SINGLE-TENANT (BIG O TIRES)	SACRAMENTO, CA	\$750,000
	RETAIL	COLORADO SPRINGS, CO	\$4,630,000
	OFFICE	FAIRFIELD, CA	\$3,320,000
	SINGLE-TENANT (DUTCH BROS)	BOISE, ID	\$1,000,000
	SINGLE-TENANT (DUTCH BROS)	BOISE, ID	\$985,000
	RETAIL	SALEM, OR	\$5,740,000

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	OFFICE	RENO, NV	\$1,275,000
	SINGLE-TENANT (BANK OF AMERICA)	VACAVILLE, CA	\$1,075,000
	SINGLE-TENANT (BANK OF AMERICA)	STOCKTON, CA	\$720,000
	SINGLE-TENANT (BANK OF AMERICA)	SUSANVILLE, CA	\$550,000
	RETAIL	HERMITAGE, TN	\$6,500,000
	MULTI-FAMILY	SAN FRANCISCO, CA	\$7,450,000
	RETAIL (ROCKINGHAM PLAZA)	RANCHO CORDOVA, CA	\$4,274,955
	RETAIL (ROCKINGHAM PLAZA)	RANCHO CORDOVA, CA	\$725,045
	RETAIL (HERMITAGE COMMONS)	HERMITAGE, TN	\$3,500,000
	SINGLE-TENANT (ARBY'S)	BRIDGETON, MO	\$1,000,000
	SINGLE-TENANT (PETSMART)	RANCHO CORDOVA, CA	\$5,500,000
	RETAIL (SUN RIDGE PLAZA)	VACAVILLE, CA	\$8,290,000
	RETAIL (MUELLER CORNER)	SACRAMENTO, CA	\$5,400,000
	SINGLE-TENANT (HUMAN BEAN)	GARDEN CITY, ID	\$1,080,000
	SINGLE-TENANT (CVS GROUND LEASE)	SACRAMENTO, CA	\$4,650,000
	SINGLE-TENANT (KFC/LONG JOHN SILVER'S)	LOWER LAKE, CA	\$1,650,000
	SINGLE-TENANT (HUMAN BEAN)	MERIDIAN, ID	\$1,020,000
	OFFICE	SACRAMENTO, CA	\$687,500
	RETAIL	ALBUQUERQUE, NM	\$2,000,000
	RETAIL	PEORIA, IL	\$3,325,000
	OFFICE	FAIRFIELD, CA	\$3,327,500
	SINGLE-TENANT (GOODWILL)	PHOENIX, AZ	\$5,630,000



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	SELF STORAGE (APACHE JUNCTION)	APACHE JUNCTION, AZ	\$3,799,050	
	SINGLE-TENANT (SLIM CHICKEN)	MCALLEN, TX	\$2,580,882	
	RETAIL (PRATT STATION)	CITRUS HEIGHTS, CA	\$1,400,000	
	RETAIL (SHOPS OF REGENCY LAKES)	WICHITA, KS	\$5,405,000	
	SINGLE-TENANT (GOODWILL)	PHOENIX, AZ	\$4,860,000	
	COMMERCIAL LAND	SACRAMENTO, CA	\$350,000	
	SINGLE-TENANT (STARBUCK'S)	FORT WAYNE, IN	\$1,690,000	
	MULTI-TENANT MEDICAL (DAVITA)	AUBURN, CA	\$5,735,000	
	SINGLE-TENANT (DOLLAR GENERAL)	SPRINGFIELD, IL	\$1,430,892	
	SINGLE-TENANT (RED LOBSTER)	W DES MOINES, IA	\$6,200,000	
	MULTI-TENANT RETAIL (YREKA JUNCTION)	YREKA, CA	\$11,303,000	
	SINGLE-TENANT (BURGER KING)	HELENA, MT	\$2,442,487	
	SINGLE-TENANT (DOLLAR GENERAL)	SOUTH BEND, IN	\$1,430,000	
	MULTI-TENANT RETAIL (US CAMPUS BRANCH)	EUGENE, OR	\$2,590,000	
	SINGLE-TENANT (FRESENIUS)	COLUMBUS, MS	\$2,203,448	
	SINGLE-TENANT (A+ DENTAL)	ROSEVILLE, CA	\$1,075,000	
	SINGLE-TENANT (BUNZ & COMPANY)	ROSEVILLE, CA	\$600,000	
	RETAIL (STRAWBERRY CREEK SHOPPING CENTER)	SACRAMENTO, CA	\$20,950,000	
	SINGLE-TENANT (STARBUCKS)	MUNCIE, IN	\$1,696,000	



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PROPERTY TYPE	LOCATION	PRICE
MULTI-TENANT RETAIL(GROCERY OUTLET CENTER)	VALLEY SPRINGS, CA	\$6,905,000
MULTI-TENANT RETAIL (PLUMAS PINES SHOPPING CENTER)	QUINCY, CA	\$6,450,000
SINGLE--TENANT (BANK OF THE WEST)	WOODLAND, CA	\$1,606,000
SINGLE-TENANT	LOS ANGELES, CA	\$1,085,000
SINGLE-TENANT	WOODLAND, CA	\$895,000
SINGLE-TENANT(MCDONALDS)	CENTERVILLE, OH	\$1,753,250
OFFICE (SUNSET OFFICE)	FAIR OAKS, CA	\$665,000
SINGLE-TENANT (PULSE FITNESS)	MINDEN, NV	\$1,800,000
SINGLE-TENANT (TRACTOR SUPPLY)	OAKHURST, CA	\$6,771,000
INDUSTRIAL (SPICE ISLANDS CENTER0	SPARKS, NV	\$4,780,000

