

Present Value Properties Hires Next Generation's Real Estate Associates Keri Tabar & Ryan Pate

Present Value Properties hired next generation real estate associates Keri Tabar and Ryan Pate to be based out of the company's City of Orange office. Tabar is the daughter of 20-year retail industry veteran Klaus Tabar, currently director of real estate for Wickes Furniture responsible for new store locations nationwide. Pate is the son of Harsch Investment Properties' Senior Vice President, Retail Division, James Pate, a 25-year veteran of retail property development and management. Tabar and Pate will serve as real estate associates and join real estate veterans Gregory Fisher and Bernie Labowitz at Present Value Properties.

January 15, 2008 (FPRC) -- ORANGE, CALIF. – Present Value Properties, Inc., a full service retail real estate brokerage, development and consulting firm headquartered in Orange, Calif., announced today that it has hired Keri Tabar and Ryan Pate as real estate associates in its City of Orange office. Tabar is the daughter of 20-year retail industry veteran Klaus Tabar, currently director of real estate for Wickes Furniture responsible for new store locations nationwide. Pate is the son of Harsch Investment Properties' Senior Vice President, Retail Division, James Pate. A 25-year veteran of retail property development and management, Pate is currently responsible for developing new retail properties and repositioning acquired properties in Oregon, Washington, California, Nevada, Arizona, Colorado and Oklahoma.

"Keri and Ryan have a passion for real estate and an innate understanding of the business that far exceeds their years," said Greg Fisher, president of Present Value Properties. "Their genes, enthusiasm and drive are all tremendous assets. We are very excited to have them both on board!"

Tabar started her real estate career at a very young age. "I was about nine years old when I attended my first ICSC event," said Tabar. "For years every weekend my dad would take the family with him when he went looking for new sites and taught us what makes a great store site. We would also play the 'point out all the design and construction flaws in a new retail showroom' game. I also learned how to put together site submittal packages."

Once Tabar graduated from college, Tabar landed a job as an executive assistant for one of the top producers in the Newport Beach office of Staubach Retail. "Staubach was a great place to work and I learned the value of having a solid support team and all that is involved in a real estate transaction and running a successful brokerage firm," stated Tabar.

Tabar was with Staubach for nearly a year until her parents and she decided to start their own boutique real estate firm, Pointe Commercial, Inc.

"Starting a real estate company was an amazing experience. We all wore so many hats and really pulled together to develop a brand, solicit business and provide exceptional service to our clients. It meant a lot to me to be working side by side with family members and with a variety of retailers," Tabar said.

After nearly three years of working with her parents, she decided that it was time to leave the nest

and spread her wings. “One of the many reasons I decided to join Present Value Properties and Greg Fisher’s and Bernie Labowitz’s team was because of their vast experience and long-standing industry relationships,” said Tabar. “Is there anyone in Southern California retail real estate that doesn’t know Bernie?”

At Present Value Properties, Tabar will be responsible for managing and sourcing new retail development projects as well as assisting retailers such as Payless, Sally Beauty and Susie's Deals with their real estate needs.

Tabar has represented tenants such as Oil Can Henry’s, ACE Cash Express, Bayview Financial and others in leasing space throughout Southern California. Tabar graduated from Ohio State University and has a California real estate sales license. Tabar serves as a board member and student recruitment chair for the Ohio State University Orange County/Inland Empire Alumni Club.

Ryan Pate reports that his first real estate deal was at just three years old. “Our family had just finished eating dinner at a restaurant outside of Edmond, Oklahoma. I asked my dad why we had to drive so far to get our favorite pizza. My dad realized that I was right and immediately asked for a manager to come to our table to discuss this. Soon thereafter a new location became available closer to our house and the owner opened a new store closer to our home.”

Pate also recalls that time in the car with his dad during his younger years was spent discussing sports and Ryan’s performance on the field or on the court (his dad coached his basketball and baseball teams), until they arrived at a shopping center where he proceeded to discuss with his son the property’s pros and cons.

“I also remember the time when my dad asked me what type of tenants my friends and I would like at our nearby shopping center. Within a few months, a bagel store and a juice bar that we had requested opened at the center,” Pate stated.

After graduating with a Bachelor of Arts degree in International Business from Linfield College in McMinnville, Oregon, Pate launched his real estate career as an assistant leasing representative at Harsch Investment Properties in Las Vegas, Nevada and, within one year, was promoted to a leasing representative and averaged 10 to 15 leases per month. After two years with Harsch, he took a job with The Cheesecake Factory and traveled around the country training servers at new stores for one month at a time.

At Present Value Properties, Pate will be responsible for assisting retailers such as Jersey Mike's and KinderCare with their real estate needs and managing and sourcing new retail development projects.

“I am excited to join Present Value Properties and Greg Fisher and Bernie Labowitz,” stated Pate. “My father has known Greg and Bernie for years and I look forward to working with them closely and contributing my marketing and real estate skills to help them grow the company.”

“I know that my dad came home from work in a good mood everyday,” Pate said. “Why wouldn't I want to be working in a field that left one in that state of happiness?”

About Present Value Properties, Inc.

Founded in 1998 by Gregory A. Fisher, Present Value Properties, Inc. is a full service real estate

firm providing retailer and landlord representation, development and entitlement services, consulting and legal assistance. Headquartered in Orange, Calif., Present Value Properties exclusively represents a variety of chain retailers throughout Southern California including El Pollo Loco, Farmer Boys, Hallmark, Sally Beauty, Cosmo Prof, Sport Clips, KinderCare, and Payless ShoeSource in San Diego County. Currently, Present Value Properties has 250,000 square feet of retail in various stages of planning and development in Nevada and Utah. For more information, call 714.464.3000.

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