

## **ABOUT WESTERN RETAIL ADVISORS**

Western Retail Advisors is a commercial real estate brokerage firm based in Arizona and California.

For the last 20 years, WRA has focused on maximizing real estate value for all clients. For our tenants, the goal has been to help them open profitable locations quicker and easier than they could have without us. Our experience completing hundreds of transactions while running real estate departments for retailers allows us to provide a perspective different from our competition. When we built our landlord services platform, we followed a similar aim—help landlords fill their vacant spaces quicker, simpler, at higher rents, and with more compelling tenant mixes than they could have achieved without our guidance. Our team of retail specialists has significant local, regional, and national market experience with services ranging from master-brokerage and tenant representation to landlord representation and investment sales; we proudly represent the country's best tenants and real estate owners.

## **ABOUT OUR INTERNSHIP PROGRAM**

Western Retail Advisors is seeking a summer intern for our Phoenix, Arizona office, interested in a future retail real estate career.

We designed our program to start building a solid foundation of knowledge for future retail real estate professionals.

We are committed to providing our interns with an experience that allows them to learn about retail real estate while providing support to projects, teams, and initiatives that will drive our organization's success.

Program participants will receive real-world experience, participate in networking and other learning opportunities.

## **WHAT YOU WILL LEARN**

How does a real estate transaction happen?

How do retailers approve new locations?

How and why do landlords make decisions about which tenants to lease to?

Understanding an LOI, Purchase & Sale contract and a Lease

Real estate software and tools such as: Vizzda, Realcore, Costar, Google Earth, ESRI and others

How do you market properties?

What is the sales process?

## **RESPONSIBILITIES**

Letters of Intent – redlining, negotiating, positioning

Learn how to present a market or shopping center

Understand zoning and land use

Learn how to build a task list  
Perform property research requests  
Join property tours  
Take property photos in the field  
Sit in on client calls & meetings and take notes  
General team support  
Create and edit Excel & Word documents  
Miscellaneous administrative duties

## **REQUIREMENTS**

2023 graduating class, or earlier, college student in pursuit of a degree in real estate, economics, finance, or business  
Genuine interest in retail real estate  
Strong people and communication skills both written and oral  
Able to take initiative, problem solve and bring innovative ideas.  
Able to work independently or within a team environment, with minimal direction  
Superior knowledge of Excel & Word  
Excellent organizational skills  
Effective at multi-tasking in a fast-paced & professional work environment

## **POSITION DETAILS**

Wage: \$15.00 / Hour  
Weekly Hours: Up to 40 Hours  
Duration: 8-12 Weeks  
Location: Phoenix, Arizona

## **BENEFITS**

Fun and positive work environment  
Paid covered parking  
Team lunches and celebrations  
Located at 24th St and Camelback (across from the Biltmore Fashion Park), walking distance to shopping and restaurants  
Western Retail Advisors is an Equal Opportunity Employer