



ACA NET LEASE

ABOUT US

Eric Wasserman



President, Co-Founder
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Mr. Wasserman directs the brokerage activities, client relations, capital resources, and business operations for Acropolis Commercial Advisors, LLC. Most recently, Mr. Wasserman worked at a publicly traded, multi-national, real estate investment services company where he represented private equity firms, developers, and high net worth individuals in the acquisition and disposition of net-leased properties as well as shopping centers across the country. Prior to that, Mr. Wasserman worked at a family owned real estate development firm where he assisted with the acquisition, leasing, and development of big box retail centers.

Mr. Wasserman also serves as “of counsel” at a successful finance, private equity, and real estate-focused law firm with offices in Rhode Island, New York, and Massachusetts. He received his Juris Doctorate from Roger Williams University (Magna Cum Laude) and is licensed to practice in Rhode Island and Massachusetts. The combination of Mr. Wasserman’s legal background and experience in the Real Estate investment community allows him to better understand and advance his clients’ interests and goals.

Zach Darrow



CEO, Co-Founder
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Mr. Darrow founded Acropolis Commercial Advisors, LLC with the goal of developing a national platform to provide clients a full range of brokerage services. Drawing upon more than fifteen years of experience as a corporate real estate executive, co-founder of a successful real estate; finance-focused law firm, and founder of multiple other industry related businesses, Mr. Darrow has developed significant expertise in investment management, transaction structuring, and debt and equity financing of large commercial real estate projects. Mr. Darrow brings an expansive network of relationships with high net worth individuals, executives, capital sources, and investment managers both local and national.

Mr. Darrow is a co-founder and the current Chairman of a successful finance, private equity, and real estate focused law firm with offices in Rhode Island, Massachusetts, New York and Florida. Prior to this, Mr. Darrow was a partner at a highly regarded Boston based law firm. He served as a senior real estate manager of a Fortune 100 company, and served as President of Real Estate for a subsidiary of a well known New York based hedge fund. He received his juris doctorate degree from Syracuse University College of Law (cum Laude) and is licensed to practice law in Massachusetts, New York, New Hampshire and Rhode Island. Mr. Darrow is also a licensed real estate broker in New York and Rhode Island.

SUPPORT STAFF

Kevin Huther

VP of Underwriting

Melissa Sleboda

Executive Assistant

Sebastian Ferrell

Transaction Coordinator

THE ACA ADVANTAGE



Relationship Driven

We understand the complexities and competition amongst brokerage firms. With no managerial oversight or approval needed we favor the long-term working relationship over the quick pay-check.



Access to Investors, Capital, Partners

Unlike larger firms solely focused on traditional “ready-to-sell” investment sales, ACA is also able to assist clients with developing and implementing tailored solutions. Through ACA’s relationships with investors and capital/equity partners, client goals may be achieved regardless of the stage of the transaction.



Detail Oriented

When representing clients in the market, our goal is to make the process smooth and efficient as most often the client is (or will be) under a time constraint. We accomplish this by providing updated status and property reports and coordinating with third-party service providers such as mortgage brokers, environmental consultants, and surveyors.



Easily Accessible

No matter the facet, Real Estate is an inherently “service-based” business. We understand this and pride ourselves as to our accessibility regardless of the day or time.

SERVICES OFFERED

Services Overview

Leasing Representing Developers and Tenants with leasing of new and existing spaces.

Investment Sales Traditional investment sales with a focus on net-lease properties.

Exclusive Buyer Representation Representing buyers with specific acquisition requirements

“In-House” Broker Services Acting as “in-house” broker for fund and family office real estate platforms.

Advisory and Consulting 3rd party advising and consulting for developers, tenants, and owners.

Tenant Specific Services

Lease Re-Structuring Advising and representing tenants with re-structuring existing leases.

Forward Commitment or Funding Sourcing investors to provide forward commitments and/or funding for future projects.

Simultaneous Acquisition with Business (Concurrent SLB) Procuring investors who will acquire real estate components simultaneously with tenant’s business acquisition.

Sale-Leasebacks Advising and consulting with tenant regarding proposed lease structure, followed by sale to investor market.

Creating competitive “bid-like” process to establish programmatic relationship with a 3rd party developer.

Sourcing and Implementing Developer Programs

- **Fee for Service** – Negotiating fee-for-service structure with 3rd party developer where tenant intends to hold their real estate.
- **Equity Sharing / Success Fee** – Providing tenant with potential upside upon a sale by the 3rd party developer via success fee or profit sharing.

CLOSED STATES Q1 2021 TO Q1 2022

