

RETAIL REAL ESTATE **BROKERAGE SERVICES**



The Rappaport Companies

## ▶ Retail Real Estate Brokerage Services

### Providing all Facets of Retail Leasing

A division of The Rappaport Companies, Rappaport Retail Brokerage provides all facets of retail leasing, including both Landlord and Tenant representation services for some of the Washington, D.C. area's most prominent developers and retailers. Led by Executive Vice President Henry S. Fonvielle, the Rappaport Retail Brokerage team includes the region's top experts in retail representation with demonstrated success in all types of transactions



across all retail property types, including mixed-use, lifestyle, neighborhood, as well as development and re-development projects.

### The Rappaport Team Advantage

As a Rappaport client, the properties we market and the tenants we represent benefit from the reputation, vast market share, exposure and relationships The Rappaport Companies has established from more than 25 years of experience providing property management, development, construction management and real estate consulting services. Leasing is a business of relationships. Our clients benefit from the relationships we have built with our base of more than 1,000 existing tenants and with multiple listings with the top real estate developers and landlords in the Washington, D.C., Baltimore and

Richmond areas. They also have direct access to senior leasing agents and to the relationships and knowledge Rappaport team members have gained through leadership roles within the International Council of Shopping Centers, the Washington, D.C. Economic Partnership and other community organizations.

### Strategies to Maximize Asset Value

Experience as tenant representatives and as shopping center developers and owners ourselves, gives us the perspective to be able to understand what the retailer wants and what the landlord needs. This expertise is particularly helpful in the early stages of development when we are called upon to consult on floor plans and design issues and to offer leasing strategies and merchandizing plans to maximize asset value, fill un-met needs and create synergy between retailers. Clients like ING Real Estate, Archstone, Tishman Speyer, Greenvest, PH Hoffman and Carr Properties appreciate our "big vision" approach to creating value.

### Sample Client List

#### **Tenant**

#### **Representation**

AT&T  
Brio  
Buffalo Wild Wings  
J. Alexander's Restaurant  
McCormick & Schmick's  
Panera Bread  
PNC Bank  
Pollo Tropical  
Potbelly  
Ruth's Chris Steak House  
Subway  
Total Wine and More

#### **Landlord**

#### **Representation**

Archstone  
Boston Properties  
Carr Properties  
Equity Residential  
ING Real Estate  
Penzance Companies  
PN Hoffman  
Rockrose Development Corp.  
Tishman Speyer

 **Rappaport Retail Brokerage Team**



**Henry Fonvielle**  
Executive Vice President



**Bill Dickinson**  
Senior Director of Brokerage



**Michael P. Howard**  
Senior Director of Brokerage



**Melissa Webb**  
Senior Director of Brokerage



**Jim Farrell**  
Senior Director of Leasing  
& Brokerage



**John H. Hayden, Jr.**  
Senior Director of Leasing



**Will Collins**  
Director of Leasing



**Kristin Perry**  
Senior Leasing Representative



**Susan Bourgeois**  
Senior Brokerage Representative



**Pat O'Meara**  
Brokerage Representative



**Michael Kang**  
Leasing Representative



**Sheryl Simeck**  
Vice President of Marketing  
& Communications



**Crissy Rodgers**  
Marketing Associate



**Sebastien Aubouin**  
Research & Marketing  
Associate

## PROVEN RETAIL REAL ESTATE EXPERIENCE



### The Rappaport Companies

FOUNDED IN 1984 BY GARY D. RAPPAPORT, THE RAPPAPORT COMPANIES OWNS AND DEVELOPS SHOPPING CENTERS AND PROVIDES RETAIL LEASING, TENANT REPRESENTATION, PROPERTY MANAGEMENT, CONSTRUCTION MANAGEMENT, DEVELOPMENT, RECEIVERSHIP, ASSET MANAGEMENT AND CONSULTING SERVICES FOR RETAIL SPACE IN SHOPPING CENTER AND MIXED-USED DEVELOPMENTS. GARY RAPPAPORT IS A TRUSTEE OF THE INTERNATIONAL COUNCIL OF SHOPPING CENTERS AND SERVED AS CHAIRMAN OF THE ASSOCIATION FROM MAY 2002-03.