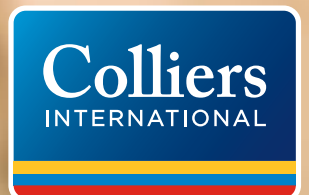


RETAIL REPRESENTATION

Tenants Investors Owners



T E X A S M A R K E T S



The Colliers Advantage

Selecting and negotiating the right retail location, for both owners, investors, and retailers, require market expertise, deep sector experience and a team that always puts your best interests first. Experience, expertise, ownership: our clients ask for it, and we deliver across the spectrum of retail assets and for notable global brands.

Colliers International is where you are as well as where you want to be. Our research team provides accurate data, collecting and analyzing key data points from global high streets to discern opportunities. Our retail specialists understand regional, national, and global industry trends and their impact on real estate. Our primary goal is to help you keep retail real estate relevant.

Easy to work with. Hassle-free. Quite often this is how our clients describe us, and we take the compliment. We know how much is riding on the right decision: profitability, long-term relationships, and careers.

RETAIL SPECIALTY GROUPS

- International Retail
- Retail Investments
- Urban Retail
- Landlord Agency
- Tenant Representation
- Restaurant
- Real Estate Management Services
- Net Lease
- New Generation

SPECIALIZED SERVICES

- Capital Markets and Valuation
- New Market Penetration & Realignment
- Site Selection
- Store Design & Delivery
- Portfolio Management



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Client Services

For Colliers International Investors and Owners of retail properties, we deliver timely information, comprehensive data, and knowledge based on insight and experience, so that our clients can make the right decisions at the right time.

STRATEGIC PROPERTY POSITIONING

We provide comprehensive asset management services to clients utilizing a single point of contact for ease of communication and reporting. We have extensive experience in the effective management of a broad array of property types for both private and institutional clients. We can provide customized, strategic multi-year planning. Our approach to value creation is thoughtful and analytical. We ensure that tenant mix analysis, leasing programs, property marketing and on-site management are fully integrated to maximize the value of your retail property.

LEASING

Our unique partnership structure combines the strength and stability of a national and global platform. Our enterprising spirit encourages our professionals to think creatively and always exceed expectations. Our leasing team utilizes collaborative retailer relationships to uncover innovative leasing solutions. We also partner with local lenders to identify financing opportunities for smaller retailers.

MANAGEMENT SERVICES

From operational to financial management, we provide utmost quality. We perform comprehensive inspections, examining the operation and maintenance of all common areas to provide preventative maintenance planning and innovative strategies. From a financial perspective, we provide our clients with annual budgets, cash-flow variances, forecasting, sales, and health-ratio analysis, as well as a multitude of detailed financial statements.

Colliers' accounting department provides and fully supports the necessary reporting and internal controls to comply with Sarbanes-Oxley standards. Our lease administration and abstracting processes provide a thorough summary of lease details: managing lease deadlines such as renewals and options, while tracking and reporting critical dates. We support record keeping with the maintenance of site plans, floor plans, and photos, as well as streamlining the collection of portfolio and project data. Additionally, we provide virtual video inspections for historical reference.



DISPOSITION / ACQUISITION

You tell us your goals. We make them a reality relying on our long standing relationships with active buyers and sellers. Together, we come up with an integrated marketing strategy and well-defined process for disposition or acquisition of properties. At Colliers, we bring an in-depth knowledge of debt and equity markets, and have the global platform to handle cross-border and international portfolios.

CAPITAL MARKETS & VALUATION

Drawing on a wide range of capital sources, we address virtually any borrowing need, from acquisition financing to complex joint-venture structures. We design, negotiate, and implement financial structures of all types and sizes. Colliers' experienced debt and equity services team represents real estate owners, developers, and investors throughout the process.

Valuation is a critical part of financing. That's why we have our own dedicated team of elite MAI and Certified General Appraisers. We conduct our valuations with strict confidentiality, adhering without compromise to fiduciary principles.

LEASE ADMINISTRATION

Our lease abstracting process provides a thorough summary of lease details, allowing us to manage lease deadlines such as renewals and options, track and report critical dates, and reconcile rental charges with the lease terms. Our system supports record keeping with the maintenance of site plans, floor plans, and photos, and it provides a streamlined outlet for collection of portfolio and project data. We determine tenant occupancy costs according to operating budget, and we reconcile occupancy costs, estimate to actual, annually, or as required.

CONSTRUCTION MANAGEMENT

Our experience includes the management of major renovations and redevelopment for a variety of property types. We coordinate and oversee tenant finishes, on the owner's behalf, to ensure the integrity of the asset. Our goal is to provide a quality product within budget. Our professionals are familiar with prototypes of retailers that are expanding. From a landlord perspective, we analyze what will work in a center and what tenants will fit in the space accordingly.

Retail Services

For our retailer clients, we understand how physical stores extend the brand promise. Colliers International delivers customized, accountable, and innovative solutions to both tenants and landlords that result in the best customer experience.



SITE SELECTION

Managing a multi-market rollout is much more than simply “referring” a client to qualified brokers in other markets. A well-managed rollout requires a clean strategy, process, systems, and standardization, with a clarity of purpose. We complete a sub market analysis, determine technical site attributes (traffic, visibility, parking, etc.), as well as site/store options, signage optimization and visibility, letter of intent negotiations, real estate committee packages, lease/purchase agreements, business advisory and facilitation, due diligence, financing and transaction management, and pipeline reporting.

TRANSACTION MANAGEMENT

We manage our local market transaction professionals to ensure we provide the best possible solution for our retail clients by minimizing occupancy costs and maximizing leverage in the marketplace. We select the right site (or sites) for your brand. For property dispositions, we develop and execute detailed marketing strategies based on our client’s specific goals for the property.



PROJECT MANAGEMENT

Colliers has developed a broad and deep project management capability to serve our retail clients. We act as their outsource PM function, including on- and off-site professionals, who drive global standards and practices, manage national and global procurement programs, and direct our regional and local project management resources.

LEASE ADMINISTRATION

Colliers lease administration specialists are dedicated to helping clients with multiple sites to manage their leases efficiently and save time and money. Our specialists combine technology, auditable and consistent processes, resources, and industry experience to improve quality control. We proactively manage critical dates, providing transparency. We help clients avoid billing errors and overpayment, and also recover savings from landlords.

STRATEGY & INNOVATION SERVICES

Our technology and systems advisory provides clients with an assessment and highest-and-best-use recommendations on data management and business intelligence for real estate, lease administration, project and transaction management, and facilities management systems.

PORTFOLIO CONSULTING

Our Portfolio Consulting and Workplace Division offers industry-leading consultants and thought leaders across the U.S. who support our clients’ business planning and other strategic decisions including sustainability and green issues. These services are not tied to real estate transactions, providing objective and conflict-free advice. Categories of expertise on this national team include:

- *Corporate Real Estate Strategy*
- *Portfolio Optimization*
- *Incentives & Site Selection Services*
- *Valuation & Appraisal Services*

Retail Tenants

Colliers International | TEXAS has worked with tenants large and small, assisting them in finding locations that enhance their brand and their business. The following list highlights some of these clients and shares some specific information on each.

Anchor Tenants



randalls.com

- Concept: National Food & Drug Retailer
- Prototype: 42,000 - 55,000 SF
- Site Characteristics: Freestanding, lifestyle center
- Demos Preferred: Prominent urban and suburban locations
- Trade Area: Houston MSA

CONTACT:
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Apparel



shoepalace.com

- Concept: Retail chain selling athletic shoes, streetwear & accessories for adults and children
- Prototype: 3,500 - 4,500 SF
- Site Characteristics: Prefer end-cap space of free standing
- Demos Preferred: Predominately Hispanic areas
- Trade Area: Houston MSA

CONTACT:
Robert Hantgan
713 830 2178



Financial Services



fidelity.com

- Concept: Investment Brokerage Services
- Prototype: 5,000 - 10,000 SF
- Site Characteristics: Retail, prominent location, strong co-tenants
- Demos Preferred: Upper middle to high income
- Trade Area: Houston MSA

CONTACT:
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crcu.com

- Concept: Seeking Land for Administrative Offices
- Size: 5 - 10 Acres
- Site Characteristics: N/A
- Demos Preferred: N/A
- Trade Area: Baytown, Texas

CONTACT:
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firstcommunitybank.net

- Concept: Financial Institution
- Prototype: 3,000 SF, free-standing branch or inline retail
- Site Characteristics: End-cap locations with drive-thru
- Trade Area: Houston MSA

CONTACT:
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713 830 2178



tdecu.org

- Concept: Credit Union (Texas Dow Employees Credit Union)
- Prototype: 3,500 SF
- Site Characteristics: Retail area, high traffic; good visibility
- Demos Preferred: Middle to upper-middle income
- Trade Area: Houston MSA

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texascitizensbank.com

- Concept: Independent Locally Owned Financial Institution
- Prototype: 3,500 SF
- Site Characteristics: Good visibility and space for drive-thru
- Demos Preferred: Upper-middle income and above
- Trade Area: Houston MSA

CONTACT:
Marshall Clinkscates
713 830 2157



southstarbank.com

- Concept: Banking Services
- Prototype: Freestanding branch building; PURCHASE ONLY
- Site Characteristics: 1 to 2 acres
- Demos Preferred: Upper average incomes; \$500,000 home values and up
- Trade Area: Houston MSA

CONTACT:
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Family Services



kidville.com

- Concept: Childcare/Learning Center
- Prototype: 4,000 - 6,000 SF
- Site Characteristics: Downtown, freestanding, lifestyle center, neighborhood strip mall, power center
- Trade Area: Houston MSA

CONTACT
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713 830 2178



Speciality Shops



vomfassusa.com

- Concept: "Look . Taste . Enjoy " Offering exclusive cask-aged vinegars, exquisite oils, select wines, and spirits and liqueurs, direct from the cask
- Prototype: 700 - 2,000 SF
- Site Characteristics: Street retail, lifestyle centers, strip centers, neighborhood centers, community centers power centers or malls
- Demos Preferred: High volume pedestrian traffic and exceptional visibility from vehicular and pedestrian traffic; strong demographics, solid co-tenancy, and exceptional shopping environment
- Trade Area: Houston MSA

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Health & Beauty Services



idealimage.com

- Concept: Safe, Comfortable and Cost-Effective Laser Hair Removal
- Prototype: 3,000 SF
- Site Characteristics: High traffic & high visibility lifestyle centers preferred
- Demos Preferred: Median HH income of \$60,000
- Trade Area: Houston MSA

CONTACT
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ilovekickboxing.com

- Concept: Cardio Kickboxing Program
- Prototype: 3,000 SF
- Site Characteristics: In Line
- Demos Preferred: Suburban Areas, Daytime Employment of 30,000+, 50,000+ Cars on Major Road(s)
- Trade Area: Houston MSA

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mediweightlossclinics.com

- Concept: Three-phase, physician supervised weight loss program
- Prototype: 1,500 - 2,500 SF
- Demos Preferred: Population of 120,000 - 150,000 in 5-mile radius. Median HH income of \$75,000 - \$150,000
- Trade Area: Houston MSA

CONTACT:
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214 217 8345



workoutanytime.com

- Concept: Fitness Gym
- Prototype: 6,000 - 8,500 SF
- Site Characteristics: Retail, strong co-tenants, must be three miles from other value-priced gyms
- Trade Area: Dallas-Fort Worth

CONTACT:
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972 759 7812



citysurf.com

- Concept: Fitness Gym
- Prototype: 1,000 - 1,800 SF
- Demos Preferred: Dense urban, near millennial population
- Trade Area: Dallas-Fort Worth

CONTACT:
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Home Furnishings



annsacks.com

- Concept: High-End Tile
- Prototype: 1,800 - 3,500 SF
- Site Characteristics: Inline in decorative center areas
- Demos Preferred: Affluent demographics
- Trade Area: Houston MSA

CONTACT
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bakerfurniture.com

- Concept: High-End Home Furnishings
- Prototype: 5,000 - 10,000 SF
- Site Characteristics: Freestanding, neighborhood strip mall, regional strip mall, special strip mall
- Demos Preferred: Affluent demographics
- Trade Area: Houston MSA

CONTACT:
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urbanmattress.com

- Concept: Mattress store
- Prototype: 3,000 - 3,400 SF
- Site Characteristics: Near other mattress stores
- Trade Area: Inside the Loop, Tanglewood area and in The Woodlands

CONTACT:
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Sports & Recreation



glowzonefca.com

- Concept: Entertainment venue that will include laser tag, glow in the dark miniature golf, bumper cars and rock climbing wall.
- Prototype: 30,000 - 50,000 SF
- Site Characteristics: Prefer existing building but will also look at build to suit opportunities
- Demos Preferred: Population of 200,000 within 15 minute drive time
- Trade Area: Houston

CONTACT
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Restaurants



- Concept: Casual upscale hamburger restaurant
- Prototype: +- 2,000 SF
- Trade areas: Houston MSA

CONTACT
Hal Colbert
713 830 2102



johnsmithsubs.com

- Concept: Sub Sandwiches
- Prototype: 1,200 - 1,600 SF
- Site Characteristics: High-traffic retail, mid to high income
- Trade areas: Plano, Frisco, Addison

CONTACT
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Restaurants



arbys.com

- Concept: Quick Service Restaurant
- Prototype: 2,500 - 3,500 SF
- Site Characteristics: Prefer high visibility, easy ingress/egress, lack of median, far corner, traffic signal & good freeway orientation. Prefers seating for 40-90 people and/or parking/seating ratio 1:2. Lot size 20,000 - 40,000 SF Freestanding, inline/end-cap with drive-thru, mall food court
- Demos Preferred: 1 mile demographics: population: 20,000+, average HH Income: \$45,000+, traffic count: 20,000 per day+, daytime population of 6,000 minimum within trade area.
- Trade Area: Houston MSA

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tastingroomwines.com

- Concept: Casual yet sophisticated wine bar and restaurant
- Prototype: 7,000 - 9,000 SF plus patio space
- Site Characteristics: End-Cap preferred, mixed-use a plus
- Preferred Demos: High density office and residential, 30-65 age cohort, strong income
- Trade Areas: Houston, Dallas, San Antonio, Austin

CONTACT
Patrick Duffy
713 830 2112



dominos.com

- Concept: Pizza Restaurant chain
- Prototype: Average store is 1,500 SF
- Site Characteristics: End-Cap or freestanding preferred; Requires at least 23' frontage to lay out the store
- Trade Areas: Houston MSA

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genkoreanbbq.com

- Concept: High-end Korean BBQ House
- Prototype: 6,000 - 8,000 SF
- Site Characteristics: Regional Shopping Centers of 100,000+ SF
- Preferred Demos: High Pop. Density, Middle Median Incomes, Asian Population a plus
- Trade Areas: Houston MSA

CONTACT
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hooters.com

- Concept: Unique Differentiated Casual Dining
- Prototype: 5,000 - 7,500 SF
- Site Characteristics: Free standing, end cap in high traffic center
- Demos Preferred: 150,000 population in trade area, Superior visibility and accessibility, Near retail synergy and late night traffic
- Trade Areas: All over USA

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Restaurants



choptsalad.com

- Concept: Fast-Casual Fresh Salad Restaurant "Better Tastes Better"
- Prototype: 2,000 - 3,000 SF, patio seating preferred
- Site Characteristics: grocery-anchored centers in upscale suburban communities, minimum of 25 feet of frontage required and minimum of 25 feet of frontage required
- Demos Preferred: dense office population, upscale residential communities, daily-use shopping centers, students and universities
- Trade Areas: Houston MSA

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mimiscafe.com

- Concept: French inspired restaurant serving breakfast, lunch, and dinner
- Prototype: 7,000 SF
- Site Characteristics: Dispositions
- Demos Preferred: 30,000+ daytime population in 3 miles
- Trade Area: Houston MSA

CONTACT
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rudyybbq.com

- Concept: Casual BBQ restaurant with country store ice house theme
- Prototype: 6,000 - 10,000 SF freestanding buildings with gas pumps
- Site Characteristics: Minimum 2 acre freeway sites - client will only purchase
- Preferred Demos: Middle class markets with high freeway traffic counts
- Trade Area: Houston MSA

CONTACT
Vaughan Ford
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captains.com

- Concept: fast casual seafood restaurant
- Prototype: 2,200 - 3,000 SF
- Site Characteristics: located on primary artery, going home side, great ingress/egress, high visibility, near destination retailers, zoned for drive-through window
- Demos Preferred: Minimum traffic count: 20,000 ADT, Population: 20,000 (within 1 mile), Median household income: \$40,000 - \$65,000, Employment base: 5,000 (1 mile)
- Trade Area: Houston & Austin

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- Concept: Casual upscale Japanese Restaurant & Sushi bar
- Prototype: +- 2,000 SF
- Site Characteristics: prefer higher end centers; end cap preferred but will go inline
- Trade Areas: Houston inner loop, Katy & Sugar Land

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Restaurants



maxswinedive.com

- Concept: Features Delicious "Gourmet Comfort Food" and Spectacular Wines From Around the World
- Prototype: 2,500 - 3,500 SF with at least 30' wide and 70' depth
- Site Characteristics: Downtown, freestanding or in-line
- Demos Preferred: High energy restaurant / bar submarket. degree of "funky" or "cool". Urban density preferred, multi-family and office daytime pop. Clients 28-55, High % female, educated with disposable income
- Trade Areas: National

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mcalistersdeli.com

- Concept: Gourmet Deli
- Prototype: 3,000 - 4,000 SF
- Site Characteristics: End cap, free standing
- Demos Preferred: 30,000+ daytime population in 3 miles, strong competitive sales volumes of other fast casual concept in the trade area
- Trade Area: Houston MSA

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Restaurants



ruthschris.com

- Concept: National Fine Dining Restaurant
- Prototype: 7,000 - 10,000 SF
- Site Characteristics: Easy to access and highly visible. Freestanding pads or end-cap locations in affluent communities with strong residential, hotel and office presence. Will consider ground floor of office buildings.
- Demos Preferred: Population of 100k + in a 5 mile radius. Prefers site locations that are easy to access and highly visible. Freestanding pads or end-cap locations in affluent communities with strong residential, hotel and office presence.
- Trade Areas: Nationwide

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The Colliers Difference

“It’s all about the experience”...this statement holds as much truth for your customer’s retail experience as it does for YOUR retail real estate experience. Colliers’ advisors know how to blend brand with bottom line and find unique opportunities for our clients.

THE OUTLOOK

A new pathway has been created where the physical store, mall, or lifestyle center is in third place, after home and work. Retail as entertainment is not new, but the pace of change and evolution of concepts are.

Colliers’ retail real estate advisors are professionals who specialize in integrating real estate solutions into a successful strategy. We know what it means to grow a business, to attract the best talent, and to balance the demands of the customer with the needs of the brand. Our global network, unsurpassed local knowledge, and proprietary research and analysis tools allow us to surpass expectations and be a valued partner, wherever this new path might lead.

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Accelerating success.