



# RAPPAPORT

means retail

Tenant Representation | Landlord Representation



## ➤ **Retail Real Estate Experts**

Rappaport provides the Washington, D.C. area with professional real estate services centered exclusively on the retail sector. Founded in 1984 by Gary D. Rappaport, Rappaport owns and develops shopping centers and provides leasing, tenant representation, property management, marketing, development, construction management, receivership services and consulting for retail space in shopping center and mixed-use properties throughout Washington, D.C., Maryland and Virginia.

## ➤ **Providing all Facets of Retail Leasing**

Rappaport provides all facets of retail leasing, including both Landlord and Tenant representation services for some of the mid-Atlantic region's most prominent developers and retailers.

Led by President Henry Fonvielle, the Rappaport leasing team includes the region's top experts in retail real estate with demonstrated success in all types of transactions across all retail property types, including urban storefronts, mixed-use, lifestyle, neighborhood, as well as development and redevelopment projects.



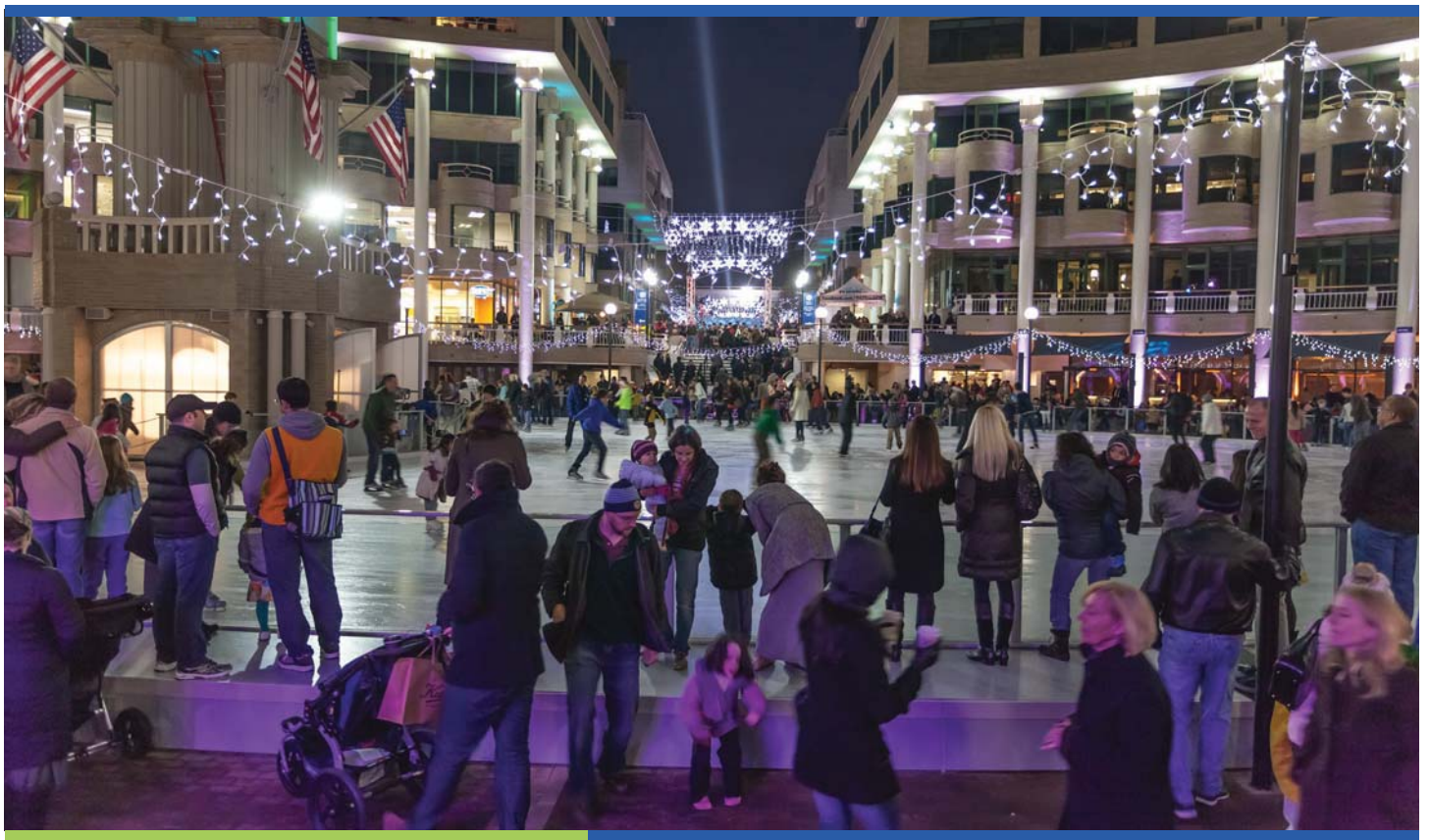
## ➤ **The Rappaport Team Advantage**

As a Rappaport client, the properties we market and the tenants we represent benefit from the reputation, vast market share, exposure and relationships Rappaport has established from more than 30 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 1,500 existing tenants and with multiple listings with the top real estate developers and landlords in the region. 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. Institute of Real Estate Management, Urban Land Institute and other local business organizations.

## ➤ **Comprehensive Marketing Strategy**

Marketing is provided by Rappaport's in-house staff and includes a comprehensive strategy designed to support all aspects of the brokerage service. We provide brochure and flyer production, project specific demographic reports, broadcast emails, direct mail, banners, signs and other customized strategies. We place print and online advertisements in publications such as The Washington Post, The Dealmakers, Washington Business Journal and Bisnow's Washington, D.C. Real Estate Newsletter and in other industry and local publications, as appropriate. We also provide market studies and presentation materials displaying custom maps and aerials illustrating target market and competition information.



We represent clients through exhibition at the International Council of Shopping Center's annual convention in Las Vegas and at regional shows in New York, Philadelphia and Washington, D.C. Our brokers also participate in deal making at shows in Richmond, Roanoke and Norfolk.

Our [www.rappaportco.com](http://www.rappaportco.com) website logs more than 25,000 unique visitors per month. It includes a searchable listing of retail space at all of the properties we lease with downloadable brochures, maps and demographic data. Properties are also listed on the [costar.com](http://costar.com) and [loopnet.com](http://loopnet.com) websites. Through [costar.com](http://costar.com), our brokers have access to information about available retail space available throughout the Washington, D.C. area.

### ▶ **Leading Edge Tools**

Our leasing team is equipped with access to some of the most comprehensive proprietary data available for the Washington, D.C., Maryland and Virginia retail market. Through the use of 3-G enabled iPads and our cloud-based Salesforce CRM, our brokers have immediate access to our entire leasing and brokerage portfolio and database of information about thousands of retailers, their sales volume, real estate transaction comps and competing retail centers. Through this integrated application, our team can easily compile void analysis reports illustrating retail uses and under-served uses for a particular center or trade area. In addition, this platform allows them to easily collaborate and track the status of all working deals.



➤ **Services: Landlord Representation Clients**

We provide landlord representation services for space in a variety of formats, including neighborhood, community and regional shopping centers, as well as urban and mixed-use developments. Some of our clients include:





➤ **Services: Tenant Representation**

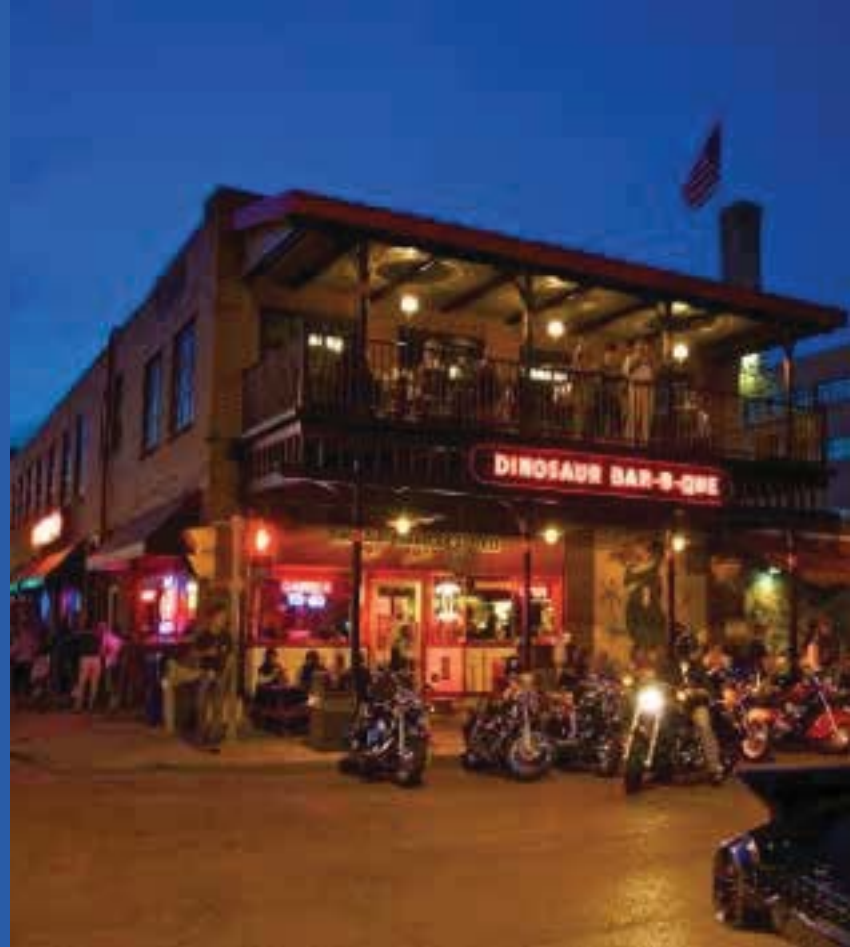
We represent a select group of regional and national retail tenants that include banking and financial institutions, restaurants, fashion retailers and cellular phone companies. Some of our clients include:



# RAPPAPORT

## RESTAURANT DEALS

Austin Grill  
Bailey's Pub and Grill  
Bastille  
Blackfinn Ameripub  
Blackwall Hitch  
Brio Tuscan Grill  
Buffalo Wild Wings  
Cafe Deluxe  
Charlie Changs  
Chili's  
China Chilcano  
Citrus  
Cities Restaurant and Lounge  
Dinosaur BBQ  
District Distillery  
Eatonville  
Eddie V's  
Elephant and Castle  
Fiola da Fabio Trobocchi  
Hops  
Il Mulino  
Jaleo  
Kellari Taverna  
King Street Blues  
Kobe Japanese Steakhouse  
Lincoln Restaurant  
Legal Seafood  
Longhorn Steakhouse  
Lost Dog Cafe  
Masa 14  
Matsutake Sushi & Steakhouse  
McCormick & Schmick's Seafood Restaurant  
Mio Restaurant



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## RESTAURANT DEALS CONTINUED

Morton's of Chicago  
Mr. Day's Sports Bar  
Neramitra Thai Cuisine  
Oceanaire Seafood Room  
Orange Anchor  
Oya Restaurant  
Oyamel  
Palette 22  
Rosa Mexicano  
Ruth's Chris Steakhosue  
SEI Restaurant  
Smokehouse Live  
Tadich Grill  
Ted's Montana Grill  
Texas De Brazil  
The Capital Grille  
Wagamamma  
World of Beer  
Zola Wine Kitchen





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## FAST CASUAL RESTAURANT DEALS

&Pizza

Bobbie's Burger Palace

Bon Chon

California Tortilla

Casey's Coffee

Cava Grill

Chop't

Chipotle

Cosi

Crumbs Bakeshop

Dunkin Donuts

Good Stuff Eatery

Jimmy Johns

Johnny Rockets

Natural Market

Paisano's

Panda Express

Panera Bread

Peet's Coffee & Tea

Potbelly Sandwich Shop

Qdoba

Starbucks

Spinfire

Subway

Sugar Shack



  
**GALLERY PLACE**

Washington, D.C.



# 2401



PENNSYLVANIA  
AVENUE

Washington, D.C.



LANDLORD REPRESENTATION



**DOCK 79**  
RIVERFRONT SE  
Washington, D.C.



# BELLE PRE

Alexandria, Virginia



# WALDORF MARKETPLACE

Waldorf, Maryland



# HERITAGE HUNT

Gainesville, Virginia



# CHEVY CHASE PAVILION

Washington, D.C.





# GALLERY COURT

Washington, D.C.





RETAILER REPRESENTATION







Peet's Coffee & Tea



RETAILER REPRESENTATION



RETAILER REPRESENTATION



**Henry Fonvielle** President



**Steve Carboni** VP of Portfolio Leasing



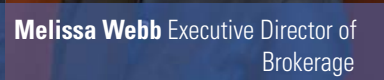
**Bill Dickinson** Executive Director of Brokerage



**Melissa Webb** Executive Director of Brokerage



**Michael Howard** Executive Director of Brokerage



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



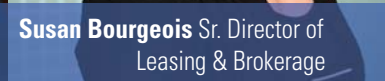
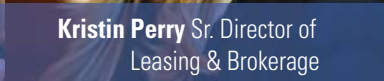
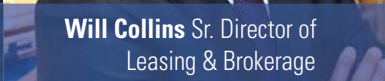
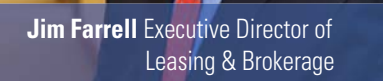
**Will Collins** Sr. Director of Leasing & Brokerage



**Kristin Perry** Sr. Director of Leasing & Brokerage



**Susan Bourgeois** Sr. Director of Leasing & Brokerage



**Pat O'Meara** Director of Brokerage



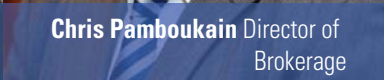
**Jason Yanushonis** Director of Brokerage



**Chris Pamboukain** Director of Brokerage



**Michael Kang** Sr. Brokerage Representative



**Alex Shiel** Leasing & Brokerage Representative



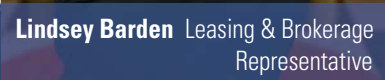
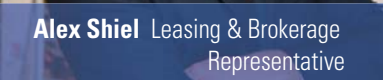
**Lindsey Barden** Leasing & Brokerage Representative



**Kyle Gamber** Brokerage Representative



**Christian Kingston** Leasing & Brokerage Representative



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8405 Greensboro Drive • **8th Floor** • McLean, Va 22102-5121 • (T) 571.382.1200 • (F) 571.382.1210 • [rappaportco.com](http://rappaportco.com)