

An aerial photograph of a city, likely Chicago, showing a dense urban landscape with a mix of residential and commercial buildings. A prominent highway runs diagonally across the lower left. The city skyline, including several tall skyscrapers, is visible in the background. A semi-transparent geometric overlay, consisting of several overlapping triangles in shades of blue and white, covers the right side and top of the image, creating a modern, architectural feel.

# LAND ADVISORY SERVICES

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Read King  
Commercial Real Estate



# READ KING LAND TEAM

The Read King Land Team provides both the track record and expertise to assist clients in executing all types of land transactions. With over 70 years of combined experience serving both sellers and buyers, the Read King Land Team provides their clients with a breadth of expertise across all sectors of commercial real estate that is unmatched throughout the industry. Our experience and relationships with developers and users in the retail, industrial, multi-family, and single family residential sectors makes the Read King Land Team not only a “one-stop shop” for our clients, but also enables us to be extremely effective in identifying the highest and best use of a given property.

## SERVICES

At Read King, we handle all types of commercial real estate needs. We have worked with some of the biggest names in the retail and restaurant industry. Our experience and expertise applies to all of the services we offer, including tenant representation, disposition, property management, build-to-suit developments and 3rd party leasing.

### LAND SERVICES

- Buyer Representation
- Listing Representation
- Assemblage
- Site Selection and Analysis
- Analysis to Identify Highest and Best Use of Existing Tracts
- Void Traffic & Location Analysis
- Custom Mapping

### LISTING SERVICES

Owner representation is a primary focus of our business. We only accept listing assignments where we genuinely believe we can provide value for the owners and help them realize their goals. Property owners engage us to sell their property because of our ability to maximize the value of their asset. Through a comprehensive and proactive marketing approach with each property, our team successfully secures the most qualified buyers at optimum sales prices.

### BUYER REPRESENTATION

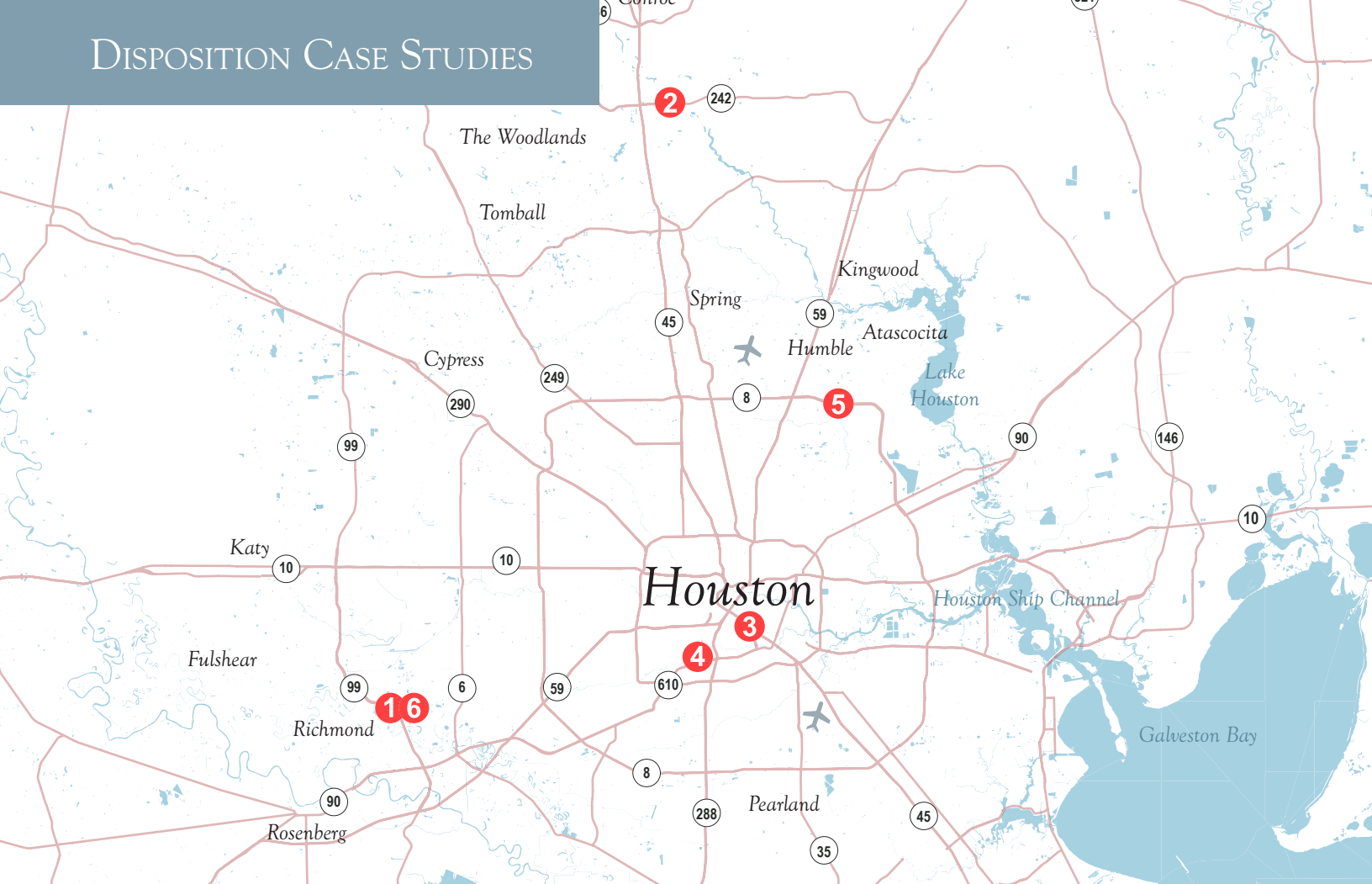
Our superior knowledge of the real estate market coupled with our vast relationships within the commercial real estate community is what drives our Buyer Representation business. At Read King, we lead our clients through the entire acquisition process. This includes identifying the right trade areas, site selection within the trade area, and negotiation of the purchase agreement. Our unmatched knowledge of the market, commitment to providing best-in-class service, and emphasis on understanding our clients and their needs, ensures quality results.

### CLIENT REPRESENTATION





DISPOSITION CASE STUDIES



BEFORE



3. EADO: SCOTT ST + PEASE AVE | Assemblage - Inner Loop



5. HUMBLE: BELTWAY 8 + WILSON RD | Raw Land - Outer Loop

AFTER



State of the Art HISD High School for Law and Justice



Park Lakes Master Planned Community: 3,700 unit master planned community + retail development anchored by a 204,000 SF Walmart

BEFORE



1. RICHMOND: GRAND PARKWAY + SH 99 | Raw Land



2. THE WOODLANDS: HWY 242 & HARPER'S TRACE | Raw Land

AFTER



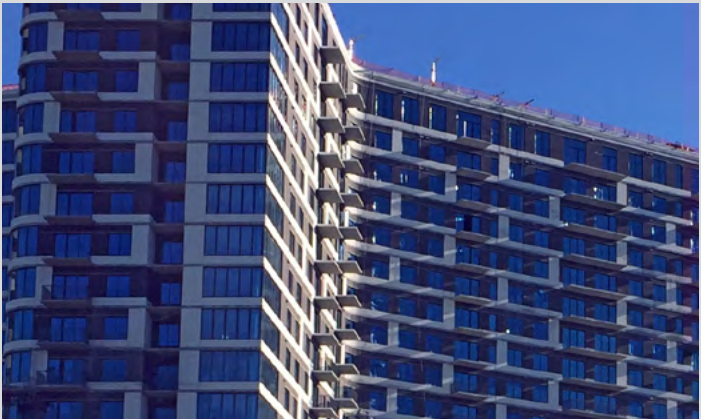
134 Acre retail development anchored by At Home, Academy Sports + Outdoors, LA Fitness and Studio Movie Grill



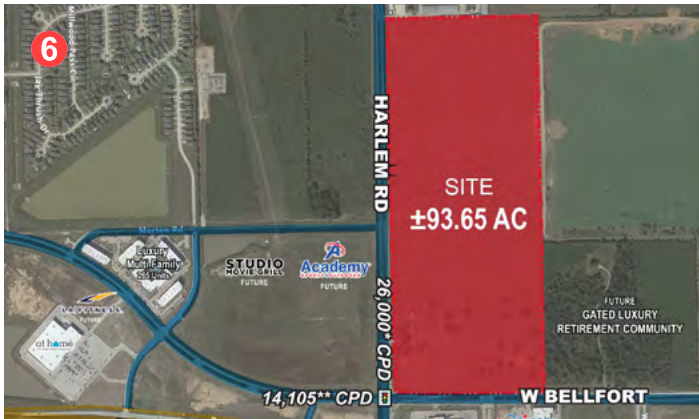
H-E-B anchored retail center



4. THE TEXAS MEDICAL CENTER: CAMBRIDGE AT HOLCOMBE | Raw Land - Inner Loop



Triple-Winged 21-Story Millennium Med Center Apartment Tower located near the Texas Medical Center



6. RICHMOND: W. BELLFORT RD & HARLEM: ±94 ACRES | Raw Land



850,000 SF Amazon Fulfillment Center





*Our Read King team has over completed over 1,400 transactions valued at approximately \$1.3 billion*





TONY PATRONELLA  
Vice President - Brokerage

Tony Patronella joined Read King in 2011 to enhance and expand the land brokerage capabilities of the company. As a dedicated land broker with over 40 years of experience serving both buyers and sellers, Tony has a proven track record of tirelessly providing his clients with best-in-class service throughout the entire transactional process.

Tony provides his clients and the Read King Land Advisory team with the insight, experience, and judgement that only a veteran broker can. Throughout the course of his career, he has facilitated over \$1 billion in transactions with a wide range of clients including numerous regional and national multi-family developers, industrial users and developers, retail developers, single-family residential developers and government agencies.



JEANIE GIBBS, CCIM  
Vice President - Brokerage

Jeanie Gibbs is a motivated, experienced, and diligent broker who has expert market knowledge in the Houston area and works throughout Texas. Jeanie provides services in land disposition and acquisition in all phases of the land-use lifecycle. Her established relationships with landowners, lenders, investors, developers, and builders have benefited both buyers and sellers. She guides her clients through the complexities of the transaction and ultimately creates a strategy to maximize value. Jeanie has access to customized land research tools and a land buying network second to none. Her acquisition and disposition experience covers all types of land uses such as retail, medical, industrial, office, single family, multi-family, build to rent and rural investments.

Jeanie is a lifelong resident of Texas. She received her undergraduate degree from the University of Texas at Austin and her graduate degree at the University of Houston. Jeanie is active in the community and has volunteered at the Houston Women's Center, Houston SPCA, head the mentorship committee for CCIM and is currently on the board of Girls Inc. of Houston.



ERIN DYER  
Vice President - Brokerage

Erin Dyer has been an active commercial real estate broker in Houston since 2006. She has extensive experience in development, dispositions, and tenant and landlord representation.

Prior to joining Read King, Erin worked for Houston developer Lovett Commercial, where she was responsible for all leasing activities across their 1.5 million sf retail portfolio, which included suburban grocery anchored projects along with boutique adaptive re-use developments. She also brings valuable experience from the tenant side of the business, having served as a top producing Real Estate Manager for McDonald's.

Erin has a special passion for her work in the urban core of Houston, where she has helped clients navigate the challenges of redevelopment, leasing, site selection, and disposition in dense infill markets.

Erin graduated from the University of Texas at Austin, is an active member of ICSC, and serves on the Board of Directors for the Juvenile Diabetes Research Foundation.



BRITTANY PERNELL  
Transaction Coordinator

As Transaction Coordinator, Brittany is responsible for drafting lease documentation and contracts, in addition to sourcing and analyzing market data. Further, she supports a team that specializes in retail project leasing and tenant representation, as well as land dispositions and acquisitions.

Brittany is a native of Mississippi, and received her bachelor's degree from Mississippi State University. Shortly after graduating she moved to Chicago, where she began her career in commercial real estate. Prior to joining Read King, Brittany worked with a national brokerage firm, where she was responsible for leasing 300,000+ SF of office and retail space in Houston's Downtown and Midtown submarkets.

Brittany has her real estate license in Texas, and was previously licensed in Illinois. She is also a member of ICSC and CREMM.



# LAND ADVISORY SERVICES

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