

READ KING • SERVICES



713.782.9000

Read King
Commercial Real Estate

www.read-king.com

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About Read King

Read King is a leading full-service commercial real estate firm serving landlords, retailers, restaurateurs, health care providers, and developers from across the nation. Founded by Jeff Read and Ewing King more than 30 years ago, the firm's expertise includes investment and development strategies, shopping center and build-to-suit development, leasing, tenant representation, property management, land sales and dispositions. Read King has developed over 3.5 Million square feet of Class A retail space in the Greater Houston area for clients such as Whole Foods, Walmart, Kroger, HEB, Academy, JC Penney, Staples, Petco, and Dollar Tree.

DEVELOPING EXPERIENCES.

BUILDING COMMUNITIES.

ENRICHING LIVES.

Our strategy, size, growth and culture are deliberate. The founders give their direct attention to the integrity of the customer experience, as well as the well-being and productivity of their experienced and dedicated team members. We also seek to continually give back to and enhance the communities in which we operate. This responsive attitude and execution has resulted in hundreds of referrals and dozens of repeat assignments in all sectors of the market from across the United States.

Full scope of services include:

BROKERAGE

- Third Party Leasing
- Tenant Representation
- Land Sales
- Disposition
- Specialty Leasing

PROPERTY MANAGEMENT

- Lease and Contract Administration
- Building and Site Maintenance
- Site Security
- Accounting and Finance
- Protest Tax Evaluation
- Expense Control

DEVELOPMENT

- Build-To-Suit
- Tenant Coordination
- Project Management
- Design Service

Our Team



Jeff Read



Ewing King



Charles Scoville



Blake Allen



Nancy Santana



Cort King



Ryan Orr



Sarah Dodds



Alissa Benvegna



Anita Jain



Ann Cleator



Austin Read



Brittany Pernell



Chelsea White



Daniella Mayorga



David Lecky



Emina Okic



Erin Dyer



Fathia Dabbs



Grant Allen



Jeanie Gibbs, CCIM



Jeffrey P. Fultz, Jr.



Johanna Jefferson



Lane Pleason



Macy Hunsaker



Matt McKinney



Nadid Falfan



Palmer Wilson



Rebecca Sears



Terri Nixon



Tony Patronella



Travis Read



Yrene Dominguez



Brokerage

THIRD PARTY LEASING

Project leasing is a primary focus of our business. As Developers and Owners ourselves, we approach every assignment as if it was our own.

Property owners engage us to lease their projects because of our ability to maximize the value of their assets. Through a comprehensive and proactive marketing approach with each asset, our team successfully secures the most qualified tenants at optimum rental rates, with a focus on the long term value of the asset.



TENANT REPRESENTATION

Our strategy related to site selection for our clientele involves a comprehensive approach to market development with the goal of maximizing total sales and minimizing impact on existing stores. We have handled assignments ranging in scale from a local credit, single location to a major market rollout in seven states totaling 165 stores. Read King is committed to procuring and maintaining all the latest software and tools to make certain that our clients have the most current and accurate information.

LAND SALES

The land sales group at Read King provides both the track record and expertise to execute the sale of all types of land sales. Our market knowledge combined with our commitment to maintaining relationships with an expansive collection of buyers achieves premium pricing.

DISPOSITION

Our skilled team understands how to create value in the disposition of non-performing, under performing, or surplus estate assets. Our range of services includes sales, sale/lease backs, leases, and sub-leases. We will negotiate and restructure any transaction to maximize the client's income stream. Read King has been the Houston Affiliate for Excess Space.



SPECIALTY LEASING

Specialty Leasing requires a targeted and deliberate marketing process in order to achieve the goals set to honor and embrace the scope and identity of the total project.

Read King applies a fresh approach to every specialty leasing assignment, carefully consulting with and advising the client on an overall real estate strategy crafted to develop a mutually agreed upon merchandising plan for the project. This plan, once meticulously developed, is implemented with the intent to create maximum value, attract suitable tenants and maintain long lasting appeal for the project. With an unparalleled understanding of specialty, amenity driven, retail real estate, Read King's specialty leasing team has the ability to think creatively, develop a plan to create an amenity to the surrounding project and work to execute and maintain a long term successful tenant mix.



STATE-OF-THE-ART CAMPUS

Innovative and unprecedented: a world-class environment for up to 10,000 employees and a business destination for hundreds of daily visitors from around the world. The Mercantile is a distinct retail opportunity, featuring 15 shops offering specialty goods, daily needs and services showcased within the pedestrian friendly ExxonMobil campus.



GABLES TANGLEWOOD

Gables Tanglewood, ideally situated in the prestigious Galleria area, is an 8-story, mixed-use development, offering 22,000 SF of boutique retail designed to "activate the street scene of this upscale urban development." Read

King was engaged to market and work with prospects to create a tenant mix that will feature a high level of unique and specialty retailers with a focused emphasis on Houston based concepts to be supported by the bustling Galleria/Uptown area shopping, entertainment, businesses and residences.



919 MILAM

919 MILAM

This historic, 24 story, 543,000 SF multi-tenant office building is located at the epicenter of Downtown Houston and offers pedestrian tunnel and street level retail and restaurants.



BOARDWALK AT TOWNE LAKE

Named 2012 GHBA Master-Planned Community of the Year, Towne Lake was commended for "its design, amenities, landscaping, quality builders, number of homes sold, and its focus on keeping its community connected by water." Situated on the 4th largest lake in greater Houston area designed specifically for motorized boating and recreational activity, Towne Lake will offer waterside restaurants and retail. Leasing efforts include specialized boat tours with distinctive chef driven concepts and boutique retailers that will thrive in this densely populated, suburban, lake front community. Located in northwest Houston, Towne Lake has projected a final build out of 3,000 homes and will offer 50,000 SF of retail.





Creating value with passion

Let us review your property operating costs to demonstrate how Read King can generate significant savings.

Property Management

At Read King we believe property management begins with strong relationships. Relationships with the owner, tenant and service providers are all essential to the success of a shopping center. With Read King, you will not just get a “property manager” that comes and goes within a company, but a “partner” that will work diligently to maximize the value of your real estate investments on an ongoing basis.

OUR APPROACH

Read King is among the top property management firms focused on retail shopping centers throughout Greater Houston. With over 30 years of experience as a shopping center developer and owner operator, our property management philosophy and methods reflect our unique understanding of landlord expectations and tenant needs.

Our goal is that you maximize your return on investment through Read King's daily attention to the details of operating your center. The ultimate measure of our success is to earn the management contract for the life of your property. You can be assured that we combine property management best practice with the highest standards of professionalism and integrity.

OUR REACH

Read King employs a full staff of qualified professionals with local, regional and national expertise. We have the capacity to manage any size portfolio across the state of Texas, no matter how large or small. Our firm's expertise includes over seven million square feet of shopping center management with dozens of grocery and big box anchors across our portfolio.

KEY POINTS OF SERVICE

At Read King, our key points of service help real estate owners reduce their operating costs and enhance property values - all while maintaining a first class environment for tenants.

Our expertise in tenant satisfaction and retention, security, budgeting, expense control and center maintenance helps you provide tenants a place in which they are proud to do business.

Integrating responsibility into every phase of our process

Customize the level of service to fit your needs.

- ▶ Accounting & Finance
- ▶ Lease & Contract Administration
- ▶ Budget & Reconciliation Management
- ▶ Center Maintenance
- ▶ Manage Tenant Relationships
- ▶ Reporting to Owner



photograph: Ryan Gobuty



Development Services

Since 1994, Read King has developed over 3.5 million square feet of retail, office, and mixed-use projects with such anchor tenants as H-E-B, Walmart, Whole Foods Market, JC Penne, Acadmeny, LA Fitness, Star Cinema, and Aldi. Our experienced team of professionals can develop and manage a project of any size, scope, and complexity.

From site selection, land planning, financing, design, construction supervision, and tenant coordination, Read King offers the complete development package. Employing our expertise, we are committed to building projects that are sustainably optimize the attributes of the asset, benefit the surrounding community, and exceed stakeholders' expectations.

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