MILLER WALKER Retail Real Estate is the Washington, DC Metropolitan Area’s premier retail and restaurant brokerage firm, representing both landlords and tenants in Washington DC, Maryland and Virginia.

MILLER WALKER specializes in leasing retail and restaurant space in trophy class assets in downtown Washington, DC. Formed by award-winning retail real estate professionals Bill Miller and Alex Walker, the firm has nearly a half century of experience in handling hundreds of restaurant and retail transactions.
NOTABLE CHEF-DRIVEN TRANSACTIONS

DUKE'S GROCERY
Multiple Locations
Washington, DC
Represented Tenant

MIRABELLE
CHEF FRANK RUTA
Mirabelle
500 15th St NW
Washington, DC
Represented Tenant

NOSTOS
CHEF PETER PAGONIS
Nostos
8100 Bronte Blvd
Vienna, VA
Represented Landlord

SUSHI GAKYU
CHEF YOSHI OTA
Sushi Gakyu
1420 New York Ave NW
Washington, DC
Represented Landlord

SILVER
CHEF MICHEL RICHARD
Silver
DC, MD, VA
Multiple Locations
Represented Tenant

CENTRAL
CHEF RUTH GRESSER
Central
Multiple Locations
DC Metro Area
Represented Tenant

FANCY RADISH
CHEF ROBERTO DONNA
Al Dente
3201 New Mexico Ave NW
Washington, DC
Represented Tenant

CHEF AUSTIN FAUSETT
Proof
701 8th Street
Washington, DC
Represented Tenant

CHEF VITTORIO TESTA
Ristorante La Perla
2600 Pennsylvania Ave NW
Washington, DC
Represented Landlord

CHEF VIKRAM SUNDARAM
Bindaas
2800 Pennsylvania Ave NW
Washington, DC
Represented Landlord

CHEF RICH LANDAU
And
CHEF KATE JACOBY
Fancy Radish
The Apollo at 800 H Street NE
Washington, DC
Represented Tenant

CHEF ILHAN ERKEK
Ottoman Taverna
425 1st Street, NW
Washington, DC
Represented Landlord

CHEF BOB KINKEAD
Kinkead's Brasserie
2800 Pennsylvania Ave NW
Washington, DC
Represented Tenant

CHEF RIS LACOSTE
Ris
The Ritz West End
Washington, DC
Represented Tenant
NOTABLE FAST-CASUAL TRANSACTIONS

- Starbucks
  1401 New York Avenue, DC
  The Canopy - Crystal City
  Washington Harbour
  Represented Landlord

- Shake Shack
  50 M Street, SE
  Washington, DC
  Represented Landlord

- Pret A Manger
  1275 Pennsylvania Ave, NW
  Washington, DC
  Represented Landlord

- Peet's Coffee & Tea
  1001 Pennsylvania Ave, NW
  Washington, DC
  Represented Landlord

- Buredo
  1211 Connecticut Ave, NW
  Washington, DC
  Represented Landlord

- Cava
  50 M Street, SE
  Washington, DC 20003
  Represented Landlord

- Tropical Smoothie Cafe
  Multiple Locations
  DC, MD, VA
  Represented Tenant

- Sweet Leaf
  Columbia Center
  Washington, DC
  Represented Tenant

- Munchiez
  1317 Connecticut Avenue, NW
  Washington, DC
  Represented Landlord

- Luke's Lobster
  800 17th Street, NW
  Washington, DC
  Represented Landlord

- Honeyfish Poke
  Multiple Locations
  Represented Tenant

- Compass Coffee
  800 17th Street, NW
  Washington, DC
  Represented Landlord
NOTABLE RETAIL & ENTERTAINMENT TRANSACTIONS

AMC THEATRES
Multiple Locations
DC, MD, VA
Represented Tenant

BACH TO ROCK
Multiple Locations
MD & VA
Represented Tenant

PAPYRUS
555 13th Street
Washington, DC
Represented Landlord

HINCKLEY POTTERY
3132 Blue Jay Alley
Washington, DC
Represented Tenant

MARINE LAYER
3242 M Street NW
Washington, DC 20007
Represented Landlord

JONATHAN ADLER
1267 Wisconsin Ave NW
Washington, DC
Represented Tenant

SPIN PING PONG
National Press Building
Washington, DC
Represented Landlord

BUSY BEES
DC, MD, VA
Multiple Locations
Represented Tenant

ARTECHouse
The Peralis
Washington, DC
Represented Tenant

LITTLE BIRDIES
1326 Wisconsin Avenue
Washington, DC
Represented Landlord

SUITSupply
The Four Seasons
Washington, DC
Represented Tenant

J. MCLAUGHLIN
3278 M Street NW
Washington, DC
Represented Tenant

PILLAR & POST
1647 Wisconsin Avenue, NW
Washington, DC
Represented Tenant

DRAFTHOUSE COMEDY
1100 13th Street
Washington, DC
Represented Landlord

ORVIS
7000 Wisconsin Ave
Bethesda, MD
Represented Landlord
NOTABLE FITNESS & SERVICE TRANSACTIONS

- EAGLE BANK
  - Waterview
  - Rosslyn, VA
  - Represented Landlord

- ORANGETHEORY FITNESS
  - 425 E St, NW
  - 1101 14th St, NW
  - Washington, DC
  - Represented Landlord

- HSBC BANK
  - 1401 I St, NW
  - Washington, DC
  - Represented Landlord

- VERVE FITNESS
  - Rosslyn Plaza
  - Arlington, VA
  - Represented Tenant

- CAPITAL ONE BANK
  - 1900 M Street, NW
  - Washington, DC
  - Represented Landlord

- BARRE 3
  - Multiple Locations
  - DC Metro Area
  - Represented Tenant

- MADABOLIC
  - Multiple Locations
  - DC, VA
  - Represented Tenant

- NEIGHBORHOOD BARRE
  - The Beacons Clarendon
  - Arlington, VA
  - Represented Tenant

- SOULEX
  - 1010 Massachusetts Ave
  - Washington, DC
  - Represented Landlord

- VIDA FITNESS
  - The Highlands - West Rosslyn
  - Arlington, VA
  - Represented Landlord

- SALONS BY JC
  - Ballston Gateway
  - Arlington, VA
  - Represented Landlord

- CHASE BANK
  - 1401 New York Avenue, NW
  - Washington, DC
  - Represented Landlord

- KINDERCARE
  - The Watergate
  - Washington, DC
  - Represented Landlord
Our firm hosts **www.MILLERWALKER.com**, a fully integrated website that hosts all of the information related to the property for brokers and tenants to review and use as reference.
CUSTOMIZED MARKETING CAMPAIGNS
With Over 7,000 Contacts In Our Database, We Customize And Create Marketing Campaigns To Target Appropriate Prospects
CUSTOMIZED MARKETING CAMPAIGNS
With Over 7,000 Contacts In Our Database, We Customize And Create Marketing Campaigns To Target Appropriate Prospects
BROCHURES
Specifically created to market the property and use in e-marketing, on tours, at trade-shows and presentations.

TRADE-SHOW AND NETWORKING
We attend all of the relevant ICSC conferences, as well as industry trade-shows, events and Business Improvement District summits.

COSTAR
All of the information will be listed, updated, and maintained in CoStar.

LEASING SIGN DESIGN
We will work with the ownership to design and implement attractive leasing signs.
The neighborhood needs more restaurants, Robinson said. “NoMa is a good spot where we’ve got a good balance of mixed use between commercial, office, and as well as residential use that can help balance a restaurant and give it a lot of potential to appeal to.”

Mill Indian Food Bar opened next to the Metro station in 2014, across First Avenue from the Union Station, and closed a couple of months ago. Papadopoulos Properties president Tom Papadopoulos, who has been the space, said he signed a lease to open the new restaurant with another fast-casual concept. His firm is also marketing the 33,000 square foot space in the Hilton Garden Inn where Watermark recently closed.

WASHINGTONIAN

FOOD & RESTAURANT NEWS

BEST BITES

New Restaurant Alert: Another Kitchen for Roberto Donnavito-Osteria
Restaurant in D.C. is expected to open in Mount Vernon Square.
By Allison Spiegel

The struggles faced by NoMa’s first wave of restaurants could be a sign that the neighborhood won’t be ready yet, Miller Walker Retail principal Bill Miller said: “If you push something into a market before it’s ready, you’re worse off than if you didn’t do it at all.” Miller said: “If you have a restaurant that opens and then all the guys in the restaurant business are like ‘well let’s pretty good, but how do we make it work?’”

Some attribute NoMa’s restaurant void to how recently the neighborhood was sprouting up, with the office momentum coming in the last decade and asset prices of residential growth within the last five years.

“When the buildings that were built in that wave of construction were built, didn’t build restaurant space. Very hard to go back and retrofit,” Miller said.

The Fast Casual Battle

Will there be the next Chipotle? Could Chipotle be the next Chipotle? Why we write Chipotle enough times, will we get a free burrito? Two retail experts talk us on the connection between quick-service food and something better than ever.

Worker Retail Real Estate principals Bill Miller and Alex Constandinopoulos (snapped yesterday in their Georgetown offices) have us last all chains are getting more sophisticated, raising the bar for concept that will catch on. According to Bill, the trend stems from the busy lifestyle of D.C.’s working crowd. “As a lifestyle of food we buy, it’s more prepared food than food we eat at home,” he says. And within the last casual sector, “it’s looking for really high-quality food that is interesting.” Bill

2014 and Theatres Plans Expansion in D.C. Market

I wrote a few weeks about Market Continental plans to bring its quality, Midwestern-oriented menu to D.C., and then appeared the information that the chain is actually considering expansion into the region.

Market Continental is one of two national chains operating either through a franchise or a development of an existing theater or new construction, according to Bill Miller of Miller Walker, who is helping Market Continental. The company is primarily interested in theaters in less than 1,000 miles from another Market Continental location.

I was told by a spokesperson for Market Continental that they are interested in looking at theaters in the D.C. market, but no specific locations have been identified yet. Miller said he was not aware of any specific talk about a D.C. market expansion. The announcement has not been confirmed by Market Continental.

The company has been in a couple of theaters on the East Coast, but no specific locations have been identified yet. Miller said he was not aware of any specific talk about a D.C. market expansion. The announcement has not been confirmed by Market Continental.

The company has been in a couple of theaters on the East Coast, but no specific locations have been identified yet. Miller said he was not aware of any specific talk about a D.C. market expansion. The announcement has not been confirmed by Market Continental.
What Happened to Crumbs?

Not so long ago, Crumbs Bake Shop was one of the fast-rising bakeries in DC. Today, all five locations have closed. We caught up with two local real estate experts to hear three investors' views.

1. Retail Rents are Going Up

There's a little bubble building for rent in DC, says Bill Miller, who heads up Miller Walker Retail Real Estate. Along with partner Alex Walker (snapped near the Georgetown office yesterday). Since some landlords are demanding $500 SF or more in retail, competitors are expecting the same, putting pressure on tenants to reach somewhat sales goals to justify the high rents and stay in business. Crumbs, which filed for Chapter 7 bankruptcy and immediately shuttered its 15 locations nationwide, may have fallen victim to the rent rise, since its sales were known to be less than stellar and it sealed small, highly visible locations in major markets.

2. Customers are Getting Smarter

Here's Crumbs new Shuttered 19th and L location, which we snapped yesterday. When Crumbs first got its lease in DC, the space was competitive in the bakery goods space wasn’t nearly as strong as today. As the market expanded, Crumbs was able to add more locations and increase its footprint. However, since Crumbs has only one location, the market has been difficult for them to keep.

3. Customer Experience

Competitors of Crumbs have been able to offer visitors a unique experience, yet they're getting less. As more people discover the joy of baking, the demand for Crumbs has increased. However, Crumbs has been unable to keep up with the competition and has had to shut down its locations. R

Capital Fringe inks deal for new Northeast headquarters

James E. Miller III (center), president of Miller Walker Retail Real Estate and co-founder of Alex Walker, right, are looking to embolden RTC's headquarters.

Miller Walker Does G‘Town

George Washington Park has provided countless Washingtonians retail therapy. And it may now satisfy the city’s foodie community as Miller Walker Retail Real Estate works on filling 4,500 SF of retail and restaurant space. Principal and co-founder Bill Miller says the location is ideal for restaurants that have a 14th Street vibe—chef-driven with active bar areas. Georgetown Park, which opened on M Street in 1971, is a DC landmark. Bill, front row left, and firm co-founder Alex Walker, right, are looking to embolden RTC in the back. In the back are Jack Staggs and Cornman McCarthy.

Ri Ra Heads Inside the District

As if we didn’t have enough Georgetown coverage for you today: Miller Walker Retail Real Estate principals Bill Miller and Alex Walker announced they have acquired a 5,500 SF deal with Fish pub Ri Ra at 313-315 14th Street. Bill tells us Ri Ra hopes to infuse the space with a selection of fish from Ireland. The building (which was renovated last year) has been vacant since October, when the restaurant and wine shop moved out. The building is, of course, zoned "funny name."
Bill Miller

For over 30 years, Bill has been providing both landlord and tenant representation services for restaurants and retail operations in the Washington, DC Metropolitan Area and is considered an expert in his field. Prior to forming MILLER WALKER with Alex Walker, Bill was Director of Retail Leasing for the Mid-Atlantic region at Transwestern. Bill has consistently been named a CoStar Power Broker, and received numerous Top Producer awards while at Transwestern. In 2009, Bill represented the Tenant in the Washington Business Journal’s Best Retail Deal of the Year.

Bill is a columnist for Food Service Monthly, is quoted regularly in The Washington Post, Washington Business Journal, and many other area publications. He has also served as moderator for several events including the France Publications Retail Summit. Bill received a Bachelor’s Degree in Hospitality Management from Pennsylvania State University, and has several years of experience in restaurant consulting, management, as well as in teaching hospitality management prior to becoming a commercial real estate broker.

Phone: 202.333.0339
Email: bill@millerwalker.com
Alex Walker

Prior to forming MILLER WALKER with Bill Miller, Alex was Vice President of the Retail Services Group at Transwestern, where he worked for over 8 years. Alex has been providing both landlord and tenant representation services for restaurants and retail operations in the Washington, DC Metropolitan Area for over 15 years.

In 2006, Alex was awarded Transwestern’s Rising Star Award for the Mid-Atlantic Region and in 2009, he represented the Tenant in the Washington Business Journal’s Best Retail Deal of the Year. Alex has also consistently been named a CoStar Power Broker and in 2013, Alex was named one of the 35 Under 35 in Washington, DC Commercial Real Estate by Bisnow.

Alex is a fifth generation Washingtonian who attended Landon School for Lower and Middle School; Institut Le Rosey – an international boarding school in Switzerland for High School, and then Lafayette College, from which he graduated with a Bachelor of Arts Degree in Government & Law and English.

Phone: 202.333.0079
Email: alex@millerwalker.com
Connor McCarthy

Connor joined MILLER WALKER Retail Real Estate in 2015. He was previously with Gonzaga College High School (his Alma Mater) for 8 years in their Development Office as an Associate Director of Public Relations, Director of Alumni Relations and Major Gifts Officer. Connor was concurrently an Assistant Coach of Gonzaga’s Varsity Lacrosse Team during his tenure with the Development Office.

Connor, a fourth generation Washingtonian, was born and raised in the D.C. area. He graduated from Lehigh University in 2006 with a Bachelor’s of Arts Degree and was also a member of Lehigh’s Varsity Lacrosse Team.

Connor works closely with Bill Miller and Alex Walker on all aspects of retail leasing. He is a member of ICSC and is currently licensed in Washington, DC, Virginia and Maryland.

Phone: 202.333.0442
Email: connor@millerwalker.com