# MILLER WALKER RETAIL REAL ESTATE

THE DC METRO AREA'S PREMIER RETAIL & RESTAURANT BROKERAGE FIRM REPRESENTING LANDLORDS & TENANTS IN DC, MARYLAND AND VIRGINIA

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Manulife Investment Management

















BEACON CAPITAL PARTNERS





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# **NOTABLE RESTAURANT GROUP TRANSACTIONS**





JOE'S SEAFOOD, PRIME STEAK & **STONE CRAB** & STONE CRAB<sup>®</sup> 740 15th St NW Washington, DC **Represented Landlord** 







PROPER 21 2033 K Street Washington, DC **Represented Landlord** 















CityCenter Washington, DC **Represented Tenant** 



### **CLUBHOUSE**

Georgetown Park Washington, DC **Represented Landlord** 







RANIA 1001 Pennsylvania Ave NW Washington, DC **Represented Landlord** 

BRASSERIE BERT



BLT STEAK 1625 I St NW Washington, DC **Represented Landlord** 







2020 K St NW Washington, DC **Represented Tenant** 



# **NOTABLE CHEF-DRIVEN TRANSACTIONS**







#### **GOGI YOGI** The Shay - Shaw Washington, DC **Represented Tenant**





CHEF RUTH GRESSER PIZZERIA PARADISO Multiple Locations DC Metro Area **Represented Tenant** 



CHEF ROBERTO DONNA AL DENTE 3201 New Mexico Ave NW Washington, DC **Represented Tenant** 





**CHEF RICH LANDAU** AND CHEF KATE JACOBY FANCY RADISH The Apollo at 600 H Street NE Washington, DC **Represented Tenant** 





CHEF PETER PAGONIS Nostos 8100 Boone Blvd Vienna, VA **Represented Landlord** 















**MENOMALE** The Belgard - NoMa Washington, DC Represented Landlord









# **NOTABLE FAST-CASUAL TRANSACTIONS**



**STARBUCKS** 1401 New York Avenue, DC The Concord - Crystal City Washington Harbour **Represented Landlord** 



**GREGORYS COFFEE** 1101 Connecticut Ave NW Washington, DC Represented Landlord







TATTE 1301 Connecticut Avenue, NW Washington, DC Represented Landlord





P.F. CHANG'S TO GO







PAUL BAKERY Multiple Locations DC, MD, VA MAISON DE QUALITÉ **Represented Tenant** FONDÉE EN 1889









MUNCHEEZ LEBANESE FOOD . ETC







### **NOTABLE RETAIL & ENTERTAINMENT TRANSACTIONS**





**BACH TO ROCK Multiple Locations** MD & VA **Represented Tenant** 









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





BOOK ARTS BOOK ARTS Bookbinding & Press Liberty Plaza, DC Represented Tenant



**HINCKLEY POTTERY** 3132 Blues Alley Washington, DC Represented Tenant









**ARTECHOUSE** The Portals Washington, DC **Represented Tenant** 







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







# **NOTABLE FITNESS & SERVICE TRANSACTIONS**













**VERVE FITNESS** 







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





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





















# **MATTERPORT 3D VIRTUAL TOURS**

We provide a Matterport 3D virtual tour for each property. Matterport is a three-dimensional camera system that creates a realistic, fully immersive rendering of your location for prospective tenants.

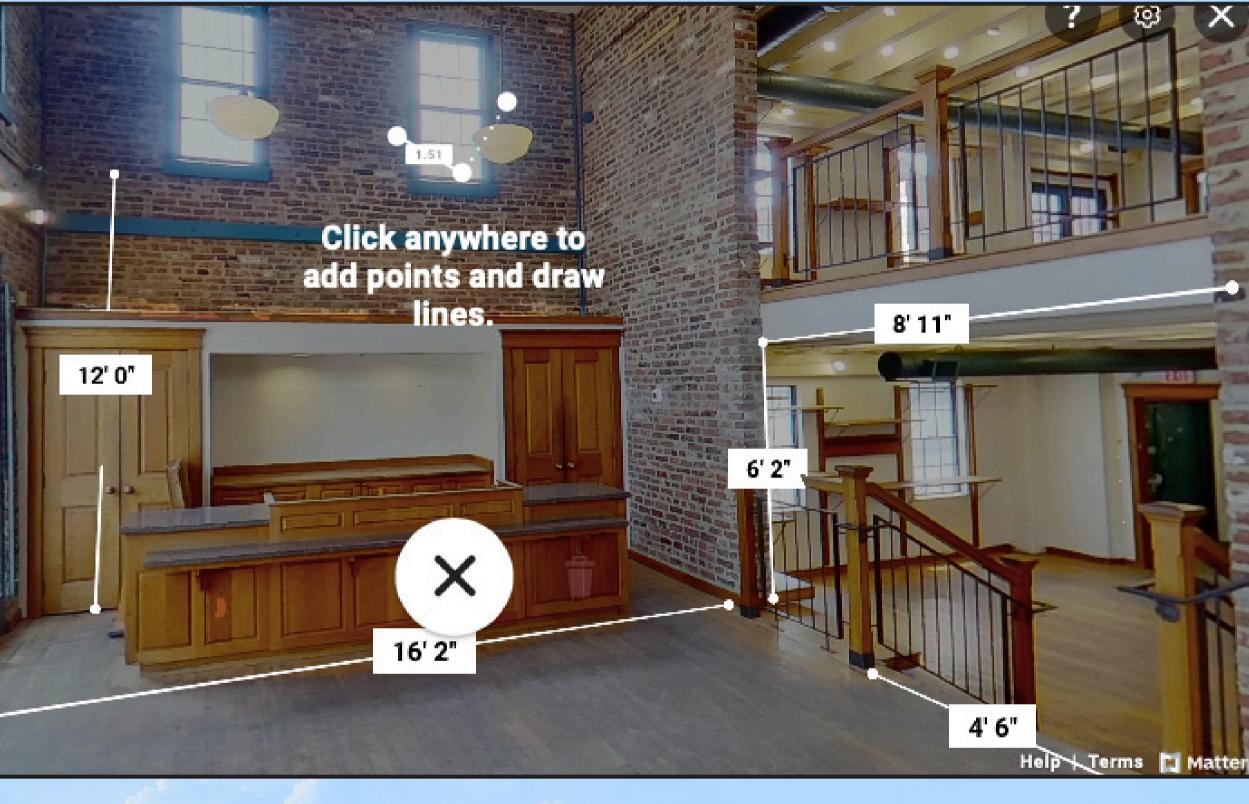
Potential tenants and brokers can walk through the property, explore a variety of viewpoints, and even take measurements.

With Matterport, we create a dollhouse view, floor plans, and feature it in all of our marketing.

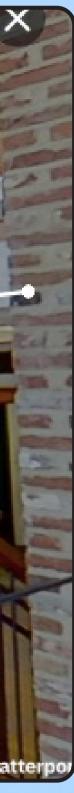












### **TOP RANKED WEBSITE**

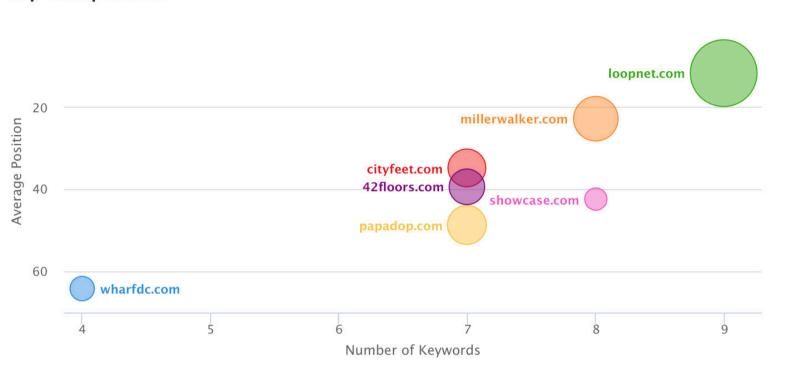
Google ranks millerwalker.com in the top 2 websites for commercial real estate for lease in the DC area.

Google	retail space for lease dc	×
	People also ask 🗄	
	How much does retail space cost in DC?	
	How do you advertise retail space for a lease?	
	How does leasing a storefront work?	
	Is there a site like Zillow for commercial real estate?	
		— Fee
	https://millerwalker.com > retail-restaurant-space-for-lease	
	Retail Space for Lease DC - MILLER WALKER Retail Real	
	Search commercial, resaurant and retail space for lease in Washington, DC, Maryland and Virginia. View virtual tours, demographics, rates, plans and more.	
	https://www.propertyshark.com > cre > dc > washington	
	Washington, DC Commercial Real Estate - 577 Listings Commercial real estate properties for lease in Washington, DC. Discover 577 commercial properties for lease including offices, retail and industrial spaces.	

https://www.citygriddc.com > leased-property Commercial Lease | Retail Space For Rent - City Grid Real ...



#### Top Competitors *i*



	Keyword 📃
>	$\frac{\text{restaurant space for lease}}{(\text{tag 1 X})(\text{tag 2 X})}$
>	retail real estate (tag 1 X)
>	restaurant for lease dc ta
>	retail broker in dc tag 1 ×
>	restaurant for lease     tag 1       tag 2 × (+ add tag)
Σ	retail for lease dc tag 1 X
>	retail for lease tag 1 X t
>	retail space for lease tag 1

## **WEB RANKING**

#### # Competitor

	1	loopnet.com	72.
	2	millerwalker.com You	19.
	3	papadop.com	12.
	4	cityfeet.com	10.
<b>~</b>	5	42floors.com	7.
~	6	wharfdc.com	2.
	7	showcase.com	2.

View all 20 competitors

Find more competitors

	SERP	SERP Features	Pos. Sep 24 🚊	Pos. Sep 30 🛓	Diff 📃	Visibility 📃	
dc		2 BU AU	2	2	0	3.434%	
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X		RJ RJ	5	4	<b>↑</b> 1	2.170%	4
tag 2 X		2 🔋	4	4	0	2.170%	
tag 2 🗙			4	4	0	2.170%	
1 X)		2 🕨	5	5	0	1.676%	





# **CUSTOMIZED MARKETING CAMPAIGNS**

With over 8,000 contacts in our database, we customize and create marketing campaigns to target appropriate prospects.





1924 8TH STREET, NW - WASHINGTON, D.C.



JBG Smith Represented the Landlord

MILLER WALKER Retail Real Estate Represented the Tenant, Gogi Yogi

Gogi Yogi is from the team behind Duke's Grocery and Duke's Counter

Click Here to Read the Article on

MILLER WALKER RETAIL REAL ESTATE DC 20007 . 202.3







RETAIL FOR LEASE

### **SEEKING SITES**

LUCKY DANGER -SEEKING 2.200 TO 3.500 SF "SECOND GENERATION" RESTAURANT SPACE IN THE DC METRO AREA



CLICK HERE TO READ ABOUT LUCKY DANGER The Washington Post



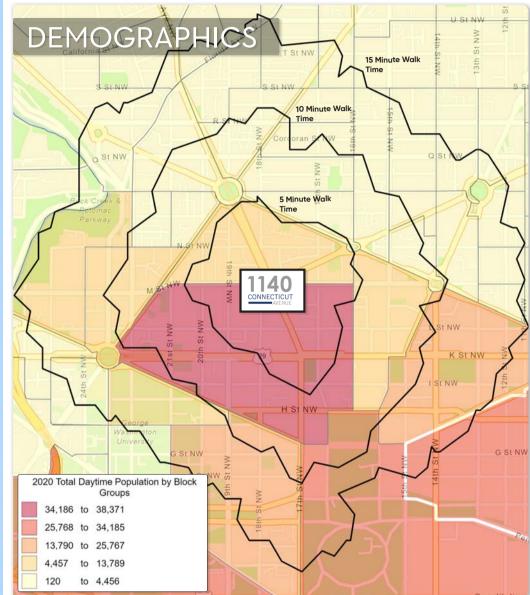
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MILLER CWALKER RETAIL REAL ESTATE 2715 M STREET, NW 🥥 SUITE 200 🥥 WASHINGTON, DC 20007 🥥 202.333.0303 🥥 www.MILLERWALKER.com



### **DEMOGRAPHIC AND PSYCHOGRAPHIC REPORTS**



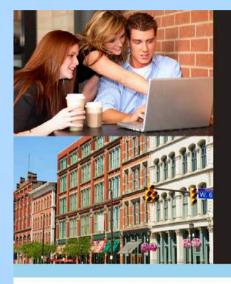




WALK TIME	5 MIN WALK	10 MIN WALK	15 MIN WALK
2020 Daytime Population	26,285	77,691	141,432
2020 Resident Population	447	14,105	40,470
2020 Average Household Income	\$103,004	\$135,224	\$145,889

DISTANCE	.25 MILE RING	.5 MILE RING	1 MILE RING		
2020 Daytime Population	31,242	90,973	232,253		
2020 Resident Population	447	15,482	74,556		
2020 Average Household Income	\$103,004	\$132,749	\$156,168		

DRIVE TIME	5 MIN DRIVE	10 MIN DRIVE	15 MIN DRIVE
2020 Daytime Population	171,684	447,922	863,447
2020 Resident Population	60,689	229,685	563,358
2020 Average Household Income	\$153,300	\$154,692	\$154,514



#### WHO ARE WE?

Laptops and Lattes residents are predominantly single, well-educated professionals in business, finance, legal, computer, and entertainment occupations. They are affluent and partial to city living—and its amenities. Neighborhoods are densely populated, primarily located in the cities of large metropolitan areas. Many residents walk, bike, or use public transportation to get to work; a number work from home. Although single householders technically outnumber couples, this market includes a higher proportion of partner households, including the highest proportion of same-sex couples. Residents are more interested in the stock market than the housing market. *Laptops and Lattes* residents are cosmopolitan and connected technologically savvy consumers. They are active and health conscious, and care about the environment.



### LifeMode Group: Uptown Individuals Laptops and Lattes

Households: 1,307,500 Average Household Size: 1.87 Median Age: 37.4 Median Household Income: \$112,200

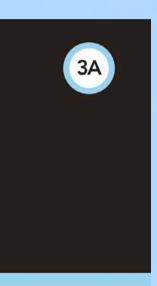
#### OUR NEIGHBORHOOD

- 30-something single householders (Index 174), with a number of shared households (Index 246); low average household size of 1.87.
- City dwellers, primarily in apartment buildings: with 2-4 units (Index 186), 5-19 units (Index 218), or 20+ units (Index 533).
  Older housing, 2 out of 3 homes built
- before 1970; 40% built before 1940 (Index 311). • Most households renter occupied,
- with average rent close to \$1,970 monthly (Index 189).
- Many owner-occupied homes valued at \$500,000+ (Index 533).
- Majority of households own no vehicle at 36% (Index 390) or 1 vehicle (41%).

Note: The Index represents the ratio of the segment rate to the US rate multiplied by 100. Consumer preferences are estimated from data by GIK MR.

this market.





#### • More than three out of four have a bachelor's degree or higher (Index 252).

Unemployment rate is low at 2.8%; labor force participation is high, more than 75%.
Salaries are the primary source of income for most households, but self-employment income (Index 146) and investment income (Index 173) complement the salaries in

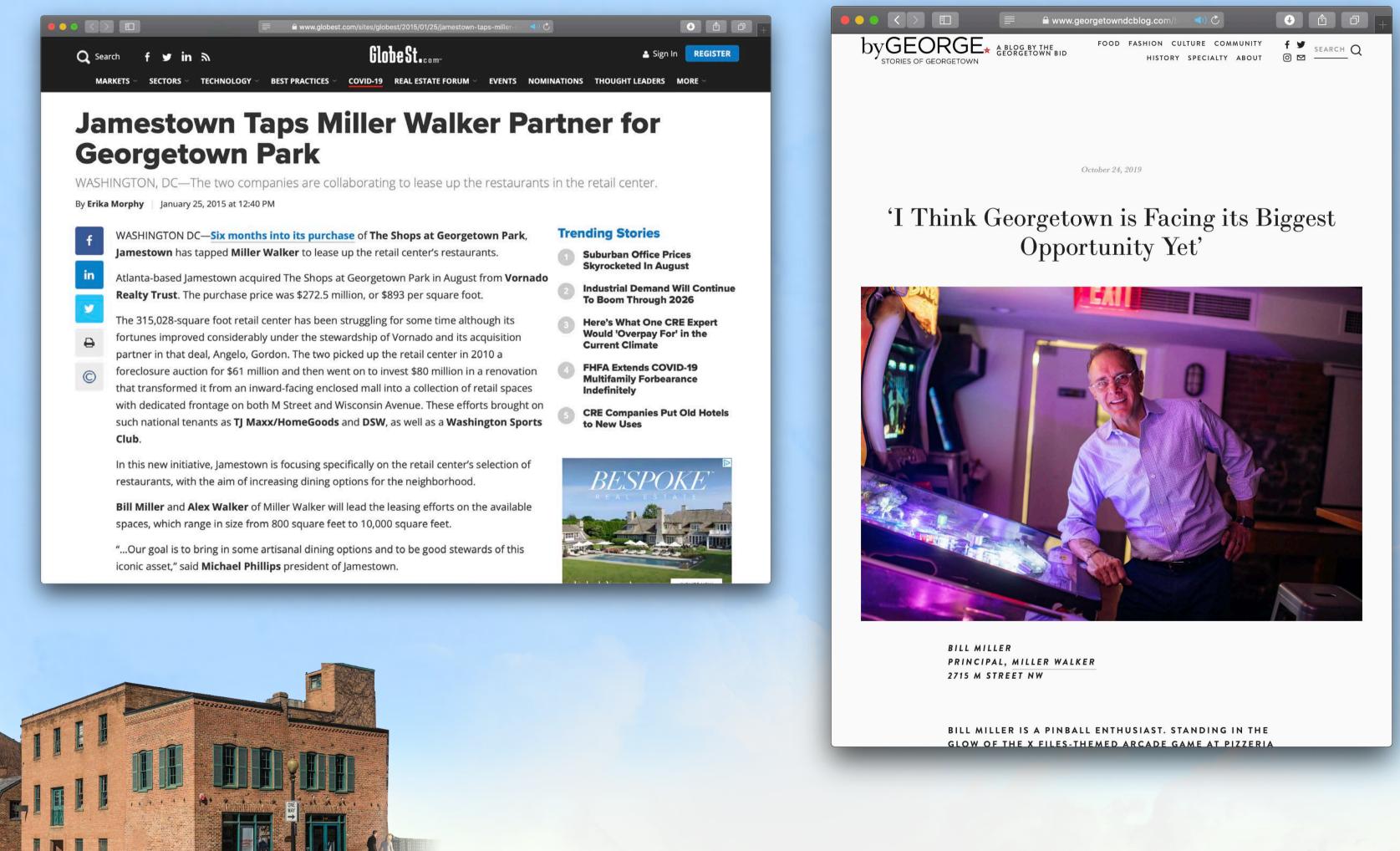
These are health-conscious consumers, who exercise regularly and pay attention to the nutritional value of the food they purchase.
Environmentally conscientious but also image-conscious: both impact their purchasing.

### The Washington Post











#### **RestaurantNews.com**

The Essential Resource for Online Restaurant News

# CAPITAL BUSINESS Citybizlist EATER

#### Silver Diner Signs Lease for New **Alexandria Location**

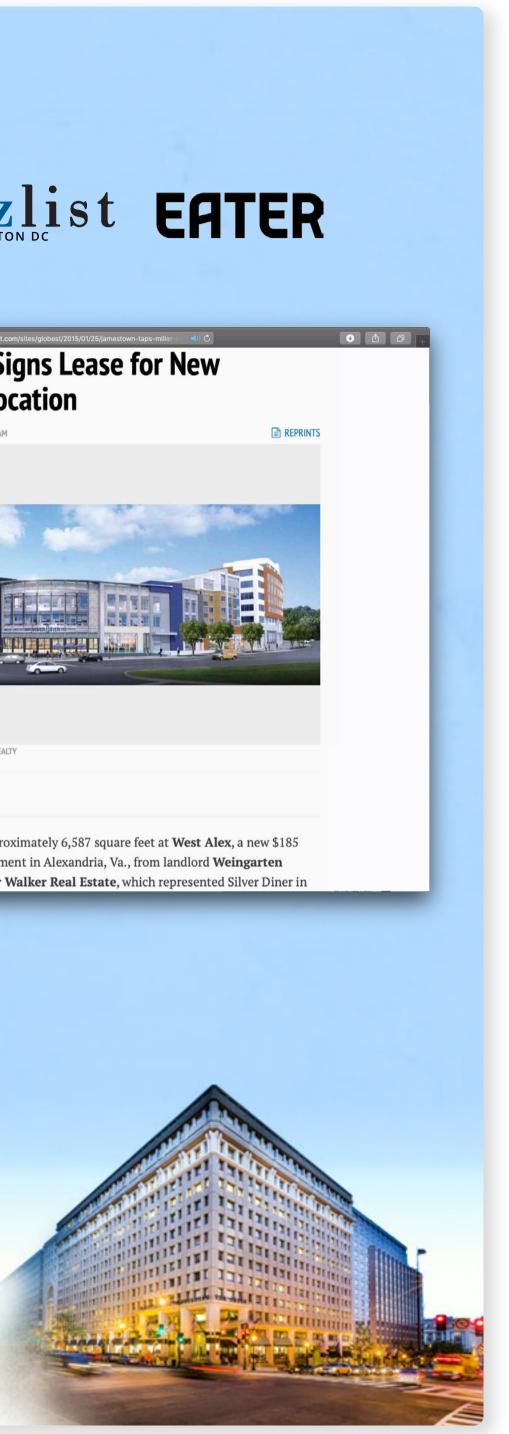
BY KEITH LORIA OCTOBER 21, 2019 10:42 AM



RENDERING OF SILVER DINER WEINGARTEN REALTY

#### У f in 🗳

Silver Diner will lease approximately 6,587 square feet at West Alex, a new \$185 million mixed-use development in Alexandria, Va., from landlord Weingarten Realty, according to Miller Walker Real Estate, which represented Silver Diner in







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