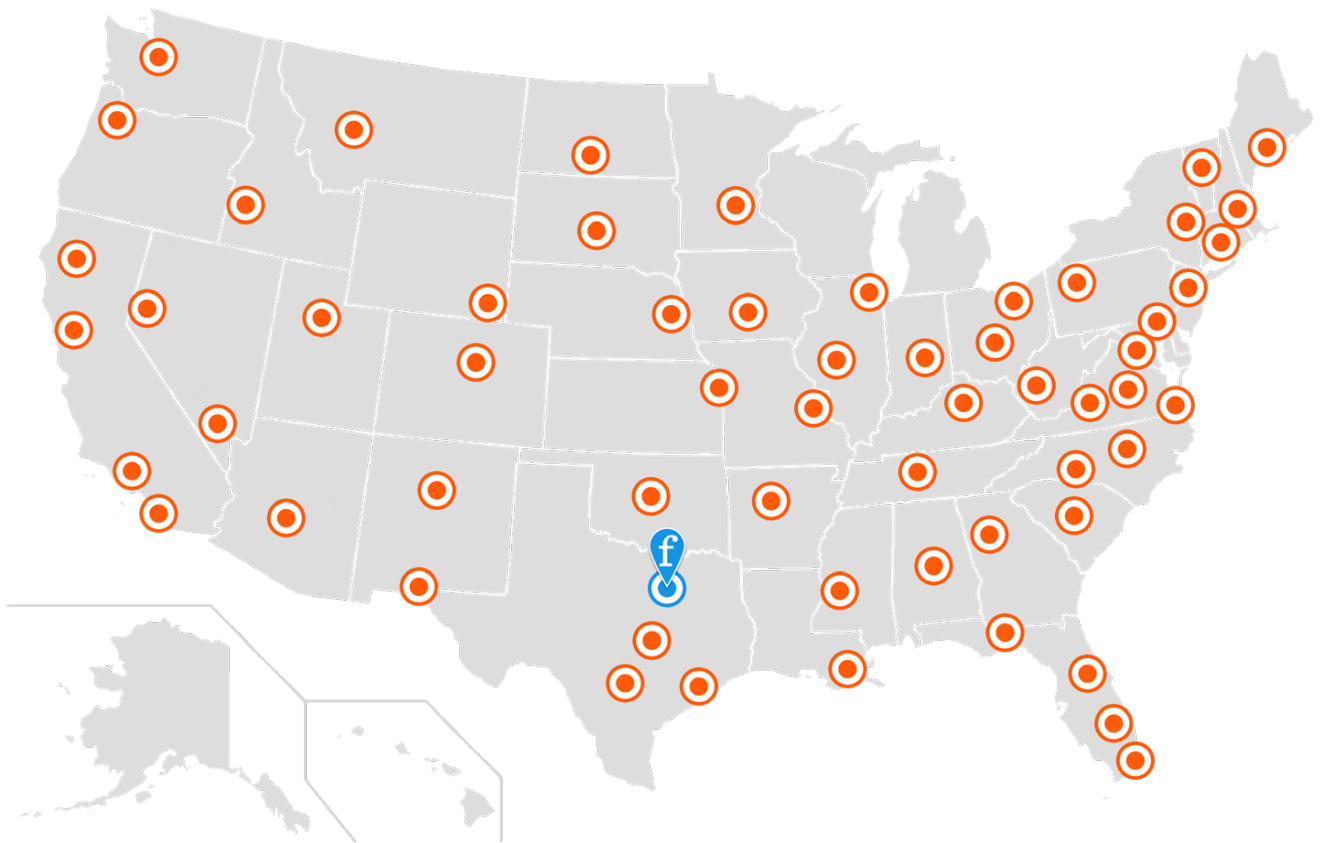




*enhancing the quality of  
life in the communities  
we serve*

*retail group*  
**falcon**

# Based in Texas



falcon

# Nationally Connected

Falcon serves as your outsourced real estate department. We're your single point of contact with national reach via our local experts **Realty Resources**.

**Realty Resources** is a member-owned retail real estate brokerage group with nearly 55 partner offices of leading firms in more than 30 cities around the country all combined into one network.

Additionally, Falcon has **strategic partners** in nearly all additional major markets throughout the U.S. ensuring Falcon's clients enjoy the best of both worlds:

**WIDE GEOGRAPHICAL  
REACH**



**KNOWLEDGEABLE  
LOCAL EXPERTISE.**





# We have an eye for the unexpected

Low-hanging fruit rarely translates into high returns. That's why we look for less obvious opportunities, applying creative thinking and discerning judgment to hard data so we can capitalize on advantages others might be missing.

“*In my opinion, Falcon is the gold standard for brokers throughout the country. Their consistent hard work, knowledge of the market, and creativity are just a few of many attributes that have put our brand in position to have great success in an extremely competitive market.*

**Blaise Hadley**, Coco Shrimp

# ROSS

DRESS FOR LESS



848

# We do what's right, not just right now

It's our responsibility to sometimes tell clients things they may not want to hear. In our book, long-term compatibility trumps instant gratification any day of the week — and creates much happier marriages of client and community.

It's more than transactions to us. We're patient to find the right location. Sometimes the ideal fit isn't right today.

*“Our clients—and the relationships that we've built together—have been key to Falcon's growth. Many of our clients have been with us for over 20 years and we see that as a clear indicator of our success.”*

**Tim Hughes**, President/CEO



petco



THRIVE  
AFFORDABLE VET CARE

petco + THRIVE  
AFFORDABLE VET CARE  
now open!

grooming  
adoptions  
dog training  
dog wash  
vet hospital

# We build bridges

Where some see transactions, we see long-term investments. It's an attitude that applies to every aspect of our firm, from our "quality over quantity" approach to our focus on community, and from our culture of collaboration to our lightning-fast responsiveness to clients. It's all about making connections that make a difference.

*“Our clients—and the relationships that we’ve built together—have been key to Falcon’s growth. Many of our clients have been with us for 15–20 years and we see that as a clear indicator of our success.”*

**Tim Hughes**, President/CEO



**Tim Hughes**

Founder / CEO



**Michael Walters**

Partner



**Tucker Szybala**

Partner



**Tey Tiner**

Partner



**David Hurst, AIA**

President: Development/  
Construction



**Carter Butler**

Chief Operating Officer



**Noah Champan**

Director of Development



**Hunter Brous**

Director of Landlord Services



**Jaquie Stone**

Vice President



**Gabe Austein**

Vice President



**Thomas D Salanty**

President: Capital Markets



**Scott Williams**

Capital Markets



**Sean Lockovich**

Vice President



**Walker Hairston**

Senior Vice President



**Travis Lawrie**

Vice President



**Brian Tormoehlen**

Vice President



**Maddie Heal**

Associate



**Cooper Monroe**

Associate



**Connor Coughlin**

Associate



**Luke Boston**

Associate



**Vann Piazza**

Director of Marketing



**Danial Zamora**

Associate & GIS Analyst



**Melissa Green**

Executive Administration



**Nancy Tauzin**

Office Manager






realty advisors  
**falcon**

# Services

Falcon's Retail Group has been advising clients on a variety of services since 2002.

- Market Strategy
- Site Selection
- Negotiations & Coordination
- Build to Suit
- Construction Management
- Concept & Branding Advisory
- Franchise Recruitment
- Surplus Disposition
- Private Equity
- Sale/Leasebacks

 *I worked with the Falcon Team while I was CEO of Eatzi's Market & Bakery. Their long term view impressed me and set them apart from others that I have worked with. Working closely with them today has only strengthened my original opinion. They treat every location like it will be your only location."*

**Lane Cardwell**, Restaurant & Entertainment Group

# Why the Falcon Team

1

## 100% FOCUSED

Falcon has **more than 20 years** expertise in the rollout of new retail, restaurant & entertainment concepts throughout Texas and US markets.

2

## TEAM APPROACH

We have unique **team expertise** to leverage. We believe that **two heads** are better than one.

3

## ART & SCIENCE

We start by looking for a concept we can **believe in**. **Identify the crave** — understand the art — develop the science.

4

## NATIONAL REACH

Use our **national network** and relationships for new intelligence and solutions outside of our local market.

5

## POWER OF NO

Prioritize sites that **fit**. We're in it for the long haul and we advise our clients accordingly. **Patience = success**.

# Stakeholder Partner Map



# Whole Foods



**Time** 1999 - Present

## **Geography**

- Texas
- Louisiana
- Oklahoma
- Kansas

## **Falcon Services**

- Assist Whole Foods in developing strategies for store growth, directed by their internal research data and our market intelligence in each respective market to successfully procure opportunities in desired trade areas.

## **Results**

- Successfully opened in excess of over 50 locations across new grocery developments, mixed-use high-rise projects, repurposed existing centers and ground-up developments within our represented markets.

50+ deals done

# ROSS / dd's Discounts



**Time** 2017 - Present

**Geography**

- Texas

**Falcon Services**

- Market Strategy
- Site Selection

**Results**

- Falcon has assisted with the continued growth for both the Ross and dd's Discount's brands throughout the State of Texas with an emphasis on Border Market growth.

50+ deals done

# Petco



**Time** 1993 - Present

## Geography

- Texas
- Oklahoma

## Falcon Services

- Market Strategy
- Site Selection
- Development

## Results

- Developed market strategy for multiple markets.
- Opened 50+ stores across Texas and Oklahoma since 1993.

50+ deals done

# My Eyelab



**Time** 2018 - Present

## **Geography**

- DFW (2018-2019: 28 deals executed)
- Tertiary Markets, The Valley, West Texas (2019 to present: 21 deals executed)

## **Falcon Services**

- Market Strategy
- Site Selection

## **Results**

• Hired to create a growth strategy for the DFW metroplex. After executing 28 deals in less than two years we were asked to create cell phone data studies to show which markets could withstand another store. As of today the Dallas-Fort Worth metroplex ranks number two in the nation for My Eyelab in sales.

40 deals done

# A few of Falcon's Retail Clients



[solidcore]



UPTOWN  
CHEAPSKATE



petco



ever/body

Parallel



Great Clips



BARNES  
& NOBLE

Puttshack



BATBOX

PALOMA



ROSS  
DRESS FOR LESS®

LUCCHESI  
BOOTMAKER



KICK PLEAT



nao\*medical



dd's  
DISCOUNTS



State & Liberty  
CLOTHING CO.



SIXES  
SOCIAL CRICKET



Let's work together  
to enhance our  
communities

for all



falcon

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