



# DART RETAIL

*Property-specific Strategies, Successful Projects*

*DartRetail.com*

# DART RETAIL

## A Comprehensive Representation for Landlords & Tenants, Specializing in Retail Commercial Real Estate

- Keen focus on the fundamentals
- Practical and creative solutions
- Meet your objectives by capitalizing on market trends

**WOMEN OWNED**



**WITH A 4M SF  
PORTFOLIO IN THE  
SOUTHEAST, AND  
REPRESENTING  
TENANTS ACROSS  
GEORGIA**



**SPECIALIZE IN  
RETAIL AND  
RESTAURANT  
SECTORS**



**40+  
PROPERTIES IN  
GEORGIA**





# FOR LANDLORDS AND PROPERTY OWNERS

## IN-DEPTH RELATIONSHIPS

Build / strengthen relationships with local and national retailers and brokers in different sectors

## MARKETING AND LEASING

Provide developers and investors comprehensive marketing and leasing services

## LEASING STRATEGIES

Devise and implement leasing strategies to maximize property value

## CURATE OPTIMAL TENANT MIX

Design, plan and construct optimal tenant mix through analysis and marketing plans

## LEASE NEGOTIATION

Identify prospects, qualify tenants, and negotiate favorable lease terms

# TENANT REPRESENTATION SERVICES

High revenue market identification Polygon creation and impact/cannibalization studies

Assist retailer with timely and successful disposition of surplus locations

Design one to five-year New Store Development expansion & Existing Store Relocation plans

Creation and on-time delivery of Real Estate Committee Approval Packages

Market analysis (*full demographic reports, aerials, GIS, traffic counts, competition study, void analyses, market optimization*)

Parcel-by-parcel research on availability, pricing, use, and property specifics provide strategic solutions through "street smarts"

Provide polished market tours, high-caliber site selection materials and tour books

Expert negotiation of LOIs, Work letters, lease terminations/buyouts, assignments, purchase/sale contracts



# MEET OUR TEAM



**Kim Dart**  
Principal

Founder and an established real estate veteran for 25+ years with extensive experiences in all phases of retail real estate and redevelopment.



**Megann Lawrence**  
Partner

An expert in representing clients in contracts, property marketing, site selection, and negotiations



**Tina Howard**  
VP Landlord Leasing

30 years in specialty retail, neighborhood, community, and power-based shopping centers throughout the southeastern U.S.



**Robyn Flanagan**  
Leasing Manager

Providing client service and leasing solutions that create value beyond lease execution, with excellent communication and organizational skills.



**Olivia Baddour**  
Leasing Manager

Providing client service and leasing solutions that create value beyond lease execution, with excellent communication and organizational skills.



**Chloe Sanders**  
Marketing Specialist

Provides admin support and manages leasing/property databases, marketing packages, websites, and coordinates property showings.

# INSTITUTIONAL LANDLORD RELATIONSHIPS





# DART RETAIL

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