

THE DEAL SHEET

Marcus & Millichap co-sponsors our **healthcare event on May 23**. M&M's Houston agents leverage the firm's national marketing platform to provide the **largest inventory of deliverable commercial property**. Find out more [here](#) and register for the event [here](#).

MD Anderson has its planning hat on: Director for strategic analysis **Mike Brown** tells us he's pulling together the institution's **five-year plan**. And it includes forecasted demand for **500k SF** in the suburbs.



MD Anderson has leases expiring at **four locations** outside the TMC in **2017**, Mike says. The hospital entered those spaces with small defined groups (mostly radiation oncology) but has since increased its offerings. Now demand exceeds normal MOB space, and it can't find **contiguous blocks** to fill. That means it may be building new, although he doesn't yet know if it would **own** the facilities or **partner** with developers or existing hospital partners. One challenge is that although MD Anderson benefits from being in a **community** of healthcare providers, most groups are wary of being **directly linked** with a cancer organization. Thus, building a campus and leasing space to other docs is difficult. Come be part of the discussion with Mike at *Bisnow's Healthcare Real Estate*

Summit **Thursday morning**. You can still [register here!](#)



BISNOW

YESTERDAY AT ICSC



Yep, we're in Vegas, where we talked with CBRE head of Americas retail **Naveen Jaggi**. He says his firm's size is a major advantage: It can find a site, build a site, maintain a site, and even provide **supply chain analytics** to help it operate at optimal efficiency. This becomes particularly important, he says, as retailers who were battered by recession are still expected to grow, yet have **leaner resources** to do so. Appropriately, he displays a cup from **Starbucks** since CB reps it in Brazil, and Naveen just helped locate additional outlets in **Rio and Sao Paulo**.



Other recent achievements: Naveen's **18-year-old daughter** is en route to college on a med school track; his 15-year-old son just ran a **4:45 mile** at a state track meet.



Faris Lee president **Rick Chichester** says the Irvine-based regional powerhouse is poised to **spread** its retail investment sales platform into as many as **15 new markets** over the next three years, even beyond recent expansion into Phoenix, Las Vegas, and New York. What's its eye on? Orlando and Miami, Dallas, Atlanta, and any other core areas with high-density retail. (Ahem, Houston Galleria?) And its secret sauce? A **lean and centralized** company. Many talk **integration** but Rick says it's instilled **the culture**—because if you don't, he says, "culture eats strategy."

PEOPLE

Moody Rabin's **Derek Beck** was promoted to SVP of its office services division. Derek has been with the firm for eight years and has over 20 years of CRE experience in Houston.

Sam Thomas joined Duplantis Design Group as a project manager.

SALES

Traditional Family Foods #1 purchased a **one-acre** site in Cinco Ranch at S Fry Rd and Westheimer. It will build a **Chicken Express**, its first location in the Houston area. Transwestern's **Mark Fowler, Carlos Bujosa, and David Schwarz III** repped the buyer. The firm has since been retained by Cinco Ranch Village Square LP to market its remaining 6.3 acres.

Trendsetter Engineering purchased a **1.3-acre** site and a **1.2-acre** site on Rodgers Road. NewQuest's **Ryan Sweeny** repped Trendsetter in both deals, and Parkway United Real Estate's **Diane Rodgers** repped the seller of the smaller sale. The firm will build its HQ on the location.



Boxer Property purchased **1322 Space Park**, a 121k SF property in Nassau Bay. JLL's **Rudy Hubbard** and **Kevin McConn** repped

seller LNR Partners. Boxer will renovate and upgrade the property “to create **more character**.” Boxer also bought a 128k SF two-building property in Denver in the same week; its **Andre Pereira** says the firm aims to purchase **3M SF** this year.



DCT Industrial Trust acquired two Class-A industrial buildings totaling **98k SF** known as **DCT Claymoore Center**. The property is 96% occupied and was constructed in 2001. The sale was an off-market transaction in the highly sought after Northwest submarket.

Ryland Homes of Texas purchased **two acres** at 1225 W 26th St for the development of 27 single-family residences. McAlister Real Estate’s **Chris Hutcheson**, **Matt Herring**, and **James Kadlick** brokered the transaction.

LEASES

Air Products and Chemicals leased **12k SF** at 12600 Northborough Dr. Cresa Houston’s **Andre Granello** and **Jeffrey Peltier** repped the tenant and Aque Investment Group’s **Glenna Duke** repped the landlord.

DBR leased **20k SF** at 9990 Richmond. Cresa Houston’s **Kevin Gardner** repped the tenant and Fuller Realty’s **Richard Barbles** repped the landlord.

