



Presentation for
**Leasing &
Marketing
Services**

1111 Fannin Street, Houston TX 77002

CBRE Advisory & Transaction Services / Investor Leasing

CBRE



Presentation for
Leasing & Marketing Services

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The Team

The best talent to ensure your property is operated in a world-class manner with the highest level of quality



The Team

EXECUTIVE OVERSIGHT



MARK TAYLOR
Senior Managing Director,
Investor Services



PETER MAINGUY
Senior Managing Director,
Market Leader

LEASING TEAM



KRISTEN RABEL
Senior Vice President



PARKER DUFFIE
Vice President

SUPPORT SERVICES

RESEARCH

MICHAEL VALLESKEY
Associate Research Director

LAUREN VASQUEZ
Field Research Manager

MARKETING

TIM GARFIELD
Senior Marketing Manager

CHRIS NORRIS
Senior Marketing Manager

ANETE FREIMANE
Senior Marketing Manager

LOCATION INTELLIGENCE

NIK JANCIC
GIS Technician



Our Experience & Conflicts

OUR COVERAGE IS YOUR ADVANTAGE



1 BANK OF AMERICA TOWER



2 712 MAIN



3 WELLS FARGO PLAZA



4 919 MILAM



5 1001 McKINNEY



6 800 PRESTON



7 700 LOUISIANA



1111 FANNIN

NO CONFLICTING ASSIGNMENTS

24% LANDLORD REP

50% TENANT REP



In 2020, CBRE recognized as a World's Most Ethical Company by Ethisphere Institute for 16th year in a row



The Market

Houston Central Business District

The Market

HOUSTON CENTRAL BUSINESS DISTRICT



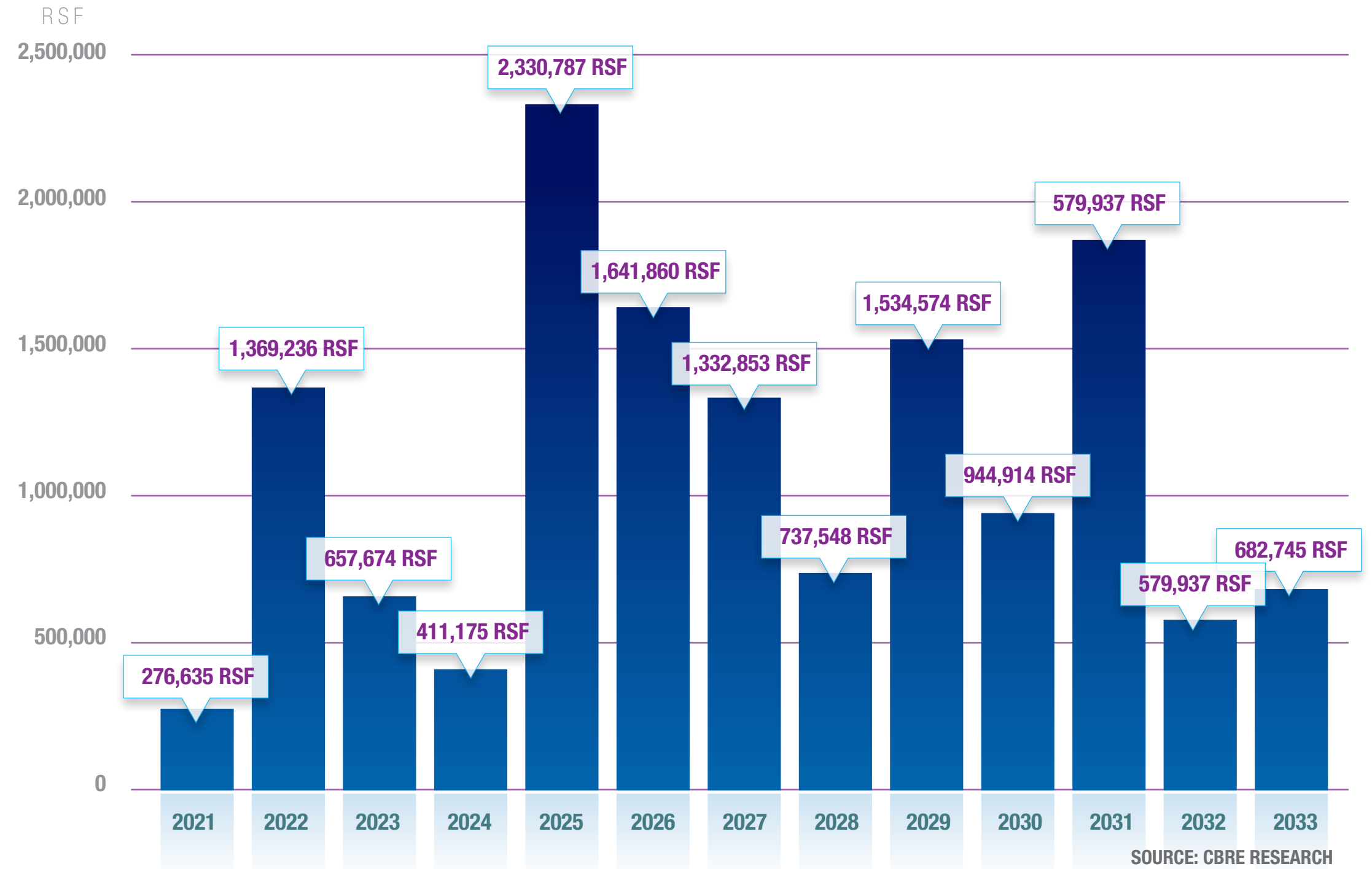
Competing Submarkets

SUBMARKET	MARKET SIZE (RSF)	DIRECT VACANT (RSF)	SUBLEASE AVAILABLE (RSF)	AVAILABLE RATE	ASKING GROSS RATE (\$RSF)
West Loop/Galleria	30,786,847	6,220,645	877,670	27.50%	\$33.05
CBD	44,415,233	9,432,034	1,405,309	27.30%	\$40.97
Greenway Plaza	10,671,819	1,880,812	328,978	23.30%	\$31.62
Inner Loop	4,702,606	714,249	40,341	19.50%	\$32.11
Houston Total	215,306,258	48,013,295	5,679,913	25.90%	\$28.92

SOURCE: CBRE RESEARCH

The Market

CBD EXPIRATIONS BY YEAR



The Market

LARGE BLOCKS BY SUBMARKET

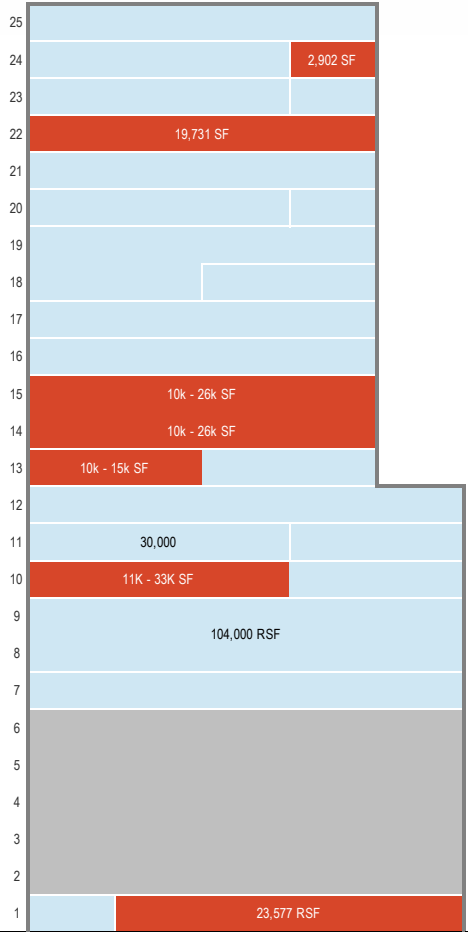
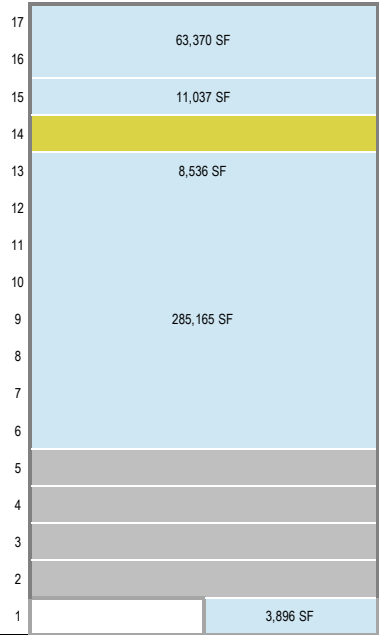
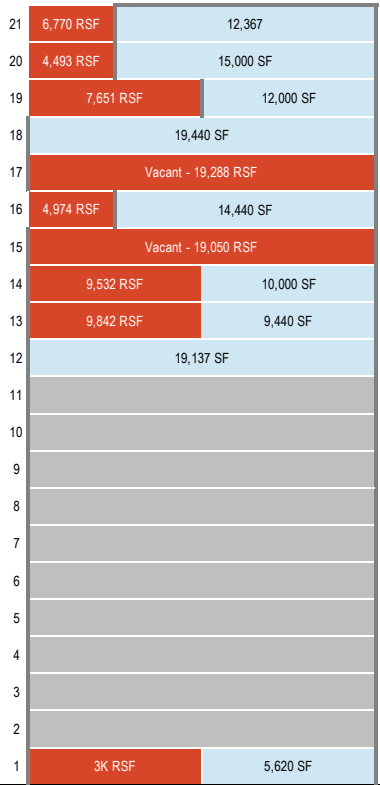
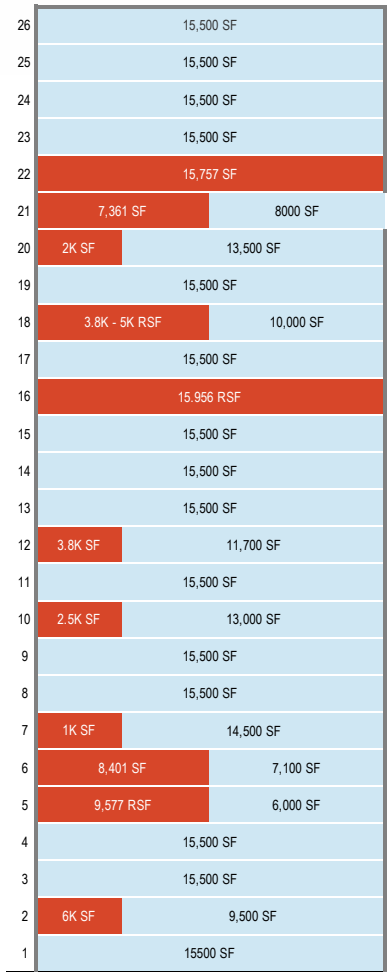
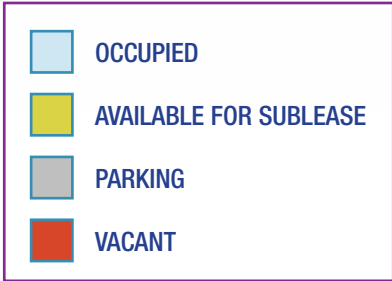
SUBMARKET	NUMBER OF 150KSF+ BLOCKS
CBD	12
ENG	7
NOB	5
WCH	3
WDL	3
FM1	2
SWF	2
WEL	2
CLL	1
GWP	1
KTY	1
WSB	1

SOURCE: CBRE RESEARCH, COSTAR



The Market

HOUSTON CENTRAL BUSINESS DISTRICT



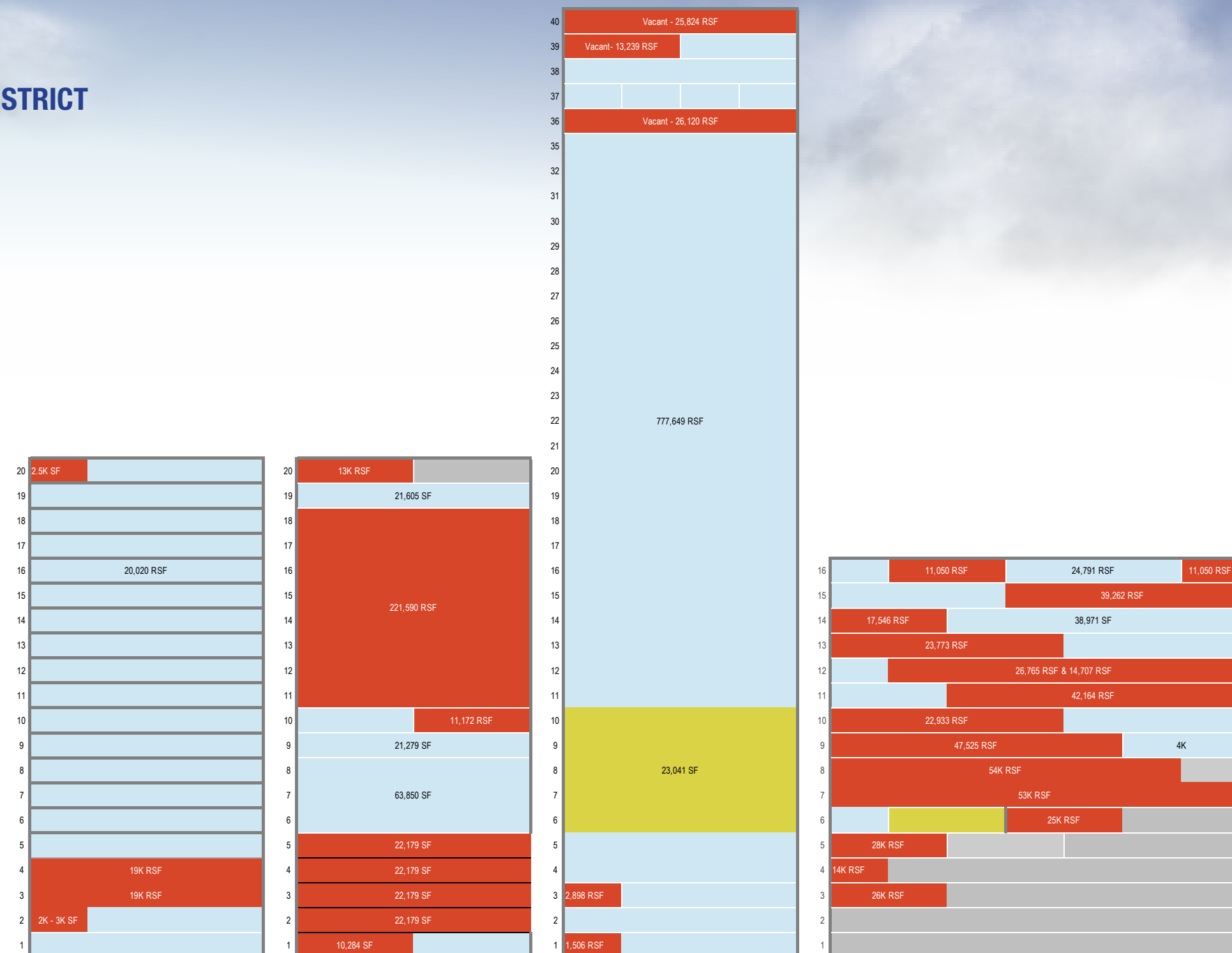
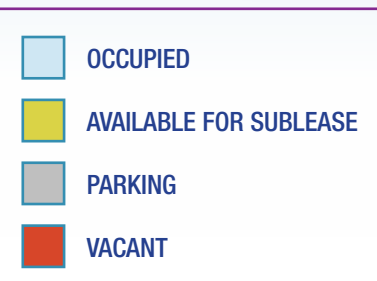
Property Name	The Lyric Centre	801 Travis	1111 Fannin	1301 Fannin
Property Address	440 Louisiana	801 Travis	1111 Fannin	1301 Fannin
Asking Rent	\$20.00	\$18.00	\$23.50	\$23.50 - \$25.00
Parking Ratio	0.13	2.00	1.10	0.66
Owner	Capital Realty Group	Lincoln Property Company	Triten RE Partners	Netrality Properties
Leasing	Capital Realty Group	Lincoln Property Company	CBRE	Lee & Associates

SOURCE: CBRE RESEARCH



The Market

HOUSTON CENTRAL BUSINESS DISTRICT



Property Name	500 Jefferson	1801 Smith	601 Jefferson	4 Houston
Property Address	500 Jefferson	1801 Smith	601 Jefferson	1221 Lamar
Asking Rent	\$10 - \$12	\$17 - \$20	\$17 - \$17.50	\$20 - \$23.00
Parking Ratio	2.00	1.47	1.00	1.00
Owner	John Quinlan	DRA Advisors LLC	W.P. Carey Inc.	Brookfield
Leasing	Greenmark Realty	Stream Realty Partners	Transwestern	Transwestern

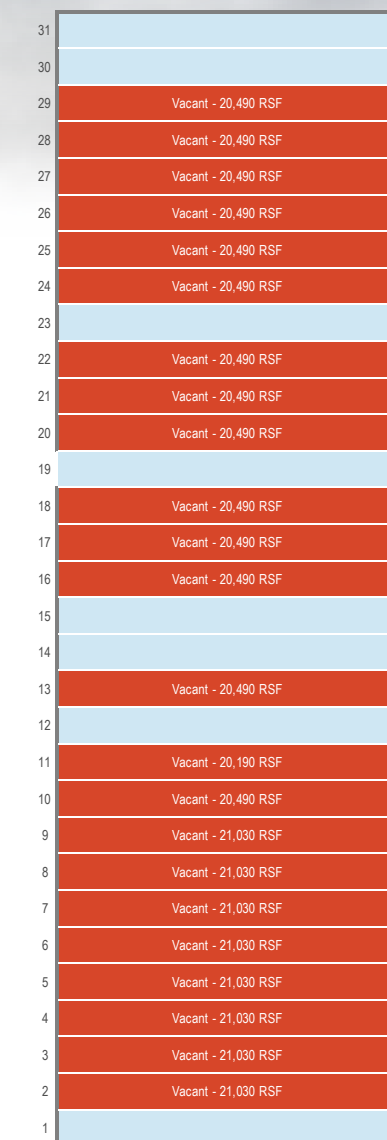
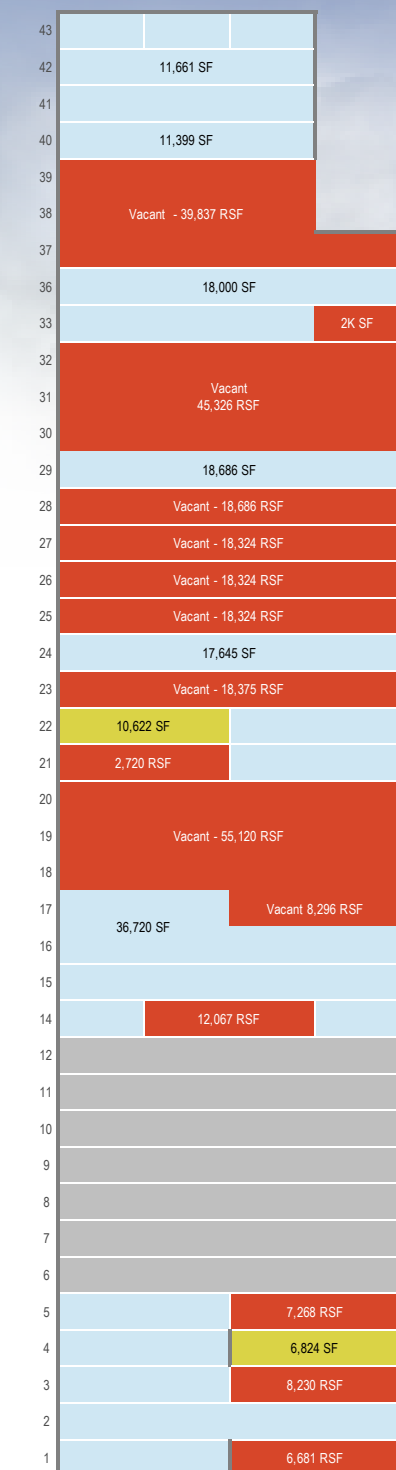
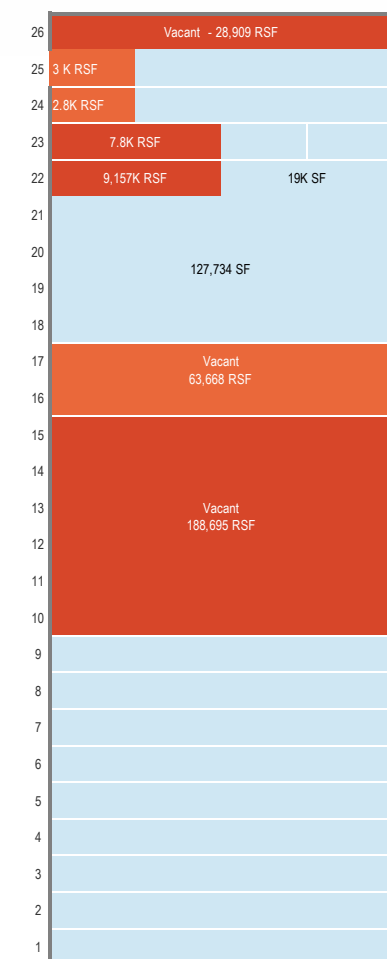
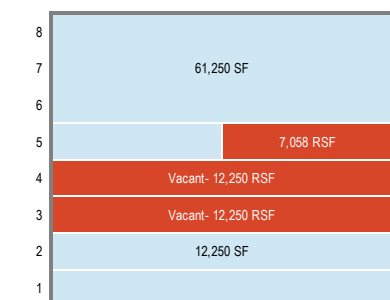
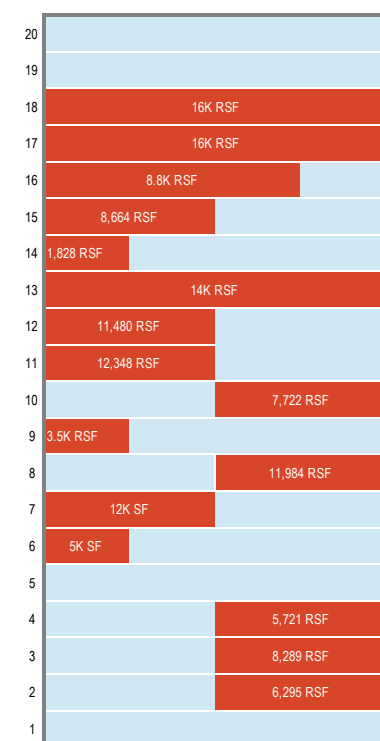
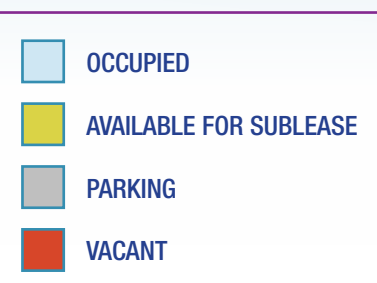
SOURCE: CBRE RESEARCH





The Market

HOUSTON CENTRAL BUSINESS DISTRICT

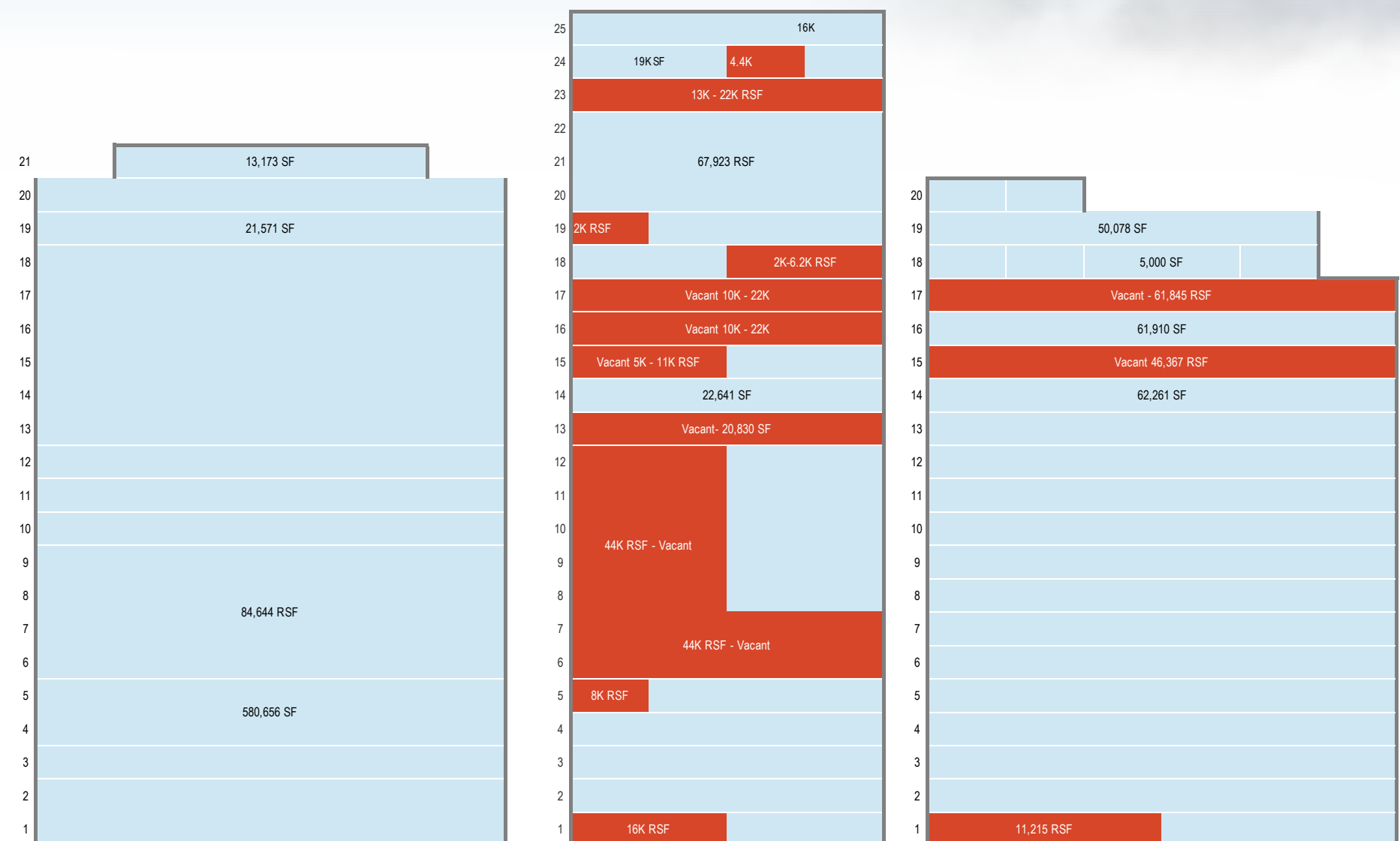
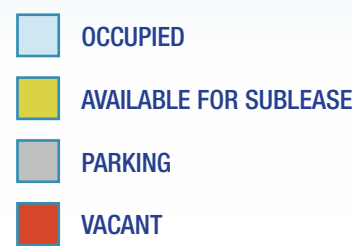


Property Name	1010 Lamar	801 Louisiana	811 Louisiana	1415 Louisiana	One City Centre
Property Address	1010 Lamar	801 Louisiana	811 Louisiana	1415 Louisiana	1021 Main
Asking Rent	\$24.00	\$17.50 - \$20	\$25.50	\$19.50 - \$21.50	\$11 - \$17
Parking Ratio	1.80	-	2.00	2.7	2.3
Owner	Younan Properties, Inc.	The Howard Hughes Corp	Enterprise Products Partners L.P.	Wedge Group Inc.	Accesso Partners
Leasing	Madison Marquette	Boxer Property	Cushman & Wakefield	Cushman & Wakefield	Madison Marquette

SOURCE: CBRE RESEARCH

The Market

HOUSTON CENTRAL BUSINESS DISTRICT



Property Name	Travis Tower	919 Milam	601 Travis
Property Address	1300 Main	919 Milam	601 Travis
Asking Rent	N/A	\$4 - \$22	\$23.00
Parking Ratio	2.00	0.4	1.00
Owner	Energy Transfer LP	Credit Suisse	Cerberus Capital Management
Leasing	JLL	CBRE	Cushman & Wakefield

SOURCE: CBRE RESEARCH



The Market

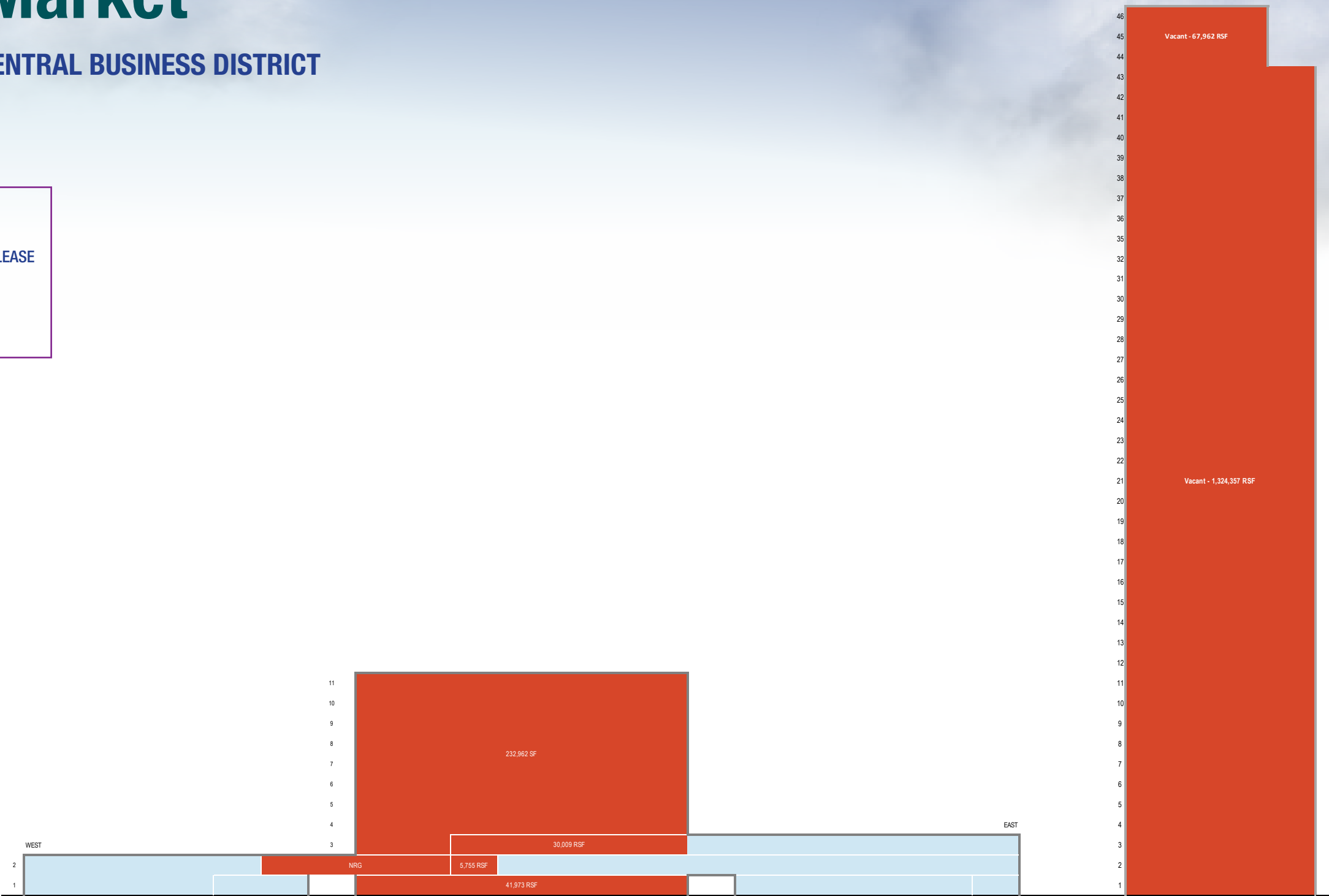
HOUSTON CENTRAL BUSINESS DISTRICT

OCCUPIED

AVAILABLE FOR SUBLEASE

PARKING

VACANT



Property Name	Green Street	800 Bell
Property Address	1201 Fannin	800 Bell St
Asking Rent	\$24 - \$29	\$20 - \$24
Parking Ratio	2.50	1.40
Owner	Lionstone Partners, LLC	Shorenstein Props 800 Bell LLC
Leasing	Cushman & Wakefield	Transwestern

SOURCE: CBRE RESEARCH



Our Strategy

Our Team has an extensive track record of developing winning strategies for our clients on some of the most complex transactions in Houston.

Our Strategy

PROPOSED CAPITAL IMPROVEMENTS

DIFFERENTIATING FROM THE COMPETITION IS LARGELY FOCUSED ON TWO FACTORS:

- GIVING THE WORKFORCE A COMPELLING OFFICE ENVIRONMENT
- BEING HEALTH AND SAFETY FOCUSED SO PEOPLE FEEL SAFE AT WORK

PROPOSED AMENITIES OR IMPROVEMENTS:



- **BEST-IN-CLASS AIR FILTRATION**
- **TOUCHLESS SOLUTIONS FROM GARAGE TO DESK**
- **INVITING LOBBY**
 - Retail, Food and Beverage
 - Soft Seating
 - Utilize Existing Conference Rooms



- **VERSATILE FITNESS FACILITY**

- Peloton Bikes
- Large group fitness space
- Spacious locker rooms



- **CONCIERGE FEEL WITHOUT CONCIERGE**

- Dry cleaning drop off
- Amazon lockers
- Clear, accessible drop off point for food or other deliveries

- **MAKE CONFERENCE FACILITIES FEEL OPEN AND BRIGHT**

Our Strategy

LEASING STRATEGY

PRE-LEASE IS CRUCIAL

- FOCUS ALL INITIAL EFFORTS ON LANDING LEAD TENANT
- FLOORPLATES ARE EFFICIENT, BUT TOP TARGETS WILL BE FULL FLOOR USERS

DEAL ECONOMICS	
BASE RENT:	\$16.00 - \$19.00 NNN
ABATEMENT:	18 months
TI:	\$80
PARKING:	Ability to offer abatement is a major needle mover in the CBD

COMPARABLE DEAL

600 TRAVIS ST. HOUSTON, TX 77002
• 250,000 SF • Starting rate is \$19.50/SF with \$0.50 bumps • TI: \$100 • 16 months gross rent free • 136-month term

TOP 5 TARGET TENANTS:



Our Strategy

PROPERTY MARKETING

CAPABILITIES

- **IN-HOUSE PROPERTY MARKETING STUDIO**
 - Brochures
 - Websites
 - Email Marketing
- **CBRE FLOORED**
 - Virtual Floor Plans
 - Can be customized to specific tenants with logos and corporate colors
- **ADDITIONAL VIRTUAL MARKETING TOOLS**
 - TourIt Media
 - Matterport



SAMPLE FLOORED LAYOUT

STRATEGY



- **CUSTOM MARKETING COLLATERAL**
- **CUSTOM VIRTUAL TOURS**
 - CBRE Floored
 - Outer Realm VR Floor Plans
- **REALTY ADS (\$500/MONTH)**
- **BROKER EVENTS & OUTREACH**
 - Unmatched network of relationships





Our Strategy

PROPOSED FEES

CBRE PROPOSES A FEE OF 4% FOR ANY DIRECT DEALS, AND A 6% COMMISSION FOR CO-BROKERED DEALS.

Many of our best-in-class Property Marketing services are offered at no cost. We will consult with you on any proposed marketing or advertising tools that require additional fees or budget.





Appendix

Team Bios / Resumes

Appendix

TEAM BIO/RESUME



T 713.577.1613
parker.duffie@cbre.com

2800 Post Oak Blvd.
Suite 500
Houston, TX 77056

Clients Represented

- Unilev Management
- Woodbranch
- D’Agostino
- Thor
- Radom Capital
- Howard Hughes Corporation
- Azreili Group
- UBS Realty Investors
- Lionstone Investments
- Skanska
- Beacon Capital Partners
- JPMorgan Asset Management

Experience

Parker Duffie is a Vice President on the Advisory & Transaction Services | Investor Leasing team and is responsible for marketing and leasing office space in the Greater Houston area.

As a native Houstonian, Parker provides his clients with a thorough overview of Houston and its submarkets so that they may make informed decisions that create value. By applying his expertise as a commercial real estate broker, Parker has successfully helped his clients implement successful marketing strategies, proposal responses, property tours, and lease negotiations.

Over the past eight years, Parker has leveraged broker and client relationships to help grow his portfolio to over 4 million square feet. He also has significant experience repositioning existing assets and fully leasing ground-up developments by utilizing CBRE’s powerful service platform.

Significant Assignments

Building Name/Address	SF
One / Three Riverway	876,000
712 Main	800,000
Bank of America Tower	756,000
Woodway / Voss	700,000
5718 Westheimer	500,000
Millennium Tower	362,000
3050 Post Oak Blvd.	340,000
3200 Kirby	186,000

Significant Transactions

Tenant	Address	SF
PROS	3200 Kirby	118,000
Caterpillar	10203 W. Sam Houston	96,491
Live Nation	888 Westheimer	72,000
HGAC	3555 Timmons	70,777
W&T Offshore	5718 Westheimer	64,383

Professional Affiliations / Accreditations

- National Association of Industrial and Office Professionals (NAIOP)
- NAIOP Developing Leader Board Member 2015 – 2016
- Urban Land Institute (ULI) Member
- Licensed Texas Real Estate Salesperson

Education

- Texas State University
BS – Mass Communication



T + 713.577.1644
M +713.202.1875
kristen.rabel@cbre.com

2800 Post Oak Blvd.
Suite 500
Houston, TX 77056

Clients Represented

- Tier Reit
- Skanska
- Unilev Management
- Woodbranch
- Thor
- AIG
- CORE Real Estate
- PIMCO
- D’Agostino
- Azrieli Group
- Prescott Realty

Experience

Kristen began her real estate career in 1996. Within twelve months in the business, she focused her efforts on Landlord representation, marketing office space and negotiating leases. In 1999, Kristen was named Grubb & Ellis’ “Rookie of the Year” and in 2001, was awarded NAIOP’s prestigious “Rising Star” award for office leasing brokers.

In 2005, she made the strategic move to Trammell Crow Company, now CBRE, to take the next step in her career. Since joining CBRE, Kristen continues to be a top producer from year to year among the Houston office. Currently, Kristen is responsible for leasing office space throughout the greater Houston area. Her strengths include actively marketing properties, financial lease analysis, negotiating lease structure, and executing leases for a wide range of owners, all with different goal sets for their respective properties. She is currently responsible for leasing over 5 million square feet of space in 20 different properties in Houston. Kristen’s attention to detail allows her to complete over 90 transactions a year. In 2013 Kristen was awarded the HOLBA Landlord Representative of the Year.

Significant Transactions

Tenant	Address	SF
BP	737 North Eldridge Parkway	395,000
WM	800 Capitol Street	284,000
Bank of America	800 Capitol Street	210,000
McDermott	757 North Eldridge Parkway	189,000
Sutherland	5959 Corporate Drive	150,000
Helix	3505 West Sam Houston	118,000
Pros	3200 Kirby Drive	118,000
Cameron	3505 West Sam Houston	108,000
Marsh	2929 Allen Parkway	90,000
J.L. Wortham	2727 Allen Parkway	72,000
Solar/CAT	10203 West Sam Houston	65,000

Professional Affiliations / Accreditations

- National Association of Industrial and Office Professionals (NAIOP)
 - Development and Construction Committee
 - Mentor
- CBRE Women’s Network – Field Delegate
- CREW (Commercial Real Estate Women) Member
- CCIM (Certified Commercial Investment Member)

Education

- Texas Tech University, Bachelor of Business Administration – Finance
- Licensed Texas Real Estate Agent



CBRE

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