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District Real Estate Advisors provides clients with high-quality, individualized retail real estate solutions

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Christopher Mearn and Tim Bulman

Boston, MA District Real Estate Advisors has been providing clients with high-quality, individualized retail real estate solutions across the country, combining years of experience, extensive local, regional and national networks, market knowledge, and applied data. Founded in 2014 by Christopher Mearn and Tim Bulman, the District team consisting of Greg Feroli, Rich Lobkowicz, and Beck Dangler makes for the most skilled, active, driven, and respected retail brokerage in the region.

It has been an incredibly busy and productive 2023 calendar year for the District Real Estate Advisors team and we are thrilled to be featured in the NEREJ's Company of the Month profile! This year we've had significant firm-wide growth as a team and as a company. We have also remained diligent in our strategy and have continued to help our clients locate, lease up, divest and acquire real estate opportunities throughout the country that will help them stay competitive in today's challenging economic climate.

As part of our growth, we welcomed two additions to District, Gerald Loehr and Colby Keller, who have bolstered our already elite team! We could not be happier to have these two dynamic individuals as part of our team going forward.

Since joining the District Advisors team, Loehr has hit the ground running! Loehr works on multiple high-profile agency accounts, including Equity Residential, PGIM, Bozzuto, One Faneuil Hall Square, and Hub Hall at North Station. In addition, Loehr is actively involved in the expansion efforts of Milan Laser across Massachusetts and Connecticut, along with several preferred developer requirements focusing on the acquisitions and dispositions of investment assets.

Since joining the District Advisors team, Keller has taken on the responsibility of managing all of District's day-to-day marketing and organization needs. In addition, he also provides a range of operational support to the brokerage staff.

Another big announcement for 2024 is that after five amazing years at 32 Fairfield St., the District Advisors team is changing streets in the Back Bay and moving to the Prudential Center at 800 Boylston St.! You will now be able to find us at our new home on the fourth floor, Suite 420. The move into one of the most prominent office towers in the city is a major leap forward for the District team, reflecting years of hard work and continued upward trajectory. This new setting will allow us to improve work processes, serve our clients better, and foster collaboration all while giving us the much-needed space we require to accommodate our growing team and future plans. While we appreciate all the monuments and milestones we reached at our old home on 32 Fairfield St., we are incredibly excited about all that we will achieve in our new office.

Some of our existing clients that we were able to help in 2023 include Mia's Brooklyn Bakery, Sally's Apizza, and Xenia Greek Hospitality. This year, we helped Mia's Brooklyn Bakery, which is a highly

sought-after New York City bakery concept, expand out of New York and open three amazing locations in Chestnut Hill, Hingham, and the Seaport. We also represented the pizza legend, Sally's Apizza, as they opened their first non-Connecticut storefront. We guided them in a highly competitive process and were able to land a site in Woburn, Mass. at one of the most trafficked intersections in the entire state. Our partnership with Xenia Greek Hospitality continues to move in exciting new directions. Their fast/casual Greek concept, Greco, remains a success and we are happy to help them expand their footprint to the D.C. market in the coming year. We've also helped Xenia to open the stand-alone concept, Bar Vlaha, which was just rated the 4th best restaurant in the city by Boston Magazine. Stay tuned for another stand-alone concept from Xenia that will open in the South End this coming spring!

This past year we have also been fortunate to be able to work with some prominent new clients such as Tatte, Google, and Naya. Tatte, a popular food service restaurant, is leaning on us to help them bolster their suburban portfolio outside of the 128-belt in New England. We helped Google secure a flagship Newbury St. location for one of their new brick-and-mortar concepts where they will be selling their entire suite of Google-owned products. We are also currently assisting Naya, a popular Mediterranean-style restaurant in the Tri-State area, as they break into the Boston market.

Despite a challenging year for capital markets, our team continued to deliver for our clients both on the acquisition and disposition front; successfully handling a wide range of purchase and sale requirements throughout the retail, QSR, auto, and grocery sectors within investment sales.

2023 served as a banner year for our agency work which grew by leaps and bounds. We put considerable effort and focus into delivering streamlined processes and leasing up spaces for our landlord partners, which include Oxford, Nuveen, Asana, Related Beal, Boston Properties, Bozzuto, New England Development, Equity Residential, Inland and many more with their portfolio of properties. We look forward to continuing our strong partnerships with our urban and suburban partners.

The District Real Estate Advisors team is looking forward to capitalizing on the groundwork and momentum gained for continued success and growth in 2024!

If you're interested in contacting us, please visit our website at DistrictAdvisors.com, call our office line at 857-284-7971, or reach us at our new office at 800 Boylston St. Suite 420 Boston, Mass.

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