

JUNE 2021 | PREMIERE ISSUE

CATALYST

QUARTERLY

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Orr Has Moved

by Kay Eileraas

Location. Location. Location.

The team of Orr Commercial Real Estate has moved from 5400 Katy Freeway, Ste. 100 previous location to it's new building at 4601 Washington - 2nd floor, Ste. 220.

The team will be relocated and up and running by Monday, May 17th. Should you need any of the team members, please reach them by the numbers listed on the website or the main number at 713-468-2600.

If you plan to drop by, please call in advance to ensure your respective team member is available. And, if you plan on mailing anything, check in as well to ensure you have the correct mailing address or courier instructions.



Available Now

Check out all our available properties on our new interactive map at www.orrinc.com

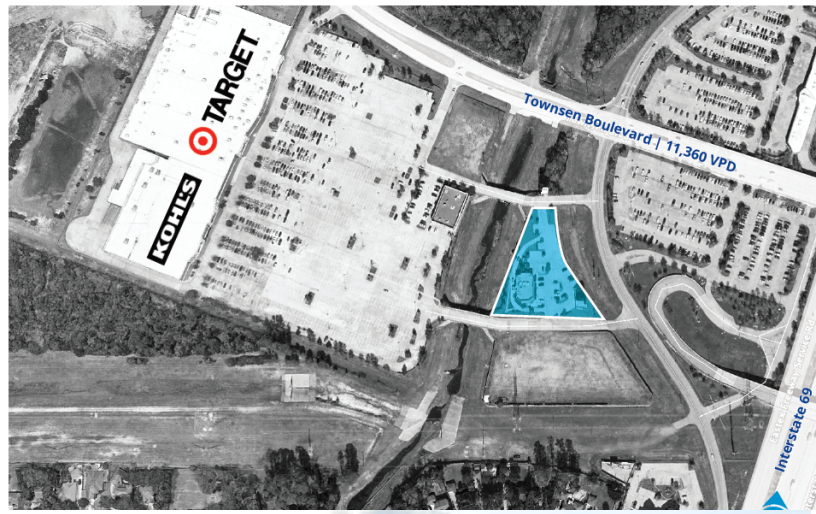
20745 US 59 N, Humble, TX 77338
3583 SF Building
1.35 Acres

This property is zoned for a drive-thru and benefits from high traffic counts at the adjacent Humble Shopping Center which features retailers Target and Kohls.

Highlights:

- healthy trade area
- excellent demographics
- 20 minutes from Houston
- adjacent to Interstate 69
- located on a major retail corridor
- average income \$72,298 within 3-mile radius

Aerial Overview | Close-up



Recent Disposition

Orr was represented by JLL and is pleased to announce the sale of South Main Plaza, a 90% occupied, 26,022 SF strip center located amidst high-end residential, NRG Stadium, and the Texas Medical Center in Houston's dense inner loop. JLL represented Orr on the transaction and procured a local buyer.



Catalyst: Dillon's Automotive

Making A Dream A Reality

Corey Dillon of Dillon's Automotive, armed with over 2 decades of experience, envisioned filling a void for high-end automotive services in the Houston/Katy, TX area.

Orr's team quickly analyzed the challenges that lie between Corey and fulfilling his dream. First, Orr identified the needed land along with the design and construction of the building. Corey was a first-time business owner, so Orr had to work with him to manage a construction budget and obtain financing for the building. He also had a new and unproven brand in a crowded space, the Orr team knew that finding a great location was pivotal to his success. A project manager on working with Corey shared, "He led with his vision and we followed. He had an entrepreneurial drive providing as much detail as he did and that made it easy for us to partner. This allowed us to work as a collaborative team.

Orr Commercial's expertise and industry experience allowed them to mitigate the cost of the land and construction as well as deliver the building in a timely manner. They located the site that allowed the operator to do the sales volumes necessary to justify operational expenses and acquired the land through an off-market relationship within the target market. Orr Commercial sourced the financing necessary for the ground-up construction through their network of banking partners. They then oversaw the construction and site planning to maximize site efficiency, minimize construction delays and change orders. When forming a working partnership, communication is essential. Orr Commercial and Corey were on the same page from day one setting goals and deadlines with clear and reasonable expectations.

"Orr Commercial took the ball and ran with it, handled the architects and made it easy for me to build. The design process went quickly, and it felt like they didn't drag out the process."

Corey now owns his successful first location. Orr's Catalyst program allows our tenant-partners to become real estate owners and investors when the time is right. Corey owns his first location and because of its success, it has allowed our partnership to continue with the construction of store number two and plans to unroll many more throughout the Houston region. With considerable cost savings and efficiencies, we have paved the way for scalability and affordability in Corey's new locations going forward.





Catalyst Call

*Program Insights with
Campbell Anderson*

When reflecting back on the last year, putting the proper emotions into words is difficult. Words that come to mind are fear, loss, and struggle. The effects of Covid-19 have had previously unimaginable effects globally as well as on our great state. At Orr Commercial we empathize with all of our loved ones for the effects the virus has had on so many. As an entrepreneurially-spirited group at heart, we like to live by the motto: "out of challenging times, comes great opportunities." Through the challenges of Covid-19, the Catalyst Program was born.

The Catalyst Program aims to partner up with early-stage operators who are looking for a strategic partner to spur growth through real estate. Orr Commercial aims to be a partner for solid concepts who have the like-minded entrepreneurial spirit Orr Commercial embodies daily.

Over the last 30 years we have been fortunate to team up with mom-and-pop operators in our shopping center development business. Mom-and-pop businesses are the backbone of the Texas economy.

As we settle into "the new norm" we want to make sure mom-and-pop businesses are afforded all of the opportunities necessary to grow their enterprises. There is no doubt Covid-19 has had a major effect on the retail real estate market. Vigilant businesses have slimmed down their footprints, adapted to online ordering and when available adopted the drive-thru model. The only catch? There aren't many available!

When these rare opportunities do become available, they are typically swept up by the larger national users who can pay the highest rents due to sales volume. What if there was another way to spur growth? There is and that's where our team steps in.

Are you a restaurant concept looking for 1,500 SF with a drive thru? We can build that! Are you a medical group needing to lease at the best intersection in town but there is no availability? We can help you get there. We are laser focused on getting users the exact sites and formats they need. While the Catalyst Program is early in its inception, we have already partnered with great concepts and couldn't be more excited to see the impact this program has across our great state.

If you are an operator who has faced some of the growing pains we've mentioned but still want to grow, feel free to reach out and see how we can grow together!

[The Catalyst Program](http://orrinc.com/orr-catalyst-program) (orrinc.com/orr-catalyst-program)

We look forward to getting to know you and seeing where we can step in to help you on your journey.

Campbell Anderson

Head of the Catalyst Program