

The Restaurant Broker

"Food is our only business"



The Restaurant Broker
www.therestaurantbroker.com

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ABOUT US

We are a full-service commercial real estate and business broker, specializing in the hospitality industry in the Mid-Atlantic area.



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OUR SERVICES

At The Restaurant Broker, We specialize in:

- Feasibility Studies
- Restaurant Sales
- Restaurant Leasing
- Restaurant Evaluation
- Site Search
- Tenant Representation



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OUR SERVICES](#)



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CHALLENGES

that Restaurateurs encounter:

Buying or selling a restaurant is a stressful process

- Time and Money are essential to Restaurant owners; therefore, we do all the work while allowing them to manage their business.
- Restaurateurs do not have the time, resources, or experience of the entire buying & selling process.
- Negotiating the price and terms of the contract can be a strenuous process.



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SOLUTIONS

The Restaurant Broker can offer:

We will manage the marketing & sale process while allowing the owner to continue running their business

- We have an aggressive online marketing strategy.
- Our marketing platforms reach thousands of potential restaurant buyers, sellers, and brokers every day.
- We are well-established in the DMV area with decades of experience, knowledge of the industry & our focus is ONLY on the restaurant/hospitality business!



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With our large customer database and personal connections, we can attract a larger potential buyer universe!

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WE CONDUCT A WEEKLY E-MAIL NEWSLETTER AND MAINTAIN AN UP-TO-DATE, PROFESSIONAL WEBSITE!

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WE PROVIDE MODERN, STATE-OF-THE-ART VIRTUAL VIDEO TOURS!

[Click to View Samples!](#)

OUR MARKETING STRATEGY

We require prospective buyers to sign NDA's

- Maintaining the confidentiality of the business is a key element in our line of work.

We are extremely active on Social Media.

- We utilize Facebook, Instagram, LinkedIn, YouTube- and run paid Social Media promotions.

We conduct strategic outreach through e-mails & marketing to ensure every potential buyer is aware of the sale.

- Our database has thousands of interested buyers (and **GROWING!**)



MARKET SIZE

In the DMV area..



Maryland

11,357 restaurants & bars
\$13.3 billion in estimated sales



Washington D.C.

2,457 restaurants & bars
\$4.4 billion in estimated sales



Virginia

15,507 restaurants & bars
\$18.1 billion in estimated sales

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MEET OUR TEAM



Jim McGinnis
Founder & CEO

Jim is a licensed real estate broker and has been in the commercial real estate business for 38 years, specializing in the restaurant industry. His expertise is focused on finding space and negotiating leases for the hospitality industry, working with Landlords to lease their space as well as restaurant sales.



Jimmy McGinnis
Director of Operations



Jack McGinnis
Director of Marketing & Research



Tim Velasco
Associate
(Eastern Shore MD)

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[CLICK TO VIEW THE REST OF OUR TEAM](#)



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WHY US?

- We provide insight and advice on the value assessment of your business
- We EMPHASIZE discretion & confidentiality
- \$0 up front fees
- Timing is essential
- Negotiation expertise
- Extremely prompt and responsive
- Professional marketing package
- Active Social Media presence
- Decades of Broker experience in the DMV!

[Learn More](#)

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Past **CLIENTS**

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Washington D.C.

- Armand's Pizza
- The Airedale
- Wok and Roll
- Capital City Cheesecake Café & Bakery
- Irish Channel Restaurant & Pub
- Northside Tavern
- Old Engine 12 Firehouse
- Schlotzsky's Deli
- Maddy's Pub
- Sign of the Whale



Maryland

- The ORIGINAL Ledo Restaurant
- GrillMarX Steakhouse & Raw Bar
- Urban Bar-B-Que Franchise
- The Ale House Columbia
- Ellicott Mills Brewing Company
- Hard Times Cafe
- JoJo's Restaurant & Taphouse
- Three Brothers Italian Restaurants
- Sole D'Italia
- RiverBay Roadhouse



Virginia

- Stone's Cove KitBar
- Ledo Pizza
- Panda Express
- Dunkin' Donuts
- Cheeburger Cheeburger
- Fast Eddie's Pool Halls
- Red, Hot and Blue
- Five & Dimer Diner
- Kampai Thai Restaurant
- The Greene Turtle Sports Bar & Grille



Testimonials

"Jim McGinnis and Restaurant Brokers helped sell my restaurant/brewery in Ellicott City... they attracted buyers, assisted with sales agreements, and ultimately helped to bring the transaction to a successful closing. I would positively recommend their services." Rick C. Winter, former Owner of Ellicott Mills Brewery

"Restaurant Brokers & Developers, Inc. helped with my Landlord, brought the right people through, kept it very confidential and produced the perfect buyer. They have the most positive attitude and always kept me updated throughout the process. They were aggressive from the start in finding a buyer and guiding me on getting my restaurant ready for sale" Mala Belli, Chef's Secret Restaurant

"...I personally practiced commercial real estate brokerage for a decade and know all of the. business brokers personally. That's why it's important for me to voice the following; In the mid Atlantic region, we could see no equal to Restaurant Brokers Inc's ability to surgically and discretely market our multi-unit portfolio of stores to qualified buyers while maintaining our operations running smoothly. Ultimately, even in the rocky landscape of 2021, Jim, using slick videos and a deep rolodex from 40+ years in the industry, got us multiple written offers from prospects that ranged from qualified locals to an offer in writing from a 500+ unit national chain! I feel like we hit the ground running with their marketing materials and prospects being generated right away and the end result was a great price and timeline we had only hoped could have become reality." Mike Gioioso, former owner of the PlantBar Juice chain

"I worked with Restaurant Brokers & Developers to find me not one but two sites for me... Dealing with Landlords can be very frustrating but they were so professional that everything went very smooth... Jim has a great sense of what your concept is and where to look for the right location. He never gives up or stops working and was available for all of my many calls. To me, I wouldn't use anyone else but Restaurant Brokers & Developers." Tom Stack, owner of the Irish Channel

"...From the beginning they treated us like family. They were always available to take our calls, worked very hard and brought us the perfect buyer. To us, Restaurant Brokers & Developers were top notch!" Kim Carlson & Tammy Prestipino, former owners of Sisters Sandwiches.



Jim McGinnis BROKER

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