

THE RESTAURANT BROKER



ABOUT US

The Restaurant Broker is a full-service commercial real estate and business brokerage firm specializing exclusively in the restaurant and hospitality industry throughout the Mid-Atlantic region & more specifically- the DMV area.

We are more than brokers—we are hospitality insiders with decades of combined experience.

From startup food concepts to multi-unit restaurant groups, we help clients navigate every stage of their business journey.

“Food is our only business.”





OUR SERVICES

FEASIBILITY STUDIES

ASSESSING CONCEPT VIABILITY,
LOCATION POTENTIAL, &
OPERATIONAL CONSIDERATIONS
FOR NEW OR EXPANDING VENTURES

RESTAURANT SALES

GUIDING SELLERS THROUGH A
CONFIDENTIAL & EFFICIENT
TRANSACTION PROCESS- FROM
VALUATION TO CLOSING

TENANT REPRESENTATION

ACTING AS YOUR ADVOCATE IN LEASE
NEGOTIATIONS, RELOCATIONS, & RENEWALS
TO SECURE THE BEST TERMS FOR YOU

RESTAURANT EVALUATION

PROVIDING ACCURATE, MARKET-
INFORMED ASSESSMENTS OF YOUR
RESTAURANT'S FINANCIAL & OPERATIONAL
VALUE

BUYER & SELLER MATCHMAKING

UTILIZING OUR INDUSTRY NETWORK &
ROBUST BUYER DATABASE (OVER 3,000 AND
COUNTING!) TO CONNECT THE RIGHT
BUSINESSES WITH THE RIGHT OPPORTUNITIES

RESTAURANT LEASING & SITE SEARCH

IDENTIFYING HIGH-TRAFFIC, STRATEGIC
LOCATIONS & NEGOTIATING LEASE TERMS THAT
PROTECT YOUR LONG-TERM SUCCESS

[Click to view our services](#)



A photograph of a woman and a man in a kitchen setting. The woman on the left is wearing a white V-neck shirt, a black apron, and a white face mask. She is holding a black object, possibly a phone or a small tablet. The man on the right is wearing a white chef's coat and a white face mask. He has his arms crossed. The background shows kitchen equipment and shelves.

INDUSTRY CHALLENGES

*Restaurateurs operate in a fast-paced, high-risk environment. **Time, money, and focus are everything** — and navigating the real estate and sales process alone can be overwhelming.*

- Most owners are too busy running day-to-day operations to manage listings, negotiations, or marketing.
- The buying/selling process is complex and time-consuming, with no room for costly mistakes.
- Confidentiality is crucial — loose communication can damage staff morale and customer trust.
- Negotiating price, lease terms, and due diligence can be stressful without expert representation.
- Finding qualified buyers or ideal locations often requires deep market knowledge and connections.

OUR SOLUTIONS

***“FOOD IS OUR ONLY BUSINESS.” —
AND THAT SINGULAR FOCUS GIVES
OUR CLIENTS A POWERFUL EDGE.***

How We Deliver Value:

- We handle the entire transaction process — from marketing to closing — so owners can stay focused on running their business.
- Our exclusive buyer database and deep industry network allow us to connect listings with serious, qualified buyers quickly.
- We maintain strict confidentiality protocols, including NDAs and controlled outreach, to protect business operations and reputation.
- We develop and execute an aggressive, multi-channel marketing strategy to ensure maximum exposure — including online platforms, targeted emails, and paid social media campaigns.
- With decades of hospitality-focused experience in the DMV region, we know the local market inside and out — from foot traffic to food trends.



MARKETING STRATEGY

Before we send out a marketing package, a signed Non-Disclosure Agreement (NDA) is required—confidentiality is at the core of our process.

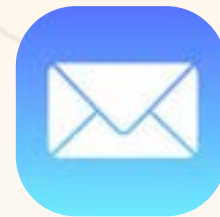
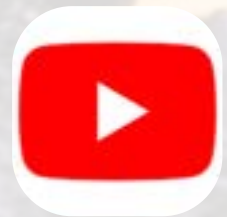
Our social media presence is strong and active — with paid promotions and consistent content across: FaceBook, Instagram, Youtube, LinkedIn.

We create state-of-the-art virtual video tours to give buyers an immersive view of each property — saving time and driving serious interest.

Our professional, mobile-optimized website is updated in real-time, keeping every opportunity accessible and fresh.

We promote listings through targeted email campaigns to our growing database of thousands of qualified buyers.

"Food is our only business.."



WHY CHOOSE TRB

DECADES OF EXPERIENCE

We understand the nuances of this business because we've lived it.

INDUSTRY FOCUSED

We don't dabble - we specialize.
Restaurants and hospitality are all we do.

LOCAL MARKET EXPERTS

Deep roots in the DMV area give us a competitive edge in the selection, valuation, and deal structuring.

POWERFUL BUYER NETWORK

Our exclusive and constantly growing database connects listings to serious, vetted buyers faster.

CONFIDENTIAL & PROFESSIONAL PROCESS

From NDA to closing, we ensure privacy, clarity, and professionalism every step of the way.

"We do the work, so restaurant owners can focus on what matters most — their business."

AGGRESSIVE, MODERN MARKETING

We don't just list - we market smart, using the latest digital & marketing tools, modern virtual video tours, & targeted outreach.



CEO & PRESIDENT

Jim McGinnis

Jim McGinnis has been in the commercial real estate business for 40 years, specializing in the restaurant industry. He graduated from the University of Maryland with a degree in Communications. He went into real estate, selling businesses for a Business Broker in Bethesda, MD.

His working knowledge of the region has his services in demand for restaurant chains looking to expand into this market area. 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. Jim is a former certified Real Estate appraiser that was licensed in the state of Maryland and served on the Prince Georges County Financial Loan Services loan review committee reviewing business loans in the County.

He has done extensive consulting for the Southern Maryland Small Business Development Center working with their restaurant clients developing business plans and sales projections. In addition, he is a recurring guest speaker at SBA seminars in the restaurant industry. He is a retired NCAA basketball official and a high school basketball official in the Maryland, Washington D.C and Virginia area. Jim is a licensed Real Estate Broker.

Contact Me at: jim@therestaurantbroker.com



OUR TEAM



JOE FORGETTE
EXECUTIVE VICE PRESIDENT
OF BUSINESS DEVELOPMENT



JIMMY MCGINNIS
DIRECTOR OF OPERATIONS



JACK MCGINNIS
DIRECTOR OF MARKETING
& RESEARCH



SUNNY ANTIL
ASSOCIATE



TIM VELASCO
ASSOCIATE
(EASTERN SHORE)



BRIAN FOX
ASSOCIATE



RICH ESCALANTE
ASSOCIATE



MIKE COLLINSON
ASSOCIATE

[Click to view the rest of our team](#)



TRB's PREVIOUS CLIENTS:

Washington D.C.



IRISH CHANNEL
SIGN OF THE WHALE
MADDY'S TAPROOM
ARMAND'S PIZZA
THOMAS SWEET ICE CREAM
STAN'S RESTAURANT
FRONT PAGE RESTAURANT
SCHLOTZSKY'S DELI
NEW HEIGHTS RESTAURANT
CHADWICK'S RESTAURANT

Maryland



BAREFOOT BERNIE'S
THREE BROTHERS ITALIAN RESTAURANTS
ANCHOR BAR
JOJO'S RESTAURANT & TAPHOUSE
ELLCOTT MILLS BREWERY
BOOKMAKER'S COCKTAIL CLUB
KAUFMANN'S TAVERN
LANGWAY'S SPORTS BAR
COLUMBIA ALE HOUSE
UNION JACK'S BRITISH PUB

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

College Park, MD



THE ORIGINAL LEDOS
VARSITY GRILLE
TOWN HALL LIQUORS
THE THIRSTY TURTLE-MILKBOYS
TERRAPIN TACO
CLUCK-U CHICKEN
HARD TIMES CAFE
IRON ROOSTER
GRILLMARX STEAKHOUSE
TAQUERIA HABENERO



[CLICK TO VIEW ALL PREVIOUS CLIENTS](#)

"WHEN PEOPLE ASK ME WHO TO USE TO HELP THEM SELL OR LEASE A RESTAURANT, THEY ARE THE ONLY ONES I RECOMMEND... IF YOU WANT TO HAVE A JOB DONE WELL, THESE ARE THE GUYS TO CALL."

**-TONY TOSCOV
(CANCUN CANTINA,
TWINNS TAVERN,
BAREFOOT BERNIE'S))**

"JIM USED EVERY TOOL AT HIS DISPOSAL TO GET THE JOB DONE...JIM IS THE BEST PERSON TO HELP YOU FIGURE OUT THE RIGHT PATH FORWARD."

**-STEVE WECKER
(IRON BRIDGE,
CURED, ETC.)**



"JIM'S INTEGRITY IS ABOVE REPROACH AND I LOOK FORWARD TO THE OPPORTUNITY TO WORK WITH HIM AGAIN IN THE FUTURE."

**-JAMES LOBOSCO
(SOUTHERN MANAGEMENT COMPANIES)**

"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 THE RESTAURANT BROKERS."

**-TOM STACK
(THE IRISH CHANNEL)**

TESTIMONIALS

[CLICK TO VIEW MORE TESTIMONIALS](#)

"YOUR TIMELY COMMUNICATIONS HELPED KEEP THE DEAL ON TRACK AND PREVENTED DETAILS FROM FALLING THROUGH THE CRACKS."

**-DEREK FINK
(ANCHOR HOSPITALITY LLC)**

"HE PERSONALLY WALKED ME THROUGH EVERY STEP OF THE PREPARATIONS FOR THE SALE."

**-TOMMY MARCOS
(THE ORIGINAL LEDO
RESTAURANT)**

"JIM WORKED HARD FOR US, KEEPING US UPDATED AT EVERY TURN AND WITHIN A FEW MONTHS WE HAD AN OFFER... IF YOU ARE LOOKING TO PURCHASE A RESTAURANT, OR IF YOU OWN AND ARE THINKING OF SELLING, WE WOULD DEFINITELY RECOMMEND REACHING OUT TO JIM AND HIS TEAM AT THE RESTAURANT BROKER."

**-JEFF & JOANNA B.
(JOJO'S TAPHOUSE)**



**Come join us at the
table with The
Restaurant Broker-
we saved you a seat!**

Jim@therestaurantbroker.com

301-345-5562

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