



LEADERSHIP



Jerome B. Trout, Jr
Principal
410.435.4004 ext 227
bblair@troutdaniel.com



Jerome B. Trout, III
Principal
410.435.4004 ext 225
jtrout@troutdaniel.com



Rene F. Daniel
Principal
410.435.4300
rdaniel@troutdaniel.com



William P. Ferrell
Principal
410.435.4300
wferrell@troutdaniel.com



Arthur W. Putzel
Principal & Broker
410.435.4004 ext 226
aputzel@troutdaniel.com



Steven L. Cornblatt
Principal
410.435.4004 ext 231
scornblatt@troutdaniel.com



AGENTS

Gregory D. Custer
Senior Associate
410.435.4300
gcuster@troutdaniel.com

Jonathan R. Garritt
Associate
410.435.4004 ext 241
jgarritt@troutdaniel.com

Matthew S. Melnick
Associate
410.435.4004 ext 244
mmelnick@troutdaniel.com

John L. Sindler
Senior Associate
410.435.4004 ext 212
jsindler@troutdaniel.com

Gilbert R. Trout
Vice President
410.435.4004 ext 232
gtrout@troutdaniel.com

Stanley N. Varlas
Associate
410.435.4004 ext 250
svarlas@troutdaniel.com

TROUT DANIEL & ASSOCIATES is a full-service commercial real estate brokerage dedicated to serving businesses throughout the Mid-Atlantic region.

We provide a comprehensive, highly-customizable approach to serving your commercial real estate needs, including brokerage, development, consulting and management services to the retail, office, industrial, multi-family and investment market segments.



CONTACT

TROUT DANIEL & ASSOCIATES | 2 Village Square, Suite 219 | Baltimore, MD 21210
T: 410.435.4004 | F: 410.435.4277 | E: info@troutdaniel.com

RELATIONSHIPS

At Trout Daniel & Associates, we believe our greatest asset is the thousands of relationships we have cultivated over the past 40 years. Our broad and comprehensive network of national and local relationships offers you, our client, thorough, end-to-end service and support throughout the entire lifecycle of your transaction.

- TD&A boasts a network of nationally-known retailers as well as local tenants.
- TD&A has strong ties to a diverse list of owners and developers throughout the Mid-Atlantic region and the United States.
- TD&A leadership has cultivated longstanding relationships with economic development officials in states and municipalities throughout the region.
- TD&A has expert resources in related fields such as architecture, construction, accounting and insurance.

SERVICES



Retail Sales & Leasing. TD&A is a market leader in the sale, leasing and marketing of retail properties. Key services include analysis of local markets, determining optimal merchandise mix, establishing market rents, leasing, tenant identification, lease negotiation and providing project marketing services and demographics.



Office & Industrial Sales & Leasing. TD&A's Office and Industrial department represents the real estate interests of both sellers and landlords as well as buyers and tenants of office and industrial properties in the Greater Baltimore Metropolitan Area and the Mid-Atlantic Region. Our professionals can accommodate smaller client needs (under 10,000 SF) as well as more significant requirements ranging from 10,000 to 1 million SF.



Tenant Representation. TD&A's brokerage team has expertly represented a variety of tenants, from local merchants to large corporations and nationally recognized retail franchises. We understand the key to successful tenant representation is a thorough knowledge of our clients, their industry and their goals.




Trout Management. Trout Management manages retail and office space throughout Maryland, Virginia and Delaware. We manage properties ranging from freestanding buildings and office space, to large big-box centers, encompassing both neighborhood and community centers. We offer end-to-end services such as day-to-day property management, billing, contractor retention, security system expertise as well as physical-plant maintenance and leasing assistance.



Trout Development. Trout Development employs a multi-dimensional team with expertise in architecture, engineering, marketing and finance. We have developed thousands of square feet of retail space throughout Maryland, Delaware and Virginia that features both national big-box retailers as well as regional tenants.

RESOURCES



We use Sites USA with Regis as our mapping and demographic software to produce highly-detailed demographics, mapping, aerials, and for defining the best location for future site location.




Our associates are affiliated with NAIOP, the Commercial Real Estate Development Association. NAIOP is a leading organization for developers, owners and related professionals in office, industrial and mixed-use real estate.



TD&A is proud to be affiliated with SIOR, the Society of Industrial and Office Realtors. With more than 3,200 members in more than 590 cities in 25 countries, SIOR represents today's most knowledgeable, experienced and successful commercial real estate brokerage specialists.



One of our strongest associations is with ICSC, the International Council of Shopping Centers. ICSC is the global trade association of the shopping center industry.



TD&A uses CoStar for listing our properties as well as for its tremendous search and reporting capacities. Our listings are then targeted by thousands of sale and lease prospects throughout the country.




LoopNet is stop #1 for getting information on commercial sales or leasing. LoopNet's network of local and national properties, combined with its customizable suite of products and services, make it a powerful tool in TD&A's arsenal.

