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## Harris Teeter Parts Ways With KLNБ, Will Be Repped By Next Realty

Grocery chain [Harris Teeter](#) has decided to **switch brokerage firms**, and will be exclusively repped by [Next Realty](#) Mid-Atlantic for all of its DC-area locations.



Next Realty managing principal **George Galloway**, pictured above with his wife Lien (second from right) and daughters Lani and Christine, will manage the account.

The grocer's previous broker, KLNБ's **Cary Judd**, was responsible for bringing Harris Teeter into the DC market. Cary, who repped Harris Teeter for 18 years, passed away in May. "If Cary was alive today he would still be repping Harris Teeter," KLNБ principal Dallon Cheney tells Bisnow. "With Cary's passing in May, Harris Teeter has asked George Galloway to continue what Cary accomplished, and we wish Harris Teeter success in their continued expansion."

George also said Harris Teeter began looking after Cary's passing for

someone to fill his shoes, which he says are "enormous to fill." "They thought it might be an opportune time to see who was out there and who might help them in the next phase of growth," George says.

The grocery chain launched in North Carolina in the '60s, but it didn't open its first location in the District until 2008. Thanks to Cary's work, it now has four stores in DC, 12 in Maryland and 44 in Virginia, with more in the pipeline.



The chain signed a letter of intent with Jair Lynch to anchor his redevelopment of the old McMillan Sand Filtration site. Harris Teeter is also anchoring Douglas Development's Shepherd Park mixed-use project. It also has a Bethesda location opening Aug. 24 in Flats 8300, a luxury condo building Stonebridge-Carras recently sold for \$207M

Harris Teeter had a change in management last year, when its president, Fred Morganthall, became SVP for parent company The Kroger Co and Harris Teeter EVP Rod Antolock was tapped as the grocer's new president.

George's team at Next Realty, which includes Andrew Rose, Andrew Tkach, Mellisa Peterson and Kelsey Beerman, has already begun to vet potential sites for new Harris Teeters. George declined to name specific sites they are looking at, but he says they are not making any major changes in the chain's strategy and are open to any sites that have enough demand for a grocery store to succeed.

"We are focused on finding the best possible sites for Harris Teeter, and helping them continue to execute on their growth plan in the Baltimore-Washington market," George says.