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## Meet Harris Teeter's new exclusive brokers in D.C. and Baltimore

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North Carolina-based grocery chain **Harris Teeter** has hired **Next Realty Mid Atlantic LLC** as its exclusive broker for the Washington and Baltimore markets.

Harris Teeter launched a search for new representation after the death of its longtime broker, Cary Judd of KLN Retail, said Next Realty Managing Principal **George Galloway**. Judd died in May after a battle with cancer.

This team from Next Realty will be taking over exclusive representation of Harris Teeter.

Galloway will be the main point of contact for Harris Teeter, working with Andrew Rose, Andrew Tkach, Mellisa Peterson and Kelsey Beerman.



Formed in 1998, Arlington-based Next Realty focuses on retail brokerage and represents Target, BJ's Wholesale Club, Kohl's, Darden Restaurants and many others in the D.C. area.

Galloway said the firm plans to build on the growth Judd steered during the last decade for Harris Teeter, which now has 44 locations in the Washington and Baltimore markets. There is also one store under construction and two in the planning stages.

Harris Teeter faces growing competition in the D.C. grocery market, as new players — from uber-grocers Wegmans and Publix to discount European brands Aldi and Lidl — look to grab market share.

“They want to continue to take advantage and find opportunities in trade areas where they are not currently reaching customers,” Galloway said of Harris Teeter. “As the grocery store footprint and format changes to a much more urban one, there will be continue to be neighborhoods in the interior of the market, while there are also plenty of new neighborhoods growing in the outer suburbs. There’s still plenty of stuff that we can do over the long term.”