



Steve Greenberg

PARTNER | EXECUTIVE VICE PRESIDENT | BROKERAGE

Steve Greenberg is a partner and Executive Vice President whose focus includes tenant representation, landlord representation, tenant driven retail development and retail center acquisitions.

As a retail-oriented broker, Greenberg's tenure and broad experience in the business provides strong calculated decision-making capability, allowing his clients to capitalize on market optimization and financial results.

Greenberg's vast experience has taken him all over the southeast for both tenant representation and landlord work in Texas, Oklahoma, Arkansas, Alabama, Mississippi, Colorado, New Mexico, Nebraska, and Florida.

Representing many of the real estate markets leading retailers, Greenberg is instrumental in playing a key part in strategic planning for new store site selection, renewals and relocations across multiple states for Bed Bath & Beyond, BuyBuy Baby, Cost Plus World Market, DSW Designer Brands, Joann Stores, PetSmart, Nordstrom Rack, Tuesday Morning, Ollie's Bargain Outlet, Topgolf, and Dave & Busters.

In addition to tenant representation, Greenberg continues to do extensive landlord work, providing strategic planning and the execution needed to achieve top-tier results. He has been involved in a range of high-level transactions and developments, as well as engineering several sales throughout his career.

- TX: Initial Belk Department Store roll-out
- TX, OK, CO, AL: Execution of 50+ Old Navy leases
- TX, OK, AR, MS, AL: Bed Bath & Beyond roll-out
- TX, OK: Execution of DSW expansion strategy
- Tyler, TX: The Village at Cumberland Park — played an integral part in the development and leasing of this power village project
- Longview, TX: North Loop Plaza — created an opportunity with the owner for an off-market sale to Connected Development Services in 2016
- Mesquite, TX: Mesquite Towne Centre Plaza — created a sale and value-add opportunity
- Waco, TX: Central Texas Marketplace Phase I — handled the leasing for the ground-up development; Phase II — created the development and handled the ground-up leasing
- Pharr, TX: Pharr Town Center — handled the leasing for the ground-up development; tenants include BuyBuy Baby, Cost Plus World Market, Joann Stores, Five Below, Main Event, Ross, Sears, and Academy Sports
- Shenandoah, TX: Metropark Square - laid the groundwork for entertainment development by leasing to AMC Theatres, Dave & Busters, and Urban Air totaling 120,000 SF
- Dallas, TX: The Shops at Park Lane - handled the original leasing; Whole Foods, Old Navy, DSW Designer Brands, and many more national tenants

Greenberg enjoys spending time with his wife and four children, exercising, golfing, hiking, fishing and snow skiing.

Contact Information

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SPECIALTIES

- Tenant Representation
- Strategic Planning
- Big Box | Junior Box
- Land Sales
- Pad Sales
- Project Leasing
- Ground Up Development