

# Marty Hennessy

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Marty Hennessy serves as President at Katz & Associates, a position he has held since 2019. In his 24 years with Katz, Marty has managed real estate transactions & expansion plans for national, regional and local retailers in distribution planning, renewals and negotiations in every market in the Southeast United States and Puerto Rico. He has worked directly with the CEOs

and Real Estate Directors/Representatives of well over 50 nationally recognized retailers including ULTA Beauty, DSW Shoes, Saks OFF 5TH, Foot Locker and many others. His expertise includes company rollouts to new and existing markets, site selection, lease negotiations and disposition work. Marty is a top producer, having successfully negotiated thousands of deals. He has developed relationships with all the top regional and national landlords that have properties throughout the Southeast.

Prior to joining Katz, Marty gained 20 years of experience with Hallmark where he served in a variety of roles including Director of Real Estate and Site Development, East Region, overseeing 2,400+ stores.

Marty is a specialist in Tenant Representation with over 40 years of experience in Retail Operations and Real Estate. He has advanced market knowledge of 8 Southeast markets with particular emphasis on the Florida and Tennessee markets. Marty has toured in just about every market & completed over 97 deals throughout the state of Tennessee.

## NOTEWORTHY ASSIGNMENTS

ULTA Beauty, Rollout in Florida and Tennessee, 100+ stores over 8 years  
Five Below, Rollout in Florida (except the West Coast), 80+ stores over 5 years  
DSW Shoes | Pet Supermarket | Champs, Rollout of 2 superstores in SE Florida

## RETAILERS REPRESENTED

Bath & Body Works	Hallmark	Shoe Carnival
Best Buy	Jos. A. Bank	The Vitamin Shoppe
Champs	Mattress Firm	Torrid
Dollar General	Party City	ULTA Beauty
DSW Shoes	Pet Supermarket	Wild Oats
First Watch	Petco	Woolworth (Disposition)
Floor & Décor	Relax the Back	World Market
Foot Locker	Saks OFF 5TH	
Francesca's	Sam's Club	

## LANDLORDS NEGOTIATED WITH

Benderson Development	Pyramid Management	Tanger Factory Outlets
BRIXMOR Property Group	RAM Realty Services	Terranova
Brookfield Properties	Regency Centers	The Mills
Casto	RPT	The Sembler Company
CBL & Associates	Simon Property Group	Turnberry Associates
Kimco Realty	Site Centers	Woolbright Development
Kite Realty Group	Sterling Organization	Washington Prime
Poag Shopping Centers	Stiles	