



Principal / Director | Houston
Colliers Investment Services Group

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1233 West Loop S.
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David L. Carter, CCIM, SIOR

Area of Expertise

David Carter, Principal, Director and sits on the Governance Council. Titans Award recipient for top revenue producer and Everest Award recipient for top production across the enterprise. Carter specializes in the areas of brokerage and investment sales of office, flex and industrial buildings. Carter has successfully represented an extensive client base in dispositions, sale leaseback, build to suit, joint ventures, partnership structure, acquisitions and development.

History, confidence and expertise are Carter's skill set that allow his clients to make the right decision with the right information. Among his professional accomplishments, Carter has successfully closed investment sales transactions in excess of \$1 billion and leasing transactions in excess of 3.0MM square feet.

Professional Accomplishments

Carter has been consistently recognized as a Houston top producer in commercial real estate since 1997 and has earned the professional designations of Certified Commercial Investment Member (CCIM) and Society of Industrial and Office Realtors (SIOR), President in 2009. He is a member of NAIOP and licensed real estate broker in the State of Texas, holds a Bachelor of Business Administration degree specializing in Finance from Sam Houston State University and is a member of Sigma Chi Fraternity.

Notable Transactions

Carter represented Innova Electronics in a build-to suit and long-term lease of a 100,000-square foot technology building. Represented MODEC International Inc with its US headquarters in west Houston for 160,000 sf. Brokerage and development advisor for the 325,000 SF class "A" LEED Certified 46-acre master planned office development - Beltway Lakes. Completed sales transactions in excess of \$1 B and lease transactions in excess of 3.0 M SF. He has also successfully represented numerous corporate clients including MODEC International, AT&T, Harris County, State of Texas, PBK Architects, AOL Time Warner and Hagemeyer North America in their strategic office requirements.

Education or Qualifications

Bachelor of Business
Administration, Sam Houston
State University

Affiliations or Memberships

SIOR
CCIM
NAIOP
Colliers Asset Resolution Team
(CART)
Colliers Governance Committee
Colliers Investment Services
Group

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“David’s thorough knowledge of both the product and the key players in the submarket led to finding the perfect buyer. His professionalism, responsiveness and representation of our interest throughout the sales process exceeded our expectations.”

*-Ryan Hesch, Vice President
ML Realty Partners*

Representative Clients and Projects

Goddard Investment Group
Disposition – Office Building
Bill Deyo, Russell Read

ML Realty Partners
Disposition Office Building
Michael Luecht

WP Carey
Disposition – Office Buildings
Peter Bates

LNR Partners
Disposition Office Buildings
Jose Bello

Radler Enterprises
Acquisition/Development – Office Buildings
Mishael Radom

Highbrook Investors
Disposition – Office Building
Stephen Shaw

Innova Electronics
Build-to-Suit – Headquarters
Trey Cook

MODEC International
Office Lease – Headquarters and Ancillary Locations
Brent Konstanzer

US Bankruptcy Court
Disposition – Office Building
Trent Rosenthal



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Carter has successfully worked with his clients in the disposition and acquisition of office and flex buildings totaling over \$1B in value. Specializing in suburban office has allowed for detailed transactional knowledge and expertise.

Abbreviated Transaction History

| Property | Size | Client | Value |
|--|---------------------|---|---------------|
| 2200 West Loop Office Building | 198,000 SF | 513 Eccles, LP | \$18,000,000 |
| 13333 Northwest Fwy Office Building | 112,000 SF | 13333 Northwest Freeway, L.P. | \$20,500,000 |
| Beltway Lakes Office Development | 326,000 SF 47 AC | Radler Limited Partnership | \$95,000,000 |
| Fasken Center, Midland Office Building | 421,546 SF | Fasken Midland, LLC | \$110,000,000 |
| 500 Shoreline Office Building | 350,000 SF | Lake Street Corpus Christi Holdings, Inc. | \$15,000,000 |
| Financial Center Northwest Office Building | 154,000 SF | FDIC | \$12,175,000 |
| Oak Park Plaza Office Building | 53,000 SF | Aurora Power | \$9,500,000 |
| 8383 N Sam Houston Pkwy Office Tech Development | 100,000 SF | Midway Cypress Cove Partners, LP | \$9,000,000 |
| FedEx Ground Distribution | 132,000 SF | Wells Fargo Trust | \$13,000,000 |
| Dynamic Glass, BTS Manufacturing | 160,000 | Platform Partners | \$16,500,000 |
| 6217-6221 W Sam Houston Pkwy Office/Flex Buildings | 48,000 SF | Tollway Interest, LC | \$8,900,000 |