



CHRIS J. ODDO

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EXPERIENCE

Chris has over 26 years of experience representing tenants and buyers of commercial real estate in the Austin area. With a background in environmental issues, construction and property management, Chris has the experience and expertise to anticipate and maneuver opportunities for his clients to achieve the best possible deal and to avoid potential pitfalls. Chris has represented a variety of clients – from professional (law, engineering, accounting, medical, associations), to technical (contract manufacturing, software development), to public sector (State of Texas, Travis County, CommunityCare), to name a few.

Cases in Point: Chris represents Nova Medical Centers (an occupational medical practice). They are based in Houston and have clinics throughout Texas and have expanded into Georgia and Tennessee. Chris also represents a contract manufacturer, Kodiak Assembly, who has expanded multiple times and is now occupying more than 60,000 SF. Another example is the Fowler Law Firm, who Chris helped transition from downtown Austin to the suburbs after being downtown for over 40 years. In addition to their change of address, Chris helped them consolidate their office spaces, saving significant rent.

Chris is dedicated to representing his clients. Whether they are a start-up operation or large publicly-traded company, Chris ensures that each client gets the attention they deserve. He can do this because he and his Tower Commercial partners do not have the pressure to meet deal quotas like the large international real estate firms.

Chris grew up in the West Houston area. After graduating from The University of Texas at Austin, he worked as a geological consultant in various parts of California and Texas. He and his wife, Margaret, are raising two sons, Braden and Vincent, and two daughters, Nikki and Amaya in the Wimberley Valley.

EDUCATION & AFFILIATIONS

1985 – BS Geological Sciences, UT Austin

Texas Real Estate Broker since 1999

2013 - Heavy Hitter, Austin Business Journal

2013 - Costar Power Broker

Boy Scout Troop 127 Adult Advisor

Member, Knights of Columbus, St. Mary's Church

Board Member, Technology Advisors Group

Member, Central Texas Commercial Association of Realtors

Member, Association for Corporate Growth

REFERENCES



Nova Medical Centers
Rich Shoemaker, Director of Real Estate
713-880-4400



Kodiak Assembly
Susan Morehead, Owner
512-275-1700



Pinballz
Darren Spohn, Owner
512-420-8458



Capitol Metro
Vincent Sandoval, Director of Real Estate
512-369-6049



Texas District and County Attorneys Association
Rob Kepple, Executive Director
512-474-2436



The Fowler Law Firm
Laura Fowler, Principal
512-441-1411



Pepsi
Elroy Combs, Facilities
512-908-1205



Southern Career Institute
Matthew Hawes, COO
512-437-7507



QV21
Jenay Morales, VP of Finance
832-602-0138



Brinkley Sargent Wiginton Architects
Denny Boles, Senior Partner
512-610-4700

TESTIMONIALS

"Our Practice has multiple clinics in Austin and its surrounding areas. We needed help marketing our excess space so we could improve our bottom line. Chris was able to provide quality marketing and reach more people than we could alone and has helped us stay on top of our commercial real estate. Chris is genuine and honest and well versed as a commercial broker – we will use Chris's services again..."

Mathew King, CFO, Premier Family Physicians

"We operated a professional firm in downtown Austin on Congress Avenue for over 40 years and were very hesitant to move out of the CBD but a number of factors made us realize we needed to move to northwest Austin. We were fortunate to meet Chris when it was time to start the process. From the beginning, Chris handled himself with the utmost professionalism and walked us thru each phase of the project effortlessly and knew how to leverage our situation to get the best deal possible. I would highly recommend Chris to anyone needing help with their commercial real estate".

Laura Fowler, Principal, The Fowler Law Firm

"We have had a great relationship with Chris Oddo over the years. He has taken the time to understand our needs and is a strong advocate for us as issues arise"

Martin Boehm, President, Chemwest Systems

"Chris is and will always be our one and only commercial Realtor. There is simply no need for anyone else. He listens intently, delivers results...he is communicative, and he is EXACT. He was able to find us the perfect space for our growing and thriving company. He knows all the in's and out's of Austin and found the perfect space for us that wasn't even on the market!"

Keren Kang, Principal, Native Commerce

"Your high level of professionalism and dedication has been invaluable in assisting us with the selection, leasing, and relocation of our office and clinic spaces. We appreciate your commitment to our satisfaction from the beginning of negotiations through construction of our spaces. The market studies you prepared combined with your extensive knowledge of multiple commercial real estate markets have made a complicated endeavor a more enjoyable one."

Rich Shoemaker, VP of Real Estate and Facilities, Nova Medical Centers

"Chris is a great resource and an experienced broker who puts the needs of his clients first. A real professional."

Dan Christensen, Principal, Christensen Law Firm

"I have turned to Chris for help on multiple real estate transactions over the years. Whether its been office leasing or handling industrial warehouse transactions, Chris has been knowledgeable, professional, and has the focus to get excellent results for my company. I would without hesitation recommend him for any commercial real estate need."

Neil Kellen, CFO, Aspen Beverage Group



DIFFERENTIATORS

Thank you for taking time to meet with me about your corporate real estate needs. I would very much like the opportunity to be of service to your company, and encourage you to have someone on your team with deep market knowledge representing your interests. Having representation adds credibility to the fact that you are approaching your corporate facilities needs in a serious, objective manner.

Some differentiators we offer:

Strategic Advisor The real issue is not real estate. The real issue is the continued growth and profitability of your company while providing the right environment for your employees. I will spend the time necessary to understand your business so that we can design a real estate plan that supports your goals and objectives.

Process Driven My commitment to a thorough, systematic and effective process means I will evaluate every possible real estate solution, resulting in the lowest cost, lowest risk, best outcome for you. I understand process documentation as file support for your various constituencies.

No Conflict of Interest I represent YOU only. The top ten commercial real estate firms in Austin represent both landlords and tenants. By hiring one of these firms, you will not be adequately represented; they have far greater revenue representing landlords, and your interests will be sacrificed. I represent users only, and fight hard to be your advocate. How can one firm represent you and the landlord? They can't.

Experience I offer 32 years of experience in the Austin market. For over 22 years, I represented several sophisticated landlords, having completed many types of transactions. The strategic nature of your requirement and the financial obligation involved warrants a thorough and thoughtful review of your alternatives from an experienced professional.

Personalized Service Larger firms focus on larger, multi-city/state clients. I offer highly personalized service, with the capacity to focus on your needs in ways not possible at larger firms. Brokers at larger firms are forced by their business model to focus on larger clients.

Renewal Considerations My job will be to drive leverage. The presence of a third party in the transaction increases the landlord's belief that you might actually move; as an outside third party, I have no emotional ties to the building, and the landlord might suspect I prefer another building. If the tenant negotiates directly with the landlord, the landlord believes that a renewal is the preferred alternative. The best way to bring an existing landlord to focus on the transaction at market rates is to actively explore other options. Leasing fees are already built into the transaction, and therefore my compensation costs are not incremental.

Thanks again for your time. I hope to be able to work with you!

