

Staying bullish, two firms growing portfolios

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As a result of the recession, many real estate companies have become strapped for cash and gone dormant in their investments - but not all. Planning to double the size of its portfolio, real estate syndication and brokerage company **Newburger-Andes Co.** is using its position as a cash buyer to continue to acquire property through tough times.

Parkside Partners also continues to make deals as part of a small group of companies that are remaining aggressive and using the unique economic environment to take advantage of what they hope will be profitable acquisitions in the future.

Owning and managing a portfolio of industrial, free-standing retail buildings values at more than \$150 million, Newburger-Andes purchased three properties this year and plans to acquire at least five or six more by the end of 2010, and David Andes, general partner and vice president of sales.

...Commercial real estate development and brokerage firm **Parkside Partners LLC** also appears bullish amidst the downturn. In the last 12 months the firm has been involved in four new deals, including the April purchase of 3401 Malone, a Chamblee warehouse, which Parkside is in the process of converting into loft office space for tenant **WGSi Corp.**, a research and development firm. Parkside Partners also recently entered

into a partnership with **Kim King Associates LLC** to develop two boutique office buildings on raw land near the Brookhaven MARTA station.

“Hopefully in 2011 we’ll be able to build one or two of those buildings; [we] have had preliminary discussions with two potential users for the sites,” said principle Kyle Jenks. “The price of the parcels were less than 60 percent of the previous market value, which makes it economically feasible to hold for future development.”

Jenks said Parkside is interested in further acquisitions and is looking at properties in the 30,000- to 50,000-square-foot range with a preference for buildings it can reposition for an increased value. The company is also doing work for existing clients and has plans to build a 20,000- to 30,000-square-foot medical office building for a client in 2011. “We took a look at it a little over two years ago and said what are our strengths and how do we need to make adjustments to ride out the storm, but also we positioned to take advantage of what clearly are some opportunities based on re-adjustment on price on existing buildings,” Jenks said. “The two we acquired recently are significantly below what asking prices would have been a year and a half or two years ago.”