

# East Texas | Announcements & Deals Done

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**OFFICE: (Houston) NAI Houston** announces the addition of **Greg** Associate in their Investment Brokerage Division. *Press Release*

**OFFICE: (Houston) NAI Houston** announces the addition of **Michael** Associate to their Industrial Brokerage Division. *Press Release 2/5/08*

**OFFICE: (The Woodlands) Robert Banzhaf and Trey Halberdier** formation of **BanDier Realty Partners, LLC**. Headquartered in The partnership will focus on every aspect of commercial real estate. be announcing a Class A office project soon close to the Houston CBD. *1/18/08*

**OFFICE: (Houston) Matthew C. Deal** of Houston has been named of the **Counselors of Real Estate**, an international organization of estate professionals. Deal is co-managing partner of **Lewis Realty** well-known Houston-based appraisal and real estate counseling firm. *2/12/08*

**OFFICE: (Houston) Christopher S. Dray** joined **Moody Ramin** Office Services Division as Senior Vice President, Investment Sales. Dray investment services team, selling office, retail, land and industrial He has 19 years of experience in investment banking, sales and marketing. *1/10/08*

**OFFICE: (Montgomery) NewQuest Properties** expanded operations Montgomery/Lake Conroe region. The recently-opened office, located Walden Road will focus on land brokerage services including land sales, sales, and land development, as well as broker residential opportunities single-family, multi-family and assisted living tracts. **Tom Hargrove, Sr.** ending up the efforts of the new office. *Press Release 1/15/08*

**OFFICE: (Houston) Katherine Greene** joined **NewQuest Properties** and Chief Operating Officer. She will manage the daily operations of and oversee issues related to sales, production and personnel. Katherine NewQuest most recently from **Verizon Wireless**. *Press Release 1/19/08*

**OFFICE: (Houston) Henry Hagendorf, CCIM and Brian Hines**, Senior Advisors with **Sperry Van Ness**, specializing in office and medical sales, received the company's prestigious "**Partner Circle**" award at the in Ness national conference in Huntington Beach, CA, held in January, 2008. d was presented only to the top 5% of the organizations 900 Advisors. *Press 1/17/08*

**OFFICE: (Houston) Hendricks & Partners** announced the sale of **Pointe** 30 units), located at 2790 West TC Jester Blvd. The seller was **Ikeda** ies, Inc. The buyer was **1421 S. Dairy Ashford, Ltd.**, who is planning a re renovation of the property. The transaction was negotiated on behalf of r by **Jeff Eisenhardt of Hendricks & Partners**. *Press Release 1/14/08*

**OFFICE: (Houston) Holliday Fenoglio Fowler, L.P.** closed the sale of the **tt Houston West Loop**, a 302-room hotel in Houston's Galleria area. The estment sales team was led by **Patrick Poggi, Dan Carlo, Kim Flores, Jeff** en, **Robert Williamson**, and **Barbara Guffey**. The team marketed the y on behalf of the seller, an affiliate of **The Blackstone Group L.P. RMC** al Interests purchased the hotel. *Press Release 1/14/08*

**OFFICE: (Houston) Powell Electric Group, Inc.** leased 48,000 SF at 750 a Genoa. The tenant was represented by **Jon Michael of Holt Lunsford** ercial. **Joel Michael, John Ferruzzo**, and **Chris Caudill** of **NAI Houston** ended the landlord, **750 Almeda Genoa, LLC**. *Press Release 1/8/08*

**OFFICE: (Houston) GSL Welcome** leased a 45,000 SF tilt wall facility to **KLW** cs. This facility sits on 4 acres in **Aberdeen Business Park** and is located at Kirkon. **John Simons** with **CB Richard Ellis** represented **KLW** and **Kevin** and **John Talhelm** with **Staubach** represented **GSL Welcome**. *Press Release 1/18/08*

**OFFICE: (Houston) Myers Industries, Inc.** leased 13,159 SF at 2210 Edwards the tenant was represented by **Darren O' Connor** of **NAI Houston**. **David** of **First Industrial** represented the landlord, **First Industrial Texas, L.P.** *Press Release 1/22/08*

**OFFICE: (Houston) Greg Usher** of **Cypressbrook Co.** represented **Trident** ng and **Services Co.** in the leasing of 26,000 SF of warehouse space located at 0 Interdrive East. **John Tatum** of **Greater Houston Commercial Real Estate** represented the landlord, **Interbelt Truck Terminal, LLC**. *Press Release 1/17/08*

**OFFICE: (Houston) TN Master Tile L.P.** leased 70,255 SF office/warehouse on **ndesen DC**, 10633 W. Little York. The landlord is **DCT Bondesen-Beltway** ttiman LP. **Walter Menuet** and **Ryan Cropper** with **Vantage Companies** represented the landlord, **DCT Bondesen-Beltway**. **Clay & Comp** represented the tenant.

**INDUSTRIAL: (Houston) GSL Welcome** leased 53,750 SF to **Freightliner L.L.C.** The facility is located at 9111 Glesby. **Ryan Wasaff** and **Craig Wilson** represented **GSL Welcome** in the transaction. *Press Release 1/22/08*

**INDUSTRIAL: (Houston) Beext Holdings, LLC** purchased a 119,212 SF building from **Northwest Warehouse, LLC**. The facility is located at 7250 West 43rd St. **Tom Lynch, Alisha Renshaw** and **Faron Wiley** of **CB Richard Ellis** represented the seller. **Karyn Stephens** and **Jeff Beard** of **J. Beard Real Estate Co.** represented the seller. *Press Release 1/18/08*

**INDUSTRIAL: (Houston) Tim Warren** of **Cypressbrook Co.** represented **JKM** **Fisher Properties, Ltd.** in the purchase of a 17,600 SF warehouse facility situated on 3.2 acres, and located at 10531 Fisher Rd. The seller was **Gavlon Industries, Inc.** *Press Release 1/17/08*

**INDUSTRIAL: (Houston) F & W, LLC** purchased a 53,000 SF building located at 1100 Pleasantville Road from **MetroBank, N.A.** **Andrew Lockwood** and **Sam Sheff** with **Grubb & Ellis Co.** represented the seller. *Press Release 1/15/08*

**LAND: (Houston) David Crawford** of **Yancey-Hausman Land Division** is representing **Parke Patterson Land Development, Inc.** in the purchase of 400 acres on **Lake Houston** and **West Lake Houston Parkway** for a single family and neighborhood commercial development project. **Parke Patterson** and 35-year industry veteran **Jim Box** will be developing the project for sale to homebuilders and a selected retail developer. *Press Release 1/9/08*

**LAND: (Houston) Sperry Van Ness** has completed the sale of .72 acres of land to **Chaparral Park Inc.** for \$6.25 million for the development of a 206-room **La Quinta Inn & Suites**. The parcel is located at 1515 Rusk St. **Greer Lee** of **Sperry Van Ness** represented the buyer. The seller, **1515 Rusk Ltd.** represented itself. *Press Release 1/22/08*

**LAND: (Baytown) HFI Wyndham Park Apartments, LP** purchased 14.146 acres located at **Rollingbrook Dr. & Emmett Hutto Blvd.** The seller was **H. Busch Enterprises, Inc.** **Claire Sinclair** with **Claire Sinclair Properties** represented the seller and **Hazel Burwick** with **Claire Sinclair Properties** represented the buyer. *Press Release 1/22/08*

**MIXED-USE: (Houston) Pacific Coast Capital Partners, LLC** and **Chase Merritt** will acquire a 424,393 SF property known as **Four Corners**. The property consists of two adjacent Class A office buildings totaling 395,473 SF, two retail buildings totaling 28,920 SF and two parking structures. The property is located at the SEC of **Westheimer** and **Sage Rd.** The seller, **Cannon Commercial**, was represented by **Rusty Tamlyn, Danny Miller**, and **Marty Hogan** with **Holliday Fenoglio Fowler, L.P.** *Press Release 1/21/08*

**OFFICE: (Houston) Medrecon, Ltd.** leased 26,638 SF of space at 10114 W. Sam Houston Pkwy. S. from **DCT Bondesen-Beltway 8-Rittiman, LP.** **Walter Menuet** and **Ryan Cropper** of **Vantage Companies** represented the landlord. **Louie**

**Crapitto** of **Staubach Co.** represented the tenant. *Press Release 1/9/08*

**OFFICE: (Houston) Core Laboratories LP** leased 30,475 SF at **Bondesen T Center**, 6510 W. Sam Houston Pkwy. N. **Walter Menuet** and **Ryan Cropper** with **Vantage Companies** represented the landlord, **DCT Bondesen-Beltway Rittiman LP.** **Mike Townsend** with **Moody Ramin Interests** represented the tenant. *Press Release 1/16/08*

**OFFICE: (The Woodlands) Joe Brockman** of **Cypressbrook Co.** represented **Clariant Corporation** in a lease of 13,500 SF of office and laboratory space located at 2645 North Crescent Ridge Dr. **Sean Quinn** of **The Quinn Co.** represented the landlord, **Dirk Laukien**. *Press Release 1/31/08*

**OFFICE: (Sugar Land) FBRE II, LLC** purchased a 17,500 SF building at 8410 High 90A. The multi-tenant building is anchored by a long-term lease with **Frost B Fort Bend Real Estate Corporation** represented the buyer. **Clay & Comp** represented the seller, **Sugar Land 6, Ltd.** *Press Release 2/1/08*

**OFFICE: (Houston) Holliday Fenoglio Fowler, L.P.** closed the sale of **Kirkw Atrium II**, an 11-story office building. HFF senior managing director **Dan M** managing director **Robert Williamson** and associate director **Martin Hogan** the investment sales team exclusively on behalf of the seller, **KBS Realty Advi** **BGK Group** purchased the property located at 11767 Katy Fwy. *Press Re 1/8/08*

**OFFICE: (Sugar Land) Colliers International** announced the investment sale of 53,096 SF office/flex property located at 13000 Executive Dr. **Bently Nevada**, occupies 100% of the property. **John Wilson** of **GSL Industrial Management** represented **GSL Fund 21 Sub D** in the purchase, while the seller was represented by **Christopher D. Winters, Robert S. Parsley**, and **Jay Kyle** of **Colliers International**. *Press Release 1/3/08*

**OFFICE: (Houston) Holliday Fenoglio Fowler, L.P.** has been named to manage for sale **Five Post Oak Park**, a 567,396 SF Class A tower and parking garage. **Jeff Hollinden** will lead the investment sales team, which also includes **R** **Williamson, Scott Galloway** and **Barbara Guffey**, on behalf of the **Crescent Five Post Oak Park, L.P.** **Five Post Oak Park** is located at 4400 Pkwy. *Press Release 1/15/08*

**RETAIL: (Houston) 24 Hour Fitness** leased 50,000 SF of space at 3201 Loop in the **Mix at Midtown**. The 300,000 SF shopping district is currently anchored by **High Fashion Home**. The tenant was represented by **Jay Sears** and **Jeff H** **New Quest Properties**. The landlord, **Crosspoint Properties**, was represented by **in-house**. *Press Release 2/12/08*

**RETAIL: (Stafford) Pacific Coast Capital Partners, LLC** has formed a joint venture with **Dunhill Partners** to acquire **The Fountains on the Lake** retail center. The joint venture purchased the property from **Kimco Realty Corp.** **The Fountain Lake** is a Class A 589,201 SF open-air power center. **Dunhill Partners** represented **PCCP / Dunhill Partners** joint venture in the transaction. *Press Release 1/15/08*

New Column!

## "Deal Or No Deal"

You spoke! We listened! Some of our readers expressed interest in good deal / worst deal stories. If you have a story to share, send it to [amy@rednews.com](mailto:amy@rednews.com)

During the Resolution Trust Corporation (RTC) days in the early to mid 90s, I secured a waterfront listing in Clear Lake valued at \$2.3M. For those of you who are younger in the business, the RTC was a US government-owned asset management company mandated to liquidate assets (primarily real estate-related assets, including mortgage loans) that had been assets of savings and loan associations declared insolvent by the Office of Thrift Supervision, as a consequence of the Savings and Loan crisis of the 1980s. I immediately flew out to Honolulu for a FIABCI (International Real Estate Federation) Pacific Rim Conference to market the property. Before I could even sit down from my presentation, a buyer presented me with a price cash offer. The offer was submitted to the assigned handler in Dallas at the RTC office. For at least six months no response was received from the RTC. I spoke to the "handler" on an almost daily basis. The buyer miraculously hung in there with his offer. The only response I ever received from the RTC was that it was being reviewed and they would get back to me.

Finally, I got a call from a new "handler" at the RTC. She advised me that the previous person was no longer at the RTC. She recommended I sit down before she went on with her news. Once I was safely seated, she informed me that the offer was found in a desk drawer unopened and that nothing had ever been done with the offer. In other words, the previous RTC handler had been lying to me all along. The new person was sitting with her news. Because the property had sat so long with "no activity", it was being placed in the affordable housing program and it would be sold at a sealed bid auction. I now had to start over.

Colin Fox, CCIM  
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Colin Fox & Associates

