

HOUSTON CHRONICLE

chron.com

MONDAY, AUGUST 29, 2011

VOL. 110 - NO. 320 - \$1.00

August 26, 2011

Circulation: 364,724

chron.com/business **BUSINESS**

DEAL OF THE WEEK



ADLER GROUP

Corporate park changes hands

WESTCHASE Corporate Park, a collection of office/industrial buildings totaling 177,000 square feet near Richmond and Wilcrest, has a new owner.

AF Westchase, a joint venture between Miami-based Adler Real Estate Fund and Dallas-based TriGate Capital, has purchased the property from PS Business Parks for \$9.8 million. The property will be managed on-site by Adler Group, which owns a 20 percent equity stake.

The park is 85 percent occupied by more than 100 tenants, among them professional firms such as printers and marketers, as well as companies that need loading docks. Spaces are available from about 600 square feet to 4,000 square feet, and the average tenant leases 1,400 square feet. The park is at 11201-11331 Richmond. Monthly rents start at \$850, and gross rents range from \$11.50 to \$14 per square foot per year.

"We're almost in the commercial apartment business," said Matthew Adler, chief investment officer of Adler

Group. "We try to find properties that, by being a pro-active property manager and treating our existing tenants well and doing a good job finding new tenants, we can maintain high occupancies."

Most of Adler Group's 4.3 million square feet of multi-tenant investments are concentrated in Florida, but it also has properties in Norfolk and Richmond, Va., Nashville, Tenn., and now Houston. Adler said the firm has been eyeing Houston for a while because of its population growth, transportation network and strong energy and health care sectors.

"We would like to continue to grow and buy more properties," Adler said. "We think Houston has a lot of multi-tenant properties we can be successful with."

Jack Fraker, Gary Carr, Russell Ingram, Josh McArtor and Tom Lynch of CB Richard Ellis represented the seller. Adler represented his firm along with Jeffrey Yarckin, managing member of TriGate Capital.

— KATHERINE FESER
katherine.feser@chron.com