



IN DEPTH: COMMERCIAL REAL ESTATE

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Best in Atlanta -- Industrial Honorable Mention

RREEF snaps up properties in landmark deal

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Last August, real estate owner RREEF purchased 12 metro Atlanta properties from Oakmont Industrial Group. The deal brought more than 1.5 million square feet under RREEF's domain and was one of the largest portfolio transactions in Atlanta during 2003.

The deal also earned RREEF an honorable mention in Atlanta Business Chronicle's Best in Atlanta Real Estate Awards in the industrial category.

"On the industrial front, this was the most significant deal out there last year," said Chris Riley, who helped broker the deal for Trammell Crow Co.

The purchase price remains undisclosed but analysts estimate the deal was worth between \$55 million and \$60 million, which amounts to \$37 to \$40 per square foot.

The Trammell Crow team of Riley, Hal Breedlove and Brad Rodgers brokered the deal. The buildings include such tenants as The Home Depot Inc. (NYSE: HD), Garden Fresh Restaurant Corp., Gulf South Medical Supply Co., Illinois Tool Works, New Breed Logistics and Ecolab Inc.

The various locations of the property made the deal attractive to RREEF, Riley said. The properties are located on the northeastern, northwestern, western and southern ends of the metro area.

"The geographic diversity of these properties alone made the deal important," Riley said.

The Oakmont deal was not the only large transaction RREEF was involved in last year. In July, the real estate company sold 460,000 square feet to Cabot Properties Inc.

Properties acquired in the Oakmont deal include:

- Chastain Distribution Center 100, which is 116,500 square feet, and Chastain Distribution Center 200, which is 241,000 square feet, on Chastain Road in Cobb County.
- Breckinridge Business Center 100, which is 72,800 square feet, and Breckinridge Business Center 200, which is 128,800 square feet, on Executive Drive in Gwinnett County.
- Breckinridge, a 122,800-square-foot distribution facility in Gwinnett near Breckinridge Business Center.
- Cobb International Industrial Park, a 144,000-square-foot building in Cobb.
- Southlake Corners Business Park, a 137,800-square-foot flexible distribution facility in Clayton County.
- Liberty Distribution Center 100, with 182,400 square feet, and Liberty Distribution Center 200, with 158,500 square feet, in Henry County. The 100 building sold for \$7.2 million and the 200 building sold for \$5.9 million, according to Databank Inc.
- Riverside Business Center 400, a 65,600-square-foot flexible distribution center in Cobb, which sold for \$2.5 million, according to Databank.
- Riverside Logistics Center 200, with 128,000 square feet, and Riverside Logistics Center 300, with 80,500 square feet. The 200 building sold for \$4.7 million and the 300 building sold for \$3.3 million, according to Databank.

Staff writer Jarred Schenke contributed to this article.