

AUGUST 21, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS

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A California-based real estate investment firm has bought the Cambridge at Hickory Hollow apartments for just shy of \$32 million. With 360 units, it represents a purchase price of almost \$90,000 per unit. According to Davidson County property records, the seller was Virginia-based **Harbor Group International**. Harbor Group purchased the property in 2012 as part of a four-property portfolio transact ...

Full article at: [Nashville Business Journal](#)

AUGUST 21, 2014 - **HARBOR GROUP INTERNATIONAL** IN THE NEWS - By Eric Snyder

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According to Davidson County property records, the seller was Virginia-based **Harbor Group International**. Harbor Group purchased the property in 2012 as part of a four-property portfolio transaction worth \$130.5 million.

According to The Tennessean, it represents Passco's first purchase the Nashville area.

AUGUST 20, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By J.R. Lind

Hickory Hollow apartment complex sells for \$31.9M

California-based company acquires 360-unit Cambridge

The Cambridge at Hickory Hollow apartments have sold for \$31.93 million to a California company, according to a release.

Norfolk, Virginia-based real estate investment and management firm Harbor Group International sold the 360-unit complex to California-based Passco Companies. The sale is the equivalent of \$88,694 per unit.

HGI acquired the property in August 2012 as part of a \$130.5 million, four-property portfolio transaction comprising 1,593 units.

“Cambridge at Hickory Hollow performed well with occupancy consistently above 95 percent and sustained rent growth throughout our two years of ownership,” T. Richard Litton, Jr., HGI, president, said in a release. “The property is another of our many successes in Nashville, a market that continues to generate strong rent growth and significant investor demand.”

The property represents the second sale from HGI's four-property portfolio. In February 2012, HGI sold Preakness, a 260-unit apartment community located within the same submarket as Cambridge at Hickory Hollow.

AUGUST 20, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Getahn Ward

Cambridge at Hickory Hollow apartments sell for \$32M



Cambridge at Hickory Hollow apartment community in Antioch has been sold for nearly \$32 million to an affiliate of Passco Cos. LLC, an Irvine, Calif.-based real estate investment firm.

The acquisition is the first in the Nashville area for Passco, which owns and manages 70 properties across 20 states, including apartments, retail, office and industrial buildings.

“Nashville continues to be a sought-after market for a lot of groups because of our diverse economy and strong job growth, which translates into demand, which translates into rent growth,” said Steve Massey, a local multifamily broker with CBRE who wasn’t involved with the deal. “They’re wanting to make investments with rental growth potential.”

Harbor Group International LLC was the seller of the 360-unit Cambridge at Hickory Hollow at 660 Bell Road. The sale comes two years after the Norfolk, Va.-based private real estate investment and management firm acquired the complex and three other properties totaling 1,593 units for \$131 million.

Gary Goodman, senior vice president of acquisitions with Passco, said the company plans exterior and interior upgrades to further elevate the Antioch apartments and to drive future rents. “Cambridge at Hickory Hollow will provide our investors significant opportunity to capitalize on the Nashville market’s current growth in commercial development, as well as its rapid job growth,” he said.

Riverstone Residential Group now manages Cambridge at Hickory Hollow, where rents are between \$770 and \$1,200. The 19-building community is 95 percent occupied.

In December, Harbor Group sold the 624-unit Lakes of Bellevue apartment community in Bellevue for \$57 million to a Miami-based investment manager. Two and a half years ago, the company sold the 260-unit Preakness apartment community in Antioch, which was part of the four-property portfolio when it acquired Cambridge at Hickory Hollow.

Chetrit pays \$250M for Harbor's repositioned 1412 Broadway

Harbor Group International, LLC announced Monday that it has sold 1412 Broadway, a 24-story, 415,135 s/f office tower for \$250 million.

Virginia-based Harbor Group sold the property to a group led by Isaac Chetrit. Chetrit declined to comment on the transaction.

HGI purchased the property in December of 2010 (or \$150 million and completed a significant \$10 million renovation program.

"When we purchased the property, our investment thesis was based on the projected rapid growth of the Times Square submarket," said T. Richard Litton, president of HGI.

"Our predictions proved accurate as the market lived up to our expectations. We are thrilled with the successful timing and execution of our exit strategy and pleased to be able to provide this level of value to our investors."

Capital improvements completed by HGI include a renovation of the lobby, entry facade, corridors and restrooms as well as new windows and infrastructure upgrades. Occupancy increased from 84 percent in 2010 to its current rate of 97 percent.

The tenant roster includes such prominent names as Jones New York, One Step Up, Escada USA, OuterStu-il, Securitas Security Services and Provident Bank.

C B R E Group's Darcy Stacom, Bill Shanahan, Jeff Dunne and Paul Gillen represented Harbor Group International (HGI) in the sale.

Stacom commented: "Harbor Group did a tremendous job repositioning the asset to benefit from the escalating demand in the area from fashion and TAMI tenants."

HGI has been active in Lower Manhattan since 2010 when the company bought 4 New York Plaza, a 1.1 million square foot office property from JP Morgan for \$107 million and sold the property in May of 2012 for \$270 million.



1412 Broadway

JULY 23, 2014 - **HARBOR GROUP INTERNATIONAL IN THE NEWS**

Harbor Group Trades Times Square Office Tower for \$250M



Harbor Group International has sold **1412 Broadway**, a 24-story, 415,135-square-foot office tower in Manhattan, for \$250 million.

Source: [CP Executive](#)

JULY 22, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Scott Baltic, Contributing Editor

Harbor Group Sells 415 KSF Times Square Office Tower for \$250M



Harbor Group International has sold 1412 Broadway, a 24-story, 415,135-square-foot office tower in Manhattan, for \$250 million, it was announced Monday by HGI and by CBRE, which represented HGI in the transaction.

The buyer was various entities controlled by Isaac Chetrit, a CBRE spokesperson told Commercial Property Executive.

Built in 1926, the building is at the northeast corner of Broadway and 39th Street, close to the Times Square subway station.

HGI purchased the property for \$150 million in December 2010 and subsequently completed a \$10 million renovation program that included a renovation of the lobby, entry façade, corridors and restrooms, as well as new windows and infrastructure upgrades.

Along the way, the property's occupancy increased from 84 percent in 2010 to its current 97 percent. Tenants include Jones New York, One Step Up, Escada USA, OuterStuff, Securitas Security Services and Provident Bank.

"When we purchased the property, our investment thesis was based on the projected rapid growth of the Times Square submarket," HGI President T. Richard Litton said in a release. "Our predictions proved accurate, as the market lived up to our expectations."

The CBRE team consisted of Darcy Stacom, Bill Shanahan, Jeff Dunne and Paul Gillen, of CBRE Institutional Properties.

"Harbor Group did a tremendous job repositioning the asset to benefit from the escalating demand in the area from fashion and TAMI tenants," Stacom said in a release. (TAMI refers to the Technology, Advertising, Media and Information sectors.)

JULY 22, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Andrea Waitrovich

Harbor Group JV sells Manhattan office for \$250m

A joint venture between **Harbor Group International**, and Israel-based firms **Migdal Insurance** and **Menora Mivtachim Holdings** has sold the 415,135-square-foot Fashion Gallery office property in Manhattan.

JULY 21, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS

HGI Sells 1412 Broadway for \$250M



A group of investors led by Isaac Chetrit and Ray Yadidi acquired the office tower at 1412 Broadway in New York City from Harbor Group International (HGI) for \$250 million, or about \$583 per square foot.

Originally built in 1926, the 24-story, 428,626-square-foot office building sits on half an acre in the Penn Plaza / Garment District submarket of Bryant Park / Times Square, at the northeast corner of W. 39th Street in Manhattan. The property is located one block from the Times Square subway and is close to Penn Station, Grand Central Station, and the Port Authority. It features on-site banking, concierge, 24/7 access, and a restaurant.

At the time of sale, the asset was 96 percent leased, anchored by Outerstuff Ltd., Jones Apparel Group, and Escada.

HGI acquired the building from MHP Real Estate Services LLC in December 2010 for \$150 million, or \$350 per square foot, according to CoStar data. It then invested more than \$10 million in renovations and upgrades to the lobby, common areas, elevators, and retail storefronts. See CoStar COMPS #2013829.

“Harbor Group did a tremendous job repositioning the asset to benefit from the escalating demand in the area from fashion and TAMI tenants,” said Darcy Stacom, vice chairman and partner at CBRE Group, Inc.

Darcy Stacom, Bill Shanahan, Jeff Dunne, and Paul Gillen with CBRE’s institutional properties group represented the seller. The buyer has retained CBRE to handle leasing at the building.

Please see CoStar COMPS #3066975 for additional information on this transaction.

JUNE 18, 2014 - **HARBOR GROUP INTERNATIONAL** IN THE NEWS - By Roger Bull

Apartments grabbed for record price

The largest price ever has been paid for a Jacksonville apartment complex. The **Harbor Group International** paid \$71.85 million for the Villages of Baymeadows, at 7915 E. Baymeadows Circle. It paid another \$12.15 million for Casa Del Mar apartments located next door, both where the old Baymeadows golf course used to be.

Total number of units: 1,048.

Stephen Lear, who brokered the deal for Walchle Lear Multifamily Advisors, said it's the largest multifamily sale in Jacksonville's history.

Harbor Group, based in Maryland, did not return phone calls, but Lear said it has owned other properties in Jacksonville in the past, but these are its only two right now.

JULY 10, 2014 - **HARBOR GROUP INTERNATIONAL** IN THE NEWS - By Sarah Kleiner Varble

Harbor Group sells building in Manhattan for \$250M

Norfolk-based Harbor Group International LLC said Thursday that it has sold an office tower in Manhattan for \$100 million more than it paid for it in 2010.

The company said it sold 1412 Broadway, a 24-story, 415,135-square-foot office tower, for \$250 million. It didn't identify the buyer.

Harbor Group bought the building in December 2010 for \$150 million and spent \$10 million renovating it. The company was banking on the office market growing in Times Square and spreading south toward the building.

"When we bought the asset in 2010, that was a more difficult time in the economy, so pricing opportunities were better for buyers," said T. Richard Litton, Harbor Group's president.

But it's now more of a seller's market, Litton said.

Harbor Group increased occupancy to 97 percent from 84 percent in 2010, he said.

Harbor Group continues to seek out opportunities in New York City, Litton said. Much of the company's profits from real estate transactions have come in the city.

In 2010, Harbor Group paid \$107 million for 4 New York Plaza. It sold the tower in 2012 for \$270 million.

MAY 29, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS

TODAY'S DEALS: Harbor Group Buys 568 Units in CBRE-brokered Sale

Danbury & Brookfield, Conn.—CBRE's New York Institutional Group has represented White/Peterman Properties Inc. in the sale of Crown Point I & II and Towne Brooke Commons, two apartment communities in Danbury and Brookfield, Conn., respectively. The team also landed the buyer, an affiliate of Harbor Group International. Crown Point is comprised of 466 units in 17 buildings. Towne Brooke Commons features 102 units in three buildings.



"Harbor Group is acquiring two of the highest quality apartment communities in Danbury and Brookfield as they add to their portfolio in the greater New York Market," says Jeff Dune of CBRE. "White/Peterman Properties developed both Crown Point I & II and Towne Brooke Commons to exceptional standards which has significantly expanded and deepened the inventory of Class A, institutional quality multifamily assets in northern Fairfield County."



Dune worked with CBRE's Gene Pride and Patrick Carino in handling the transaction.

Crown Point was built in 2007 and 2011. Its amenity package features two swimming pools, two clubhouses, two fitness centers and enclosed heated garage parking.

Towne Brooke Commons features a swimming pool, fitness center and enclosed heated garages.

Acquisitions Analyst - Multifamily Baltimore/Wash DC/New York City

Harbor Group International is a rapidly growing real estate investment/property management company with corporate offices in Norfolk, VA, Baltimore, MD, Tel Aviv, Israel and New York. Currently we own and manage a diverse portfolio of commercial properties with more than 25,000 residential apartments, in 14 states. In addition, Harbor Group International is active in funding and purchasing mezzanine debt and preferred equity... We are recruiting for a newly created **Multifamily Acquisitions Analyst** position. Location is flexible but preference is for it to be based in our Baltimore or New York City office.

The position is responsible for:

- Evaluating and underwriting Multifamily investment proposals and structuring capital stack for real estate transactions
- Supporting transactions officers who are responsible for sourcing deals.
- Providing market analyses as needed, to the executive team and/or transactions officers.
- Working with property management during due diligence.
- Evaluating financing strategy and alternatives
- Maintaining relationships with brokers

Qualifications for this position are:

- A bachelor's degree in a quantitative area (e.g., finance, economics, accounting),
- A minimum of 3 years experience with a commercial real estate investment firm, including Multifamily underwriting experience.
- Strong communications and interpersonal skills.
- An understanding of current real estate financing structures and equity programs.
- The highest level of personal integrity and ethical standards.
- A strong personal initiative and desire to succeed in an entrepreneurial environment.
- The ability to multi-task in a fast paced, transactions-oriented atmosphere.

We offer competitive compensation and benefit packages. Applicants should include salary requirements.

MARCH 12, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Mark Maurer

Harbor Group to sell two buildings to Isaac Chetrit for \$268M

Company in contract to unload 1412 Broadway and adjacent site



From left: 1412 Broadway, 1420 Broadway and Jordan Slone

Harbor Group International is in contract to sell two Garment District buildings for a total of \$268 million to real estate investor Isaac Chetrit, the Virginia-based investment group confirmed to *The Real Deal*.

The 415,000-square-foot, 24-story office property at 1412 Broadway and the adjacent 7,000-square-foot, three-story retail property at 1420 Broadway are slated to change hands for \$250 million and \$18 million, respectively, a spokesperson for Harbor Group said.

CBRE and Meridian Capital Group are jointly representing the prospective seller in the deal.

Harbor Group's New York operations are headquartered at 1412 Broadway, near 39th Street. The spokesperson declined to comment on whether the office would be relocated. The building was 97 percent leased by the end of the fourth quarter, a spokesperson said.

The company, led by Jordan Slone, purchased the building for \$150 million in 2010. Slone then launched a \$10 million renovation. He upgraded the building's lobby, elevator cabs and base façade. Harbor purchased the retail annex from Emmes Asset Management for more than \$10.2 million in 2011, as previously reported.

Harbor Group also recently entered contract to buy the 361,000-square-foot office building One Exchange Plaza in the Financial District from Broad Street Development for \$157 million, as *The Real Deal* reported Monday.

Chetrit could not immediately be reached for comment.

MARCH 11, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - From New York Post

Harbor Group to Pay \$157Mln for Manhattan's One Exchange Plaza

Harbor Group International has agreed to pay \$157 million, or roughly \$442/sf, for One Exchange Plaza, a 355,489-square-foot office building in lower Manhattan.

The property, at 55 Broadway, was being offered for sale by a venture of Broad Street Development and Crow Holdings through JLL.

MARCH 11, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Rayna Katz | New York

Harbor Group Buys 55 Broadway for \$157M



The price of 55 Broadway has nearly doubled since 2006 thanks to an ambitious retail plan.

NEW YORK CITY—Harbor Group International is under contract to buy 55 Broadway, the firm's spokesperson has confirmed. The 336,000 square-foot office building—also known as Exchange Plaza—was sold by Broad Street Development and partner Crow Holdings for \$157 million, according to the New York Post. The sellers reportedly purchased the building for \$82 million back in 2006.

Harbor Group declined to comment at press time but may issue a statement later; watch for an update on GlobeSt.com. The broker on the sale reportedly was Jones Lang LaSalle. The firm did not respond to a request for comment by press time.

The building's value surge is said to be due largely to Broad Street's plan to create an 11,000 square-foot retail "glass box" at the base of the building. Though the company didn't see the project through during its period of ownership of the building, Harbor Group is expected to quickly pick up where the former firm left off.

The deal comes at a time when retail in Lower Manhattan is having an epic moment. Some 1.5 million square feet of new or substantially improved retail space was created south of Chambers street in 2013 alone, according to the Alliance for Downtown New York.

The deal is expected to close in a few weeks. Harbor Group has a \$3.8 billion global portfolio that includes 1412 Broadway and some small apartment buildings around the city. In total, it holds 10.5 million square feet of commercial space.

MARCH 11, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Daniel J. Sernovitz

BREAKINGGROUND

Dupont Circle Starbucks Building sells for 886 coffees per square foot

A Virginia company has paid \$16.2 million for the Starbucks Building by Dupont Circle, marking one of the largest retail sales per square foot in the D.C. region in recent history.

Norfolk, Va.-based **Harbor Group International** has paid \$16.2 million for the nearly 10,000-square-foot property at 1501 Connecticut Ave. NW from an affiliate of Lakritz Adler Real Estate Investments in a deal brokered by Calkain Cos. The deal works out to \$1,672 per square foot, or about 886 coffees per square foot. Extending the java metric, that's about 8.6 million coffees for the building based on the cost (\$1.91) of a tall Starbucks coffee in Rosslyn, where I work.

The pricey retail sale follows the deal for the former Nathan's building in Georgetown for about \$1,831 per square foot. Calkain Managing Director Rick Fernandez, who part of the marketing team along with Calkain Executive Vice President David Sobelman, said the offering attracted interest from prospective buyers across the globe.

"It is a pretty remarkable exit for the property," Fernandez said. "I think [Harbor Group] saw it's a trophy asset, an anchor asset in their retail portfolio."

Calkain was retained last fall to market the 9,718-square-foot Starbucks Building, which includes a 3,700-square-foot Starbucks along with additional retail and office space. It hit the market at an asking price just short of \$17.5 million and sold for a cap rate of about 4.3 percent, one of the lowest cap rates for a retail-anchored property in the city.

Calkain cited other recent sales, including Bar di Bari's space at 1401 R St. NW, which sold in January for nearly \$1.4 million, or about \$1,087 per square foot. There was also Lululemon's space at 1515 15th St. NW, which sold in September 2012 for \$2.4 million, or about \$1,041 per square foot, and the CVS at 1749 Columbia Road NW, which sold in August 2012 for \$14.5 million, or about \$1,154 per square foot.

Fernandez noted the price per square foot came in slightly less than Nathan's at Wisconsin and M streets NW, which reportedly sold for \$12.2 million to a group tied to sports apparel firm Under Armour Inc. That sale came in at a little more than \$1,831 per square foot. The difference, Fernandez said, is that the new Nathan's owners bought the building with plans to open an Under Armour Brand House retail store.

The Starbucks property, by contrast, is fully leased to a range of tenants and sold to an outside investor rather than an owner-occupier.



Harbor Group International has paid \$16.2 million for the Starbucks Building by Dupont Circle in a sale brokered by Calkain Cos.

POST FOCUS ON COMMERCIAL REAL ESTATE

Retail up\$ downtown values

Steve Cuozzo

REALTY CHECK

FOR the second time in four months, an impending downtown office tower sale shows how a retail addition requiring time-consuming city approval can help to double a building's value in just eight years.

Harbor Group International has a contract to buy 55 Broadway from Broad Street Development and partner Crow Holdings, as I reported first Monday morning on ny-post.com.

The sale price for the 1983-vintage, 336,000 square-foot tower is \$157 million, sources said (neither buyer, seller nor brokers Jones Lang LaSalle would comment.) **Raymond Chalmé** and **Daniel Blanco's** Broad Street had paid just \$82 million for it in 2006.

The near-100 percent markup owes much to city approval, which Broad Street earned to create a new, 11,000 square-foot retail "glass box" at the tower's base.

The addition of precious new store frontage, which can be combined with 22,000 square feet of second-floor retail, needed the city's blessing, I reported in February 2013, because it required eliminating a little-used pedestrian "plaza."

The retail box at 55 Broadway has yet to be built, but it's likely that Harbor Group International will waste no time.

The deal should close in a few weeks. Although HGI isn't yet a household name in New York, the Norfolk, Va.-based company boasts a \$3.8 billion global portfolio, including 10.5 million square feet of commercial space. It owns 1412 Broadway and a few small apartment buildings here.

Headed by CEO **Jordan E. Slone**, HGI is snatching up 55 Broadway at a time when the Lower Broadway retail corridor is on fire. Spanish fashion store Zara recently signed a lease at 222 Broadway valued at \$500 per square foot at sidewalk level.

If 55 Broadway's nearly 100 percent markup sounds familiar, recall that in December, JP Morgan Asset Management clients paid \$498.45 million for the controlling interest in L&L Holding and Beacon Capital's 195 Broadway nearby. The transaction valued the landmark at more than \$500 million (L&L retained a minority stake), nearly twice the \$266 million L&L founder **David W. Levinson** and partners paid to buy it from **Peter Kalikow** in 2005.

The astronomical run-up was due in part to the creation of high-visibility retail space as well. L&L's \$50 million lobby makeover required approval by the Landmarks Preservation Commission — resulting in 35,000 square feet of prime store space at a location that had almost none.



RETAIL REACH: The sale of 55 Broadway illustrates how much extra dough is "in store" for the owners. David McGlynn

MARCH 11, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - THE [RED] WRAP By Amanda Fung

Retail boosts 55 Broadway price

A lower Manhattan office tower at 55 Broadway is in contract to be sold for \$157 million. Harbor Group International is buying the 336,000-square-foot tower from Broad Street Development and partner Crow Holdings, according to the *New York Post*.

The current owner paid just \$82 million for the tower in 2006. The hefty sale price is attributed to a new 11,000-square-foot retail "glass box" addition at the tower's base that the city approved. The new retail space hasn't even been built but Harbor is expected to begin building it as soon as it closes on the deal.

MARCH 10, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Steve Cuozzo

REAL ESTATE REALTY CHECK

55 Broadway sale shows retail ups downtown values



55 Broadway

Photo: David McGlynn

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(EXCERPT)

MARCH 10, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Steve Cuozzo

REAL ESTATE

Harbor Group in contract to buy 55 Broadway



An aerial view of downtown Manhattan.

Photo: AFP/Getty Images

One of the Wall Street area's few office buildings completed in the 1980s is changing hands.

Norfolk, Va.-based Harbor Group International has a contract to buy 55 Broadway from New York-based Broad Street Development, sources said.

Harbor Group controls a \$3.8 billion commercial and residential global real estate portfolio including the office building at 1412 Broadway in Manhattan.

No sale price was immediately available for the building, a 336,000-square-foot tower which opened in 1983. Broad Street Development bought it in 2006 for \$82 million, a figure likely to be far below the new value at a time when Lower Manhattan office property values are soaring.

Office tenants include CSA Group, Roosevelt & Cross and Fog Creek Software.

The deal is being brokered by Jones Lang LaSalle, which could not be reached for comment.

Harbor Group International owns more than 10.5 million square feet of commercial space and 24,500 apartments.

MARCH 10, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Mark Maurer

Harbor Group in contract to buy 55 Broadway for \$157M

Seller Broad Street Development bought the office site for \$82M in 2006



From left: Jordan Slone, 55 Broadway and Daniel Blanco

Virginia-based private real estate investment firm Harbor Group International is in contract to buy the 361,000-square-foot office building One Exchange Plaza in the Financial District from Broad Street Development, The Real Deal has learned.

Daniel Blanco — a principal at Broad Street Development, which develops, owns and manages properties — bought the 31-story building at 55 Broadway in 2006 for \$82 million, property records show. The property, located near Exchange Place Alley, is now expected to sell for about \$157 million, or nearly \$440 per square foot, a source said.

Jones Lang LaSalle's New York City Capital Markets Group of Richard Baxter, Jon Caplan, Yoron Cohen and Scott Latham have the listing.

Tenants in the building include news nonprofit ProPublica, the Cancer Research Institute and a FedEx Office shipping center.

Blanco could not be immediately reached for comment. Broad Street Development is currently building 25 luxury condos at 209 Sullivan Street, formerly the home of the Children's Aid Society, as The Real Deal reported.

Harbor Group, led by Jordan Slone, bought a 46-unit rental building on the Upper East Side for \$20.5 million last July, as previously reported. Aside from Norfolk, Va., the firm, which declined to provide a comment, has offices at 1412 Broadway in Midtown, and in Israel.

Harbor makes \$62M Jersey apartment buy

Harbor Group International, LLC announced that affiliates of the company have acquired the 439-unit Pheasant Hollow apartment community in Plainsboro, New Jersey from a partnership of Vantage Group and Angelo Gordon & Co., for a purchase price of \$62.55 million.

HGI will rename the property Addison at Princeton Meadows.

“Pheasant Hollow is located in a strong sub-market with a track record of high occupancy and barriers for entry to new construction,” said T. Richard Litton, Jr., President of HGI. “HGI has an opportunity to improve operations at the property, increase occupancy and provide value for our investors.”



Pheasant Hollow

HGI plans to invest \$3 million in common area improvements and interior unit upgrades at the property. This is in addition to the new fitness center, leasing center, signage and improved tennis courts and playground recently completed by the previous ownership.

“The purchase of Pheasant Hollow also represents HGI’s entry into the suburban New Jersey multifamily market,” said Litton. “In November of 2013, HGI affiliates entered the New Jersey office market with the \$47 million acquisition of 100 Plaza Drive, a 265,000 square foot, four story office building primarily occupied by NBA Entertainment and the Scholastic Corporation. 100 Plaza Drive is located in Secaucus, in close proximity to Manhattan.”

Pheasant Hollow, originally built in 1981, contains 28 garden style buildings situated on more than 23 acres of land. The property is located directly between the large metropolitan areas of New York City and Philadelphia and less than two miles from the Princeton Junction, which provides direct access to each market via train. The property is less than two miles from the recently opened University Medical Center of Princeton at the Plainsboro Health Campus.

Jose Cruz of HFF served as broker for the seller.

JANUARY 29, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS

Newport News shopping center sells for \$12.85 million



Coastal Equities Real Estate bought Newport Crossing on Oriana Road from **Harbor Group International** for \$12.85 million, The Greysteel Co. announced.

The Food Lion-anchored shopping center has 80 percent of its 194,000 square feet occupied and was recently renovated, according to a news release. Riverside Health System is the most recent co-anchor with a medical facility and regional headquarters.

It joins Citi Trends, Dollar Tree, USA Discounters and First Virginia Financial Services at 419 and 439-467 Oriana Road.

Greysteel is a Washington, D.C.-based real estate services firm, and arranged the sale.

JANUARY 28, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS

Grocery anchored shopping center in Newport News sells for \$12.8 million



Coastal Equities Real Estate has purchased the Newport Crossing Shopping Center in Newport News for \$12.8 million. The 194,000-square-foot shopping center is located on Oriana Road, just off the busy Warwick and Denbigh Boulevard intersection.

According to The Greysteel Co. in Washington, D.C., which brokered the sale, the center is 80 percent occupied by a tenant mix including Food Lion, Dollar Tree, Citi Trends, USA Discounters, First Virginia Financial Services and Riverside Health System. The seller, Norfolk-based Harbor Group International LLC, recently added a long-term leased Riverside Health Systems facility and regional headquarters.

Greysteel's retail division, led by Managing Director Gil Neuman, represented Harbor Group International and procured the buyer. "The purchasers acquired a well-entrenched center with high grocer sales, the post-recession 'new normal' of a solid medical co-anchor and the opportunity to add value through further leasing," Neuman said in a statement.

Coastal Equities has offices in Weston, Fla., and Garden City, NY. It specializes in investment, development, syndication opportunities and management of retail shopping centers.

JANUARY 23, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Brian J. Rogal | Chicago

Harbor Group Consolidates Leasing



CHICAGO—**Harbor Group International** has just appointed **Avison Young** as the exclusive leasing agent for two iconic downtown office properties in Chicago. Avison Young will represent Harbor in leasing **2 North LaSalle** and **One South Wacker**, properties which have nearly 2-million-square-feet of combined leasable space. Harbor Group has finished many upgrades to the buildings and has begun exterior and lobby renovations at One South Wacker

“With the planned lobby renovations and amenity package upgrades at One South Wacker,” says **Jordan Slone**, chair and CEO of Harbor, “the full amenity package at 2 North LaSalle, our long-time presence in Chicago, and the experience of the Avison Young leasing team, the properties are well-positioned to outperform the marketplace in downtown Chicago.”

Tenants now occupy 79% and 82% of the space in 2 North LaSalle and One South Wacker, respectively, according to Avison Young. The Chicago office market recorded an overall year-end 2013 vacancy rate of 14%, which varied little throughout 2013, but both the CBD and suburban markets have seen positive absorption in the last several quarters of 2013. In the fourth quarter, tenants in the CBD leased more than 1.8-million-square-feet, bringing the 2013 total to 7.6-million-square-feet.

2 North LaSalle is a 26-story, 713,030-square-foot office tower located at the northwest corner of LaSalle and Madison Streets. The property has 28,000-square-foot floorplates and a host of top-tier tenants, including **Levenfeld Pearlstein, LLC, Neal, Gerber & Eisenberg LLP, Computershare** and **Grind**. Recent upgrades at the property include elevator cab modernization, corridor and restroom upgrades, and aesthetic improvements to the building’s lobby.

One South Wacker is a 40-story, 1.2-million-square-foot building at the corner of Madison St. and Wacker Dr. in the West Loop. The building has three distinct floor plans due to the tiered setback design, which allows the building to cater to full-floor tenants of varying sizes. Major tenants include **RSM McGladrey** and **Aetna**.

“This assignment comes at an opportune time as market conditions improve and Harbor Group completes the upgrades to the buildings,” says **Michael McKiernan**, Avison Young principal and managing director of the company’s Chicago office.

The new leasing team includes principals **Michael Curran, Brad Despot** and **Eric Myers**. “By marketing the assets together, we can strategically leverage the common amenities and location advantages of the two office towers,” says Curran.



JANUARY 22, 2014 - HARBOR GROUP INTERNATIONAL IN THE NEWS - By Avison Young

Harbor Group International to consolidate leasing efforts in Chicago

CHICAGO, IL, Jan. 22, 2014 -- *Harbor Group International appoints Avison Young to lease 2 North LaSalle and One South Wacker; significant upgrades underway*

CHICAGO, IL, Jan. 22, 2014 /PRNewswire/ - **Harbor Group International** announced today that it has appointed **Avison Young** as the exclusive leasing agent for two iconic downtown office properties in Chicago.

Avison Young will represent Harbor Group in the leasing of space at 2 North LaSalle and One South Wacker. The two properties comprise nearly 2 million square feet (msf) of combined leasable area. Harbor Group has made many recent upgrades to the buildings. Improvements underway at One South Wacker include exterior and lobby renovations plus a mezzanine level tenant amenity floor with new conference facilities, tenant lounge and fitness center.

“We look forward to working with Avison Young as we market these high-valued assets,” comments **Jordan Slone**, Chair and CEO of Harbor Group International. “With the planned lobby renovations and amenity package upgrades at One South Wacker, the full amenity package at 2 North LaSalle, our long-time presence in Chicago, and the experience of the Avison Young leasing team, the properties are well-positioned to outperform the marketplace in downtown Chicago.”

2 North LaSalle is a 26-story, 713,030-square-foot (sf) office tower located at the northwest corner of LaSalle and Madison Streets. The property features 28,000-sf floorplates and a stable roster of high-quality tenants, including **Levenfeld Pearlstein, LLC, Neal, Gerber & Eisenberg LLP, Computershare** and **Grind**. Amenities include a state-of-the-art conference room, restaurant, bank, retail shops, concierge service, sundry shop, bike storage room and yoga room. Recent upgrades at the property include elevator cab modernization, corridor and restroom upgrades, and aesthetic improvements to the building’s lobby.

One South Wacker is a 40-story, 1.195-msf office building located at the corner of Madison Street and Wacker Drive in Chicago’s prestigious West Loop submarket. Amenities include a 135-car parking garage, fitness center, bike storage room, casual dining, the well-known Lloyd’s restaurant, a bank, retail shop and convenience store. The building has three distinctive floor plans due to the tiered setback design, which allows the building to cater to full-floor tenants of varying sizes. Major tenants include RSM McGladrey and Aetna.

“This assignment comes at an opportune time as market conditions improve and Harbor Group completes the upgrades to the buildings,” says **Michael McKiernan**, Avison Young Principal and Managing Director of the company’s Chicago office. “Avison Young is honored to be working with Harbor Group,

an owner with a long and successful history in Chicago. Harbor Group’s significant capital improvement projects within its downtown portfolio will enhance the overall tenant experience within these fine assets.”

Avison Young’s Chicago leasing team includes Principals **Michael Curran, Brad Despot** and **Eric Myers**. The company will provide comprehensive leasing, advisory and market analysis services to Harbor Group in order to better serve existing tenants and attract local, national and international companies seeking space in the downtown core.

“Combining the leasing for these two prestigious properties underscores the strength of the assets’ shared ownership and creates a targeted marketing campaign to build awareness for the portfolio of buildings,” says Curran. “By marketing the assets together, we can strategically leverage the common amenities and location advantages of the two office towers.”

2 North LaSalle and One South Wacker are currently 79% and 82% leased, respectively.

The Chicago office market recorded an overall year-end 2013 vacancy rate of 14%, which varied little throughout 2013. Healthy leasing activity in both the central business district (CBD) and suburban markets resulted in positive absorption in the last several quarters of 2013. Leasing activity in the CBD experienced an uptick in the fourth quarter of 2013 with tenants leasing more than 1.8 msf, bringing the 2013 total to 7.6 msf leased in the CBD.

“Market conditions generally continue to improve in the U.S. as we begin 2014, and unemployment rates are declining both nationally and in Chicago. These trends, along with a marked increase in leasing activity in Chicago, suggest that the vacancy rate in Chicago’s central business district will continue to decrease through 2014,” adds Curran. “Look for increased rental growth through year-end with concessions remaining flat.”

About Avison Young Avison Young is the world’s fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 1,500 real estate professionals in 54 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties. <http://www.avisonyoung.com>

About Harbor Group International, LLC Harbor Group International, LLC controls an investment portfolio of approximately \$3.6 billion including in excess of 8.3 million square feet of office space throughout the United States and the United Kingdom, and in excess of 24,500 apartment units in the United States. In addition to its corporate headquarters in Norfolk, Virginia, HGI maintains offices in New York and Tel Aviv. <http://www.harborgroupint.com>