

# In-Rel Focus

## “Intelligent Real-Estate”

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**INSIDE THIS ISSUE:**

### Courthouse Place Nears Completion

By Nico Winningham

The excitement is building as In-Rel’s first “out of the ground” property nears a June completion. Courthouse Place, conveniently located on the southern edge of the Fort Lauderdale office district, is within walking distance to the many fine restaurants, shops and entertainment venues along trendy Las Olas Boulevard. Additionally, the building is in close proximity (two blocks) to the Broward County Courthouse making it an ideal location for



*Courthouse Place, Fort Lauderdale, FL  
January 2007*

various legal offices. The building also provides superior access to Port Everglades and the Fort Lauderdale International

Airport, both located just to the south.

Recently, the area around Courthouse Place has

seen a tremendous growth of high- end Residential Condominiums and Town Homes indicating the choice of many young professionals to live and work in the area.

Courthouse Place will differentiate itself with Advanced Telecommunications Equipment, hurricane impact windows throughout and ample secured covered parking. Professional Offices from 760 to 20,000 Square Feet are being offered with an aggressive pre-construction rate. Everyone at In-Rel looks forward to the completion of Courthouse Place. Please direct any questions or suggestions to me at 561-383-2404.

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#### Coming in May

Look for our new website with enhanced visuals and navigation, plus much, much more!

### In-Rel Pulls Leasing In-House Following Trammell Buyout

By Ron Riley

In-Rel Management, Inc. is pulling leasing of its 1.2 million square-foot Memphis portfolio back in-house following CB Richard Ellis’ acquisition of Trammell Crow Co., which had been leasing and managing the office properties. The decision to bring leasing back in-house was a mutual decision between In-Rel and CB Richard Ellis Memphis.

Frazier Baker is returning to In-Rel as Director of Leasing

following a brief stint with Trammell Crow though he worked exclusively on In-Rel properties while with TCC. In addition to Frazier coming back on board, In-Rel hired Dana Whitmore from Trammell Crow to be the leasing assistant. Dana graduates from the University of Memphis in May with a degree in Real Estate.



Frazier Baker,  
Director of Leasing  
Memphis, Tennessee

#### Bainbridge Plaza Acquisition Expected to Close in March

150,000 SF Retail Center  
K-Mart and  
Harvey’s Supermarket  
Anchors  
Substantial Renovations to be Made  
Out-Parcel to be Developed  
Nearby to our Bainbridge Mall

## Re-modeling Projects Continue....by Paula Hernandez New Tenants at Bainbridge.....by Bryan Zenchyk

A great deal has been happening in Property Management and Leasing in Florida and Georgia.

The **Concept II Towers** in Lake Worth, FL received over a \$100,000 in remodeling. Renovations included new paint, carpet, directories, bathrooms, fixtures and artwork. Our tenants are thrilled with the new look of their building!

Our **Fifth Third Bank Building** in downtown Ft. Lauderdale, FL underwent a beautiful face lift with new carpet, paint and artwork.

The **Congress Pointe Shopping Center** received a much needed paint job and landscape revision. The center

looks fantastic!

Our **100 S. Pine Island Building** in Lauderhill, FL is in the process of being painted and re-carpeted. The landscape revision completed in 2006 has given the exterior a superb, lush look. Lastly, a local artisan added beautiful tile décor to the exterior of the building.

The **Bainbridge Mall** recently welcomed three new tenants through its doors. Hourly Computer Depot, New Expression Barber & Hair Salon, and Five Star China Buffet. All have signed

leases and have either moved in or are in the build-out/permit process. These tenants bring Bainbridge Mall to 90% leased. Also on the horizon, Walgreens will be constructing a brand new building on the Northeast corner of the Bainbridge Mall property.

The Property Management Department and the Leasing Team have worked hard to ensure these properties look great and are filled with quality tenants. Everyone looks forward to a successful 2007.



Bainbridge Mall  
Bainbridge, Georgia

## The Memphis Market

By Frazier Baker

The year 2006 proved to be an exciting time of change and growth, not only for the Northern Portfolio (properties located in TN and AL), but for the real estate industry as a whole. Most notably was the 45,000 square foot lease and partnership formed with Trammell Crow Company at Clark Tower. Subsequently, TCC was acquired by CB Richard Ellis, but is executing aggressive expansion options in Clark Tower to take up to 55,000 SF by mid-summer!

In addition to the CBRE lease, over

40,000 square feet was leased by various tenants bringing the building's occupancy to the highest level since In-Rel's purchase in 2003. Poplar Towers remains stabilized with an occupancy hovering in the

90% range. Lynnfield Office Park's largest tenant occupying approximately

130,000 SF renewed its lease for 10 years establishing a long term commitment to In-Rel.

Growth in the midtown market brought the addition of two new buildings, the Lipscomb & Pitts Building and the 2400 Poplar Building, both perfect compliments to the expanding portfolio in Memphis. With the addition of a Fitness Center at Clark Tower and complete lobby and elevator renovations underway at L&P and 2400 Poplar, 2007 looks to be an equally exciting year.

*"2006 brought the addition of the L&P Building and the 2400 Poplar Building, both perfect compliments to the growing Memphis portfolio."*

## Positive Changes Abound at Two Rivers & Donelson Plaza

By Ron Riley

The capital renovations have been completed at **Two Rivers Center** and as a result, approximately 60,000 square feet of new tenants have been signed within the last six months. These tenants include Cheeseburger Charley's, Casa Blanca Mexican Restaurant, Above & Beyond Furniture, and Surplus Warehouse. In addition to the new tenants, the leasing team is working on the

development of a new out parcel for the center.

**Donelson Plaza** has recently been renovated including new paint, additional lighting, new monument signage and the cleaning up of the vacant bays. The leasing team is currently working with several new prospects for the center.



Donelson Plaza  
Nashville, Tennessee





Visit Us at:  
[www.in-rel.com](http://www.in-rel.com)

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Memphis, TN 38137  
901-322-6022

**Birmingham Office:**  
600 Beacon Parkway West, Suite 110  
Homewood, AL 35209  
901-682-9260

**Nashville Office:**  
1281 Murfreesboro Pike, Suite #101  
Nashville, TN 37217  
615-366-5569

**Bainbridge Mall Office**  
1400 East Shotwell Street  
Bainbridge, GA 39819  
229-246-4423

## FACES OF IN-REL



Jennifer Shwal, Tania Danielian,  
and Paula Hernandez  
Lake Worth, FL



Dana Whitmore  
Memphis, TN

## IN-REL IS PROUD TO PRESENT THE TOWER ROOM AT CLARK TOWER



The **Tower Room American Grille** is located on the 33rd floor of **Clark Tower** in Memphis overlooking the city and affording a grand view from the Dining Room, the Lounge, and the Banquet Rooms. It's no surprise that the restaurant was **SOLD OUT** for New Year's Eve and Valentine's Day. Plans are complete for St. Patrick's Day, Easter Brunch, Mother's Day and Father's Day. Early reservations are suggested, as it is expected that these events will sell out as well. The Tower Room is a great venue for Business Meetings, Bar/Bat Mitzvahs, Fund Raising Events, and all types of Social Events. The Banquet Rooms, two with fireplaces, have the same great view of the City as do the Dining Room and the Lounge. To speak to someone about your event, please call our Catering Sales Manager, Janet Lockwood, at 901-767-8776.



- For LUNCH it's the "Best Buffet in Town"
- PIANO entertainment on Friday and Saturday nights
- Thursdays are PRIME RIB NIGHT—not to be missed
- Every night is "CLASSIC COCKTAIL NIGHT" in the Tower Lounge, bringing back retro-cocktails and other classics. The Lounge serves excellent Hors d'Oeuvres each night and Spicy Mixed Nuts prepared by the Chef from 4:30-7 pm.
- Once a month—WINE DINNER—New and existing wines paired with creative foods.

**CALL FOR RESERVATIONS**

**901-767-8776**