

FOR IMMEDIATE RELEASE

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## **EDGE Realty Partners Adds New Central Texas Office**

*Growing Commercial Real Estate Firm Expands Its Reach*

AUSTIN—July 14, 2009. Leading commercial real estate firm, EDGE Realty Partners has announced the opening of a full-service office to serve Central Texas, including Austin and San Antonio.

The office will be headed by principal Jeff Townsend, a seasoned veteran with more than 12 years of retail representation, project leasing, and acquisition experience at Endeavor Real Estate Group and The Shopping Center Group. He will be joined by senior associates and fellow Endeavor alumni Daren Nix and Chase Northington.

“It’s the right time, the right place and an exciting opportunity to provide retail tenants and property owners the real estate services and expertise they need—backed by a commitment to integrity, teamwork and passion for getting it right,” says Townsend.

EDGE co-founder Adam Schiller adds, “We couldn’t be more excited to be partnering with Jeff, Daren and Chase. Their market knowledge, industry relationships, and professionalism are an ideal fit with the EDGE platform. Now with this merging of talent, EDGE is poised to give our clients an even greater advantage.”

Over 25 dynamic retail clients are represented by Townsend, Northington and Nix, including such well-known names as Dick’s Sporting Goods, Vitamin Shoppe and Champps Americana. Additionally, new deals—like a recently signed contract with Simon Property Group, Inc. to lease three dominant retail centers totaling over 1.6 million square feet—signal that the EDGE Central Texas Office is already making its mark on the map.

With the company’s original North Texas office in Dallas now complemented by a presence in Central Texas, managing principal and EDGE co-founder Brian Murphy concludes, “This move strategically positions us to help our clients leverage their

strengths and gain the upper hand in some of the country's most dynamic markets. Austin and San Antonio, in particular, are predicted to experience a swift economic recovery and the best relative retail growth in the coming years."

With offices in Dallas and Austin, EDGE Realty Partners offers retail clients an outstanding range of commercial brokerage, development and investment services. Representing more than 60 major retailers and over 5 million square feet of retail space, their continued success stems from an unwavering focus on adding value. For more information, visit [www.EDGE-RE.com](http://www.EDGE-RE.com). To reach the company by phone, call 214.545.6900 for the North Texas Office or 512.391.6220 for the Central Texas Office.

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July 13, 2009

## EDGE Realty Expands into Central TX

By Amy Wolff Sorter

AUSTIN, TX-Less than three months after **hanging its shingle in Dallas**

[[http://news/1401\\_1401/dallas/178398-1.html](http://news/1401_1401/dallas/178398-1.html)], EDGE Realty Partners set up shop in Central Texas, operating out of an office in Austin. The new operation, which opened last week, consists of Jeff Townsend, Darren Nix and Chase Northington, formerly of Endeavor Real Estate Group.

The new partners are in business at 221 W. Sixth St. in Austin. Meanwhile, in Dallas, the company's managing principal Brian Murphy tells GlobeSt.com that Townsend, Nix and Northington were the right guys at the right time in the right place to help fuel EDGE Realty's expansion. "Part of what happens in today's market is that you're able to attract talent more than can be done in other instances," Murphy tells GlobeSt.com. "We had the opportunity to bring these three people with very strong business backgrounds over, and that made sense to us."

He says that while at Endeavor, the three veterans picked up a great deal of project leasing and tenant representation business in the Central Texas area including working on the Domain, a massive retail project developed and leased in conjunction with Simon Property Group. Furthermore, he notes, the three represent close to 20 retail tenants in the Central Texas market.

Murphy acknowledges EDGE Realty certainly wants to continue expanding throughout the Lone Star State, but points out that the opportunity had to be right for expansion to occur. Expanding to meet some kind of preconceived deadline wasn't going to be effective for the company, he notes.

"If you push to develop an office by a specific date, you set yourself up not to get the quality you want," he explains. "The culture is important to us, and we really want people who fit into that culture and those we enjoy working with."



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