

New Investment Firm Targets Corporate Real Estate

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By *Michelle Napoli*

Wayne, PA—Formed quietly at the beginning of September, locally based Patriot Equities is now actively bidding on properties and aligning itself with institutional capital. The company is targeting corporate America's real estate, but rather than compete solely in the traditional sale-leaseback arena, it is targeting multiple property acquisitions that could entail the full spectrum from sale-leasebacks to underutilized or excess space.

One of the company's operating themes "is our ability to go in across various geographies and product types and buy it all in one transaction and create efficiency there," says Erik Kolar, who along with co-principals Geoff Gardner, Michael Kolar and Alan Werther formed the company. The team was previously aligned with Preferred Real Estate of Conshohocken, PA. "We're eclipsing the one-off, hyper-focused, market-sensitive type investment pool, going to a more return-based investment pool based on a corporate selling profile," Kolar adds.

An official announcement described Patriot Equities as working "with directors of corporate real estate and the brokers that serve them to identify properties for disposition, and purchase property types that rarely fit the acquisition criteria of a single investor. The firm's unique equity structure allows it to rapidly apply its capital against specific real estate returns."

The new company is already seeded with the principals' own equity, allowing it to purchase up to \$200 million of assets. Kolar tells *NET LEASE forum* the firm is actively negotiating investment partnerships with capital sources that could be either programmatic or exclusive in nature. He describes these potential partners as "institutional/Wall Street type investors who are return focused."

The company has also formed a national alliance with Trammell Crow Co. to be its sole provider of facility, property and project management for the properties it acquires. Kolar reports that the company is in the best-and-final stage of three different bidding processes. Patriot Equities intends to target all corporate real estate property types, such as office, industrial, lab/R&D properties and land, throughout North America.