



Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER COVERING THE STATE

KeyPoint Partners prop. management portfolio exceeds 20 million s/f

KeyPoint Partners, LLC has reached a significant milestone: with the addition of recent new assignments, the portfolio of retail, office, and industrial properties for which the firm provides property management services now exceeds 20 million s/f in N.E. and the mid-Atlantic.

"We think of every s/f as a vote of confidence by our clients," says Robert Lemons, the firm's managing partner.

The company's portfolio encompasses nearly 250 properties in thirteen states and includes retail, office, industrial, research & development, medical, and parking garages in both downtown and suburban settings. Clients include a distinguished roster of financial institutions, pension fund advisors, REITs, and private investors.

KeyPoint Partners employs over 70 real estate professionals in six offices in Burlington, Boston, Brookline, and Middleboro, Mass.; suburban Hartford, Conn.; and a Maryland office serving the mid-Atlantic properties. KeyPoint services include retail leasing and tenant representation, property and asset management, construction, market research, and financing and consulting. The company does not own or develop real estate, and has made a conscious commitment to providing institutional quality third-party services.

"We don't own real estate, so we don't compete with our clients," notes Lemons. "However, we do think like owners. We bring an asset management mindset to every assignment."

Lemons sees that mindset as one of the company's greatest strengths, along with a strong, experienced Property Management team; sophisticated reporting tools including proprietary accounting software and a client intranet system which was created in-house; and a collegial, multi-disciplinary approach in which the resources of every division are fully available to every other division. Clients have clearly responded to the level of service offered by KeyPoint Partners.

"Our existing clients continue to reward us with additional business," says Lemons, "and our new clients have demonstrated their trust in our team and its qualifications."

For more information about KeyPoint Partners' Property & Asset Management services, visit KeyPointPartners.com