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## **The Davis Companies executes 50,000 s/f in leases in Cambridge**

November 10, 2011 - Front Section

The Davis Companies (TDC) has recently signed leases totaling 50,000 s/f of office space. The leases were executed with tenants at 201 Broadway and at the Henderson Carriage Building at 2067 Mass. Ave.

"Maintaining strong tenant relationships is essential to our success. The relationships that we've developed with our tenants and our approach to them as key partners has enabled us to keep our buildings full. At nearly 100% leased, we consider ourselves very fortunate, particularly in these challenging times," said Duncan Gilkey, senior vice president of leasing and asset management at TDC.

At 201 Broadway, existing tenant Linguistic Systems, Inc. has renewed its lease, and Radius Health, Inc. and Percipio Media have signed new leases for office space for a total of 20,000 s/f. The deals continue the momentum generated earlier this year when TDC renewed Mitsubishi Electric Research Laboratories in 35,000 s/f at the property on a long term basis.

Linguistic Systems, Inc. was represented by John Osten, senior vice president of Jones Lang LaSalle. Colliers International assistant vice president, Benjamin Coffin, served as landlord broker and Radius was represented by senior vice president, Tucker Hansen of Colliers. Cushman & Wakefield (C&W) senior director, David Townsend, represented Percipio in the lease negotiation and Colliers' Coffin represented the landlord.

At the Henderson Carriage Building, Technical Education Research Centers, Inc. (TERC), a tenant in the building for more than 20 years, renewed its lease for 30,000 s/f on a long term basis. C&W's Mark Winters, executive director, and Townsend represented the tenant and Duncan Gilkey, senior vice president of leasing and asset management, represented the landlord.

Linguistic Systems, Inc. (LSI) is one of the largest providers of language translation services in the United States. LSI's portfolio includes translation to/from 115 languages, software localization, DTP, audio-visual conversions, consecutive and simultaneous interpreting services, foreign brand name analysis, and machine translation with post-editing. Founded in 1967, LSI has a talent pool of more than 6,000 carefully screened translation and interpreting professionals tested for subject and translation/interpreting expertise. The company's clientele includes more than half of the Fortune 500 and most of the Fortune 100.

LSI Founder and President Marty Roberts said: "We have been extremely happy with the building management and the property is impeccably maintained. We work with many clients in the biotech industry, so being in the Kendall Square area, with its high concentration of biotech firms, is an ideal location for our business, as well as being very convenient for our employees."

Radius Health, Inc. is a leading pharmaceutical company developing new generation drug therapies for osteoporosis and women's health.

Percipio, an SEM-oriented media company, specializes in predictive modeling and optimization. Percipio operates a series of lifepathing websites which further career and education needs of millions of members and nearly 30 million visitors each year.

Built in 1988, 201 Broadway is an eight-story, 120,000 s/f office/retail building. It is located on the corner of Broadway and Hampshire Sts. in East Cambridge, three blocks from the MIT campus. The building is 99.5% leased.

Founded in 1965, TERC is a nonprofit education research and development organization dedicated to improving mathematics and science education.

Built in 1892 as the Henderson Carriage Repository to house the Henderson Brothers, manufacturers and sellers of a wide variety of horse-drawn carriages, the 95,000 s/f Henderson Carriage Building is on the National Register of Historic Places.

#### About The Davis Companies

Founded in 1976, The Davis Companies has earned a reputation for integrity, creativity and excellence, making it one of the premier real estate investment, development and management firms in the Northeast U.S. Over the years and across multiple real estate cycles, the Company has applied a disciplined and value-oriented investment approach. It has invested in approximately 120 properties representing over \$2 billion in gross asset value, and has acquired approximately \$300 million of commercial loans and real estate securities. Today, The Davis Companies, together with its affiliates, owns and manages a real estate portfolio of approximately 6 million s/f and is an active investor in real estate equity, debt, and fixed-income real estate securities.

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