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Joyce, Varholak and Ashe of Richards Barry Joyce & Partners represent Wayfair.com in 105,000 s/f lease

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Wayfair.com, the largest online retailer of home products and furnishings, has signed a new 105,000 s/f lease with Simon Property Group, Inc. at The Offices at Copley Place in the city's Back Bay. The location will become the company's new corporate headquarters.

The online retailer, currently based at 177 Huntington Ave., required a new location to support the company's continued growth. The new space is 10% larger than Wayfair.com's current offices, and can be expanded as the company continues to grow. Wayfair.com has grown at a rapid pace from two employees in 2002 to more than 1,200 in 2012.

Wayfair.com will occupy space on five floors in Tower 4 of Copley Place. The company anticipates a move in mid-2014 when its current lease expires.

Michael Joyce, Jonathan Varholak and Thomas Ashe of Richards Barry Joyce & Partners represented Wayfair.com. Ogden White of CBRE New England represented Simon Property Group.

"Our roots are in the Back Bay of Boston, so we are very pleased to have found a great space that can accommodate our growth trajectory while allowing us to stay in the heart of the city," said Niraj Shah, CEO and co-founder of Wayfair.com. "We look forward to continued growth and success in our new Copley Place location."

"We are extremely pleased that Wayfair.com has chosen to relocate to the Offices at Copley Place with so many other alternatives available within the Boston market," said Brian Jenkins, regional vice president - New England, Simon Property Group. "As one of Boston's most successful business growth stories, Wayfair.com will bring an energized employee base to complement the existing companies that reside at Copley Place. We are confident that the amenities and infrastructure we provide will be a great fit for Wayfair.com and look forward to welcoming other new companies in the future."

"We are pleased to see an enormously successful Boston-based company like Wayfair.com maintain its local roots and decide to stay within the city," said Joyce. "This is a tremendous boost to both the city and to the Offices at Copley Place."

Copley Place, a world-class, mixed-use complex, offers approximately 845,000 square feet of Class A office space in one of Boston's best known locations. Copley Place's office space is contained in four towers, each featuring an individual elevator core. Onsite amenities are unparalleled in the city: with 75 retail shops, two large convention hotels, and 1500 parking spaces. More than 40 restaurants are either onsite or nearby.

Tenants of Copley Place have excellent options for accessing the complex. The site is immediately adjacent to the MBTA Orange and Green Lines and the regional commuter rail at Back Bay Station.

The project is conveniently located at the Exit 22 interchange of the Mass Pike (I-90).

Boston's Back Bay Office Market

According to research by RBJ&P, Boston's Back Bay submarket consists of 13,272,000 square feet of office space and was 7.7% vacant, as of the quarter ended March 31, 2013. [source: Richards Barry Joyce & Partners' "officeSTATus - Spring 2013"]

About Wayfair.com

Wayfair.com offers a zillion things home - the largest selection of home furnishings and décor across all styles and budgets. With more than five million options from 5,000 brands, we are dedicated to helping people find the perfect product at the right price. Our unparalleled selection and superior customer service coupled with the convenience of online shopping makes it easier than ever before to find exactly what you want for your home. Other sites under the Wayfair.com umbrella include AllModern.com, a leading retailer of original modern design, and JossAndMain.com, the fastest growing private sale site for the home.

Headquartered in Boston, Massachusetts, Wayfair.com employs more than 1200 people and operates distribution and operations centers in Ogden, Utah and Hebron, Kentucky, and international offices in Galway, London, Berlin and Sydney. For more information, please visit www.wayfair.com, or follow us at www.facebook.com/wayfair or at www.twitter.com/wayfair or check out our blog My Way Home at www.wayfair.com/blog.

About Simon Property Group, Inc.

Simon Property Group, Inc. (NYSE:SPG) is an S&P 100 company and the largest real estate company in the world. The Company currently owns or has an interest in 327 retail real estate properties in North America and Asia comprising 242 million square feet. We are headquartered in Indianapolis, Indiana and employ approximately 5,500 people in the U.S. For more information, visit the Simon Property Group website at www.simon.com.

About Richards Barry Joyce & Partners, LLC

Richards Barry Joyce & Partners is a full service commercial real estate firm providing creative solutions for its client partners. The company's focused team approach offers clients a competitive advantage in solving their local, national, and international real estate challenges. Richards Barry Joyce & Partners' unique platform offers a full range of real estate advisory services including market analysis, capital markets solutions, financial analysis, corporate services, portfolio review, and consulting services. For more information, please visit our website at www.rbjrealestate.com. Follow us on Twitter at @RBJ_Partners.

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