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Atlantic Retail and The Dartmouth Company join forces under one name

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Boston, MA The partners of Atlantic Retail and The Dartmouth Company have completed an agreement to join forces and operate under the Atlantic Retail umbrella with a focus on delivering real estate advisory services to tenants, landlords, developers, and investors throughout the East Coast and Southern California.

Making the joint announcement were managing partners, Bryan Anderson of Atlantic Retail, and David Smookler of The Dartmouth Co. The combined firm is headquartered in Boston with nine offices nationwide offering tenant representation, third-party leasing, capital markets advisory, property management and mixed-use expertise operating under several banners including Atlantic Retail, Atlantic Urban, Atlantic Capital Partners, Dartmouth Property Management and Converge.

“This is a move we have collectively investigated for years, but finally various factors came together and the timing was right to realign our focus.” Anderson said. “While the pandemic has certainly impacted our industry, this is not a time to hunker down. We see it as a time to grow.”

The expanded Atlantic Retail, with over 50 years of combined retail industry experience, has coverage over 11 states from four offices in the northeast: including Albany, New York City, and Pittsburgh, plus headquarters in Boston; coverage over seven states from four offices in the southeast; Charlotte, Atlanta, Orlando, and West Palm Beach; and a west coast presence in Los Angeles. The company and its related divisions have more than 60 brokers and advisors representing more than 200 retailers and over 450 properties in its nine offices. Additionally, the firm is the designated United States affiliate of TIRN, The International Retail Network with offices in a dozen European markets offering global perspective and facilitating U.S. entry for new retailers.

Anderson said, “While we feel this gives us a much stronger hold on the market in New England, there are several other synergies that make this deal so attractive. In addition to decades of suburban leasing and tenant rep experience, Dartmouth’s urban expertise in Boston is unmatched and has translated well to a vibrant, growing office in New York City. This knowledge base is going to be vital for urban property owners charting a path forward and is transferable to help us advise clients throughout the rest of our footprint in metros like Los Angeles, Miami, and Atlanta.”

Smookler said, “This is a real opportunity to strengthen and enhance our existing client relationships. The national platform Atlantic has built over the last 15+ years will give our clients a reach they have not had before. Despite the larger size of the new company, this arrangement actually makes us nimble and better able to adapt and execute in a rapidly changing landscape. From our existing Retail and Urban divisions to more specialized advisory groups such as Property Management, Capital Markets, Distressed Assets and Mixed-Use, we can offer clients a comprehensive real estate strategy from project inception to exit across a variety of asset classes and regions.”

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