

# Largest Area Commercial Real Estate Developers

## ranked by square feet developed 2007-11 in the Charlotte area

Rank prior rank	Name address phone   website	Square feet developed 2007-11	Percent warehouse/ office/ retail developments	Principal(s)	Significant local developments	Number of local employees/ year founded locally
<b>1</b> 1	<b>Childress Klein Properties Inc.</b> 301 S. College St., Suite 2800, Charlotte, N.C. 28202 (704) 342-9000   childressklein.com	<b>4,645,652</b>	63 20 17	Fred Klein Tom Coyle David Haggart, david.haggart@childressklein.com David Pitsner Landon Wyatt	Duke Energy Center, One Wells Fargo Center, Promenade on Providence, Rivergate Shopping Center, NorthPark Industrial Park	266 1988
<b>2</b> 3	<b>Lauth Group Inc.</b> 11595 N. Meridian St., Suite 250, Carmel, Ind. 46032 (317) 848-6500   lauth.net	<b>2,519,558</b>	NA NA NA	Robert Lauth	NASCAR Plaza, Transpoint, Moores Chapel Village, Catawba Springs Promenade	NA 2003
<b>3</b> NR	<b>BECO South</b> 8505 IBM Drive, Suite 100, Charlotte, N.C. 28262 (704) 808-4200   becosouth.com	<b>2,067,000</b>	40 60 0	Chris Epstein, chris.epstein@becosouth.com	Innovation Park, Charlotte Park	17 2010
<b>4</b> 10	<b>Red Rock Developments</b> 1901 Main St., Suite 1150, Columbia, S.C. 29211 (803) 779-3025   redrockdevelopments.com	<b>2,050,000</b>	75 25 10	William Smith Jr., bsmith@redrockdevelopments.com David Cuda, dcuda@redrockdevelopments.com John Barker Jr., jbarker@redrockdevelopments.com	Clearwater Paper, Belden, Meridian, Owens, Michelin North America, Fidelity Investments, Doe & Ingalls, ZF Lemforder	8 2007
<b>5</b> 4	<b>Merrifield Patrick Vermillion</b> 521 E. Morehead St., Suite 400, Charlotte, N.C. 28202 (704) 248-2100   mpvre.com	<b>2,048,214</b>	6 24.5 69.5	Garland Hughes, ghughes@mpvre.com James Merrifield, jmerrifield@mpvre.com Brad Murr, bmurr@mpvre.com Eric Nichols, enichols@mpvre.com Bailey Patrick, bpatrick@mpvre.com Steve Vermillion, svermillion@mpvre.com	521 Corporate Center, Old Hickory Business Park, Charlotte School of Law	32 1997
<b>6</b> 9	<b>Bissell Development LLC</b> 13860 Ballantyne Corporate Place, Suite 300, Charlotte, N.C. 28277 (704) 248-2081   bissellcompanies.com	<b>1,362,164</b>	0 100 0	Clifton Coble, ccoble@bissellcompanies.com	Ballantyne Corporate Park, SouthPark office properties, The Ballantyne Hotel & Lodge, Airport Center, Providence Park	2 1964
<b>7</b> 5	<b>The Keith Corp.</b> 5935 Carnegie Blvd., Suite 200, Charlotte, N.C. 28209 (704) 365-6000   thekeithcorporation.com	<b>1,238,741</b>	NA NA NA	Graeme Keith Greg Keith Kenneth Beuley	Crate & Barrel expansion, Metso Power, RSI Home Products expansion	160 1989
<b>8</b> NR	<b>Wood Partners</b> 1001 Morehead Square Drive, Suite 250, Charlotte, N.C. 28203 (704) 332-8995   woodpartners.com	<b>1,219,463</b>	NA NA NA	Carter Siegel, chs@woodpartners.com	Wesley Village, Perimeter Station, Alta Steele Creek, Vista Park and Steele Creek Seniors apartments	20 1998
<b>9</b> 13	<b>Collett &amp; Associates</b> 1111 Metropolitan Ave., Suite 700, Charlotte, N.C. 28204 (704) 206-8300   collett.biz	<b>1,145,990</b>	0 0 100	Charles Ellis Jr. John Collett	Perimeter Woods, NorthCrest, Wallace Commons, Valley Corners, Broad Street Station	38 1987
<b>10</b> 15	<b>Budget Self Storage</b> 7400 Carmel Executive Park, Suite 200, Charlotte, N.C. 28226 (704) 540-5700   budgetself-storage.com	<b>994,750</b>	NA NA NA	James Bennett Wes Carter Reade DeCurtins	15 Charlotte-area locations	NA 2002
<b>11</b> 11	<b>Beacon Partners</b> 610 E. Morehead St., Suite 250, Charlotte, N.C. 28202 (704) 597-7757   beacondevelopment.com	<b>959,011</b>	95 4 1	Pete Lash Ed Weisiger	SouthCross Corporate Center, LakeField Corporate Center, International Corporate Center, 77 Overlook, Commerce Park	20 1989
<b>12</b> 20	<b>Spectrum Properties</b> 201 S. Tryon St., Suite 550, Charlotte, N.C. 28202 (704) 358-1000   spectrum-properties.com	<b>705,500</b>	0 100 0	Jim Dulin, jdulin@spectrum-properties.com Darryl Dewberry, ddewberry@spectrum-properties.com John Boylan, jboylan@spectrum-properties.com Terry Finch, tfinch@spectrum-properties.com Ted Lee, tedlee@spectrum-properties.com Steve McClure, smcclure@spectrum-properties.com	Center City Green, 230 South Tryon, City View Towers, 2400 Roswell	60 1982
<b>13</b> 21	<b>Trinity Capital Advisors</b> 440 S. Church St., Suite 800, Charlotte, N.C. 28202 (704) 372-8822   trinitycapitaladvisors.com	<b>700,000</b>	37 51 12	David Allen Gary Chesson	440 South Church, Westlake Industrial, NASCAR Plaza, Linville Office Building, Perimeter Woods Flex Park	12 2004
<b>14</b> 23	<b>ARK Group</b> 19401 Old Jetton Road, Suite 101, Cornelius, N.C. 28031 (704) 987-0612   ncmusicfactory.com	<b>500,000</b>	NA NA NA	Noah Lazes, noah@ncmusicfactory.com Richard Lazes	NC Music Factory, Waltrip Race World	7 2001
<b>15</b> 24	<b>Selwyn Property Group</b> 1914 Brunswick Ave., Suite 2A, Charlotte, N.C. 28207 (704) 343-2828   selwynpropertygroup.com	<b>469,000</b>	50 25 25	Patrick Pierce Grey Poole Jensie Teague	OrthoCarolina, Kannapolis Gateway Business Park, Arrowridge South, Westinghouse Industrial Condominiums	4 1999
<b>16</b> 25	<b>Kirco Carolina Interests</b> 401 N. Tryon St., 10th floor, Charlotte, N.C. 28202 (704) 529-1518   kirco.com	<b>445,000</b>	NA NA NA	A. Mathew Kiriluk II Dean Kiriluk	NA	NA 1991
<b>17</b> 19	<b>Lincoln Harris</b> 4725 Piedmont Row Drive, Suite 800, Charlotte, N.C. 28210 (704) 714-7600   lincolnharris.com	<b>425,830</b>	0 56 43	John Harris	Phillips Place, Morrocroft Centre, Bank of America Corporate Center, Piedmont Town Center, CMC-Morrocroft	275 1998
<b>18</b> NR	<b>New South Properties of the Carolinas LLC</b> 1518 E. Third St., Suite 200, Charlotte, N.C. 28204 (704) 370-0303   newsouthprop.com	<b>375,000</b>	0 15 85	Dale Hall Will Whitley, wwhtley@newsouthprop.com	Third Street Station, Matthews Plaza, Mooresville Crossing II, Northeast Plaza, Food Lion at Little Rock Road	10 1994
<b>19</b> NR	<b>KDC Real Estate Development &amp; Investments</b> 6100 Fairview Road, Suite 335, Charlotte, N.C. 28210 (704) 554-6111   kdc.com	<b>262,000</b>	25 75 0	Steve Van Amburgh, steve.vanamburgh@kdc.com Lawrence Wilson, larry.wilson@kdc.com	CitiFinancial, Daimler Trucks North America, Intellicenter, 3D Systems	3 2006
<b>20</b> NR	<b>Warren Norman Inc.</b> 2685 Celanese Road, Suite 123, Rock Hill, S.C. 29732 (803) 366-8141   warrennorman.com	<b>158,500</b>	0 10 90	Ralph Norman, ralph@warrennorman.com Warren Norman, rw@warrennorman.com	High Point Crossing, Academy Sports, Krispy Kreme on Celanese Road	10 1948
<b>21</b> NR	<b>Norcom Properties</b> 1512 E. Fourth St., P.O. Box 32068 (28232), Charlotte, N.C. 28204 (704) 332-4146   norcomproperties.com	<b>140,000</b>	0 20 80	Thomas Norman, tommy@norcomproperties.com	Sugar Creek Greenway, Huntersville Town Center, Wendell Town Center, CPCC	3 1989
<b>22</b> NR	<b>M. David Properties</b> 6707-C Fairview Road, Charlotte, N.C. 28210 (704) 362-0400   mdavidproperties.com	<b>125,407</b>	100 0 0	Marc Silverman, marc@mdavidproperties.com	SilverLake, SilverLanding	3 1987

### NOTES

Information was compiled from survey questionnaires and telephone interviews with company representatives. Number of square feet developed refers to projects completed by Dec. 31, 2011, in the following counties: Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lancaster (S.C.), Lincoln, Mecklenburg, Rowan, Stanly, Union and York (S.C.).

Lauth Group Inc., Budget Self Storage and Kirco Carolina Interests did not respond. The square feet developed figure listed for those companies is for 2007-10.

Companies that haven't responded to the last two annual surveys were not included on the list.

NA - not available or applicable

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