

Kaufman Realty Group FOR IMMEDIATE RELEASE

Kaufman Realty Group Lands Xicom Wireless Headquarters at Gwinnett Center

ATLANTA (January 7, 2008) - Atlanta-based **Kaufman Realty Group (KRG)** recently landed **Xicom Wireless** with a 37,000 sq. ft. lease for its expanded international headquarters and east regional office at **Gwinnett Center**, located at 3505 Koger Boulevard, just east of I-85 at Pleasant Hill Road.

Kaufman Realty Group purchased the 3 building class A office park in June 2006, and since that time has signed 31 leases totaling more than 140,000 square feet of office space.

Kirk Rich, of Rich Real Estate Services, represented the landlord in the negotiations. **David Nash**, Nash Commercial, Inc. represented Xicom Wireless.

Kirk Rich handles leasing for the Gwinnett office properties owned by KRG. When Kaufman Realty Group purchased Gwinnett Center, Rich Real Estate Services relocated their operations to be on-site at Gwinnett Center.

"I am proud of our leasing and management team's successes at Gwinnett Center," said Craig Kaufman, President of Kaufman Realty Group. "We've completed 140,000 square feet of leases at Gwinnett Center by making the leasing process simple and focusing on one tenant at a time regardless of their size. Our 1,500 square foot tenants are important to us, just as the 40,000 square foot tenants are. Having our leasing team on-site and utilizing a short form lease makes a big difference at a property like Gwinnett Center."

Another notable deal at Gwinnett Center was the 41,000 square foot renewal of Reynolds & Reynolds. Stuart Alston of Carter represented Reynolds & Reynolds in this transaction.

"We have been very fortunate to have very strong interest in Gwinnett Center," said Kirk Rich. "In addition, the short form lease that Kaufman Realty Group utilizes keeps the leasing process very simple for prospective tenants."

Kirk Rich also handles leasing for other Kaufman Realty Group properties in Gwinnett including The Crescent, a three-story 115,000 square foot class A office building located on Satellite Boulevard, just across from the Gwinnett Place Mall.

"The greater Gwinnett Place area is seeing a resurgence of investment bringing with it dynamic change and economic vibrancy to the immediate area around Pleasant Hill and I-85," said **Joe Allen, Executive Director of the Gwinnett Place Community Improvement District (CID)**. "With the opening of new lodging establishments, blocks and blocks of some of the most diverse retail centers in the metropolitan area and the multi-million dollar renovation of many existing businesses and facilities, Gwinnett Place remains the epicenter for success in Northeast Atlanta."

In 2006, Atlanta-based Kaufman Realty Group expanded upon its original platform with the purchase of larger properties such as The Crescent and Gwinnett Center in Duluth. While the small to mid-size tenant had historically been the firm's bread and butter, Kaufman notes that it has incubated many successful tenants and watched them outgrow their space only to end up in competitors' buildings. Kaufman now seeks to acquire larger buildings that give the firm greater flexibility to accommodate tenants of all sizes. With larger buildings as part of its portfolio, Kaufman can accommodate tenant growth while still serving the needs of small and medium size tenants.

KRG bought The Quadrant office complex in Jacksonville Florida in 2006 and last year, acquired The Paddocks office property near Johns Creek. The firm continues to actively seek "value add" acquisitions of office buildings in the size range of \$10 to \$50 million.

Kaufman Realty Group (KRG) is an Atlanta-based real estate investment and management firm that specializes in office buildings. Founded in 1994 by Craig Kaufman, the company currently has office property holdings in Atlanta, Charlotte, Jacksonville, and Orlando. In addition to its real estate investment group, Kaufman Realty Group also provides 3rd party property management services. For more information, visit the KRG website at www.kaufmaninc.com or contact Craig Kaufman at 404-816-0036.

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