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Santaularia Takes Bradford to Global Platform



Kevin J. Santaularia
President / CEO
Bradford Companies

DALLAS, TX - On the heels of the addition of a Corporate Services team comprised of new co-managing partners Dave Besserer and R. Curtis Linn, BRADFORD has announced its affiliation with Arlington, VA based CORFAC International, a group comprised of 56 member partners located in 75 U.S. metropolitan-areas and 150 markets worldwide. With over 700 affiliated brokers nationally, CORFAC completed some 11,400 transactions globally comprised of 788,000,000 SF valued at \$23 billion dollars.

CORFAC brings to the table its network of member partners, a web-based communication and transaction management system, and national specialty groups for office, industrial and retail brokerage.

“We have met the goals of our Five Year Plan”, commented Mr. Kevin J. Santaularia, President and CEO of BRADFORD CORFAC International. BRADFORD, formed in 1989 largely as the services operation of Dallas-based developer and investor, Vantage Companies, was purchased by Mr. Santaularia in July of 2000. “Since 2000, we have moved from a sizeable leasing and management company to a full service commercial property entity”, Mr. Santaularia said. BRADFORD has completed over 70,000,000 SF of commercial property transactions since 1989, an impressive figure likely exceeded only by Dallas' own Trammell Crow Company over the same period. “Since 2000, we have developed over 800,000 SF of small user warehouse projects, and invested over \$35,000,000 of investor equity in property acquisitions and developments with both institutional and entrepreneurial equity groups.

BRADFORD has 65 employees housed in multiple office locations throughout Dallas and Ft Worth. Mr. Al Horstmann, COO and President of BRADFORD's Property Management Group quoted, “we put our people where the managed projects are located. We can be more responsive to both our owner leasing and management relationships, and to our tenants which is of utmost importance”. Mr. Horstmann added, “Philosophically, we believe that 'Tenant Attention' equates to 'Tenant Retention'. With over 12,000,000 SF under our

property management umbrella, it is critical that we have the ability to react quickly to our tenant's needs. For example, it is a compelling story to our owner clients that we are 5 minutes from each property when an on-site event is required as opposed to our peers alternative of being 45 minutes from the property in a multi-story high-rise.”

BRADFORD CORFAC International completed over 6,000,000 SF of lease and sale transactions in Dallas/Ft Worth for 2005 and has qualified once again as a TOP 5 Leasing Broker in the Metroplex awarded annually by CoStar, a national real estate data services firm.

“With the addition of the CORFAC affiliation to BRADFORD's platform, our commercial property brokerage operation is now on a level playing field with other national networks and entities, and gives us the ability to serve our clients needs in multiple markets both nationally and internationally”, Mr Santaularia added. “The commercial real estate business is like a marathon, and the more entries we put in the race, the better chance BRADFORD will finish ahead of the pack. It's a numbers game, and CORFAC tilts the odds in favor of BRADFORD”, he quoted.

Indeed, BRADFORD, with a full complement of real estate services including development, property management, project leasing, corporate and investment services is well positioned to compete with its broad platform as a LOCALLY OWNED, GLOBALLY CONNECTED CORFAC affiliate. “The basis of the CORFAC International culture is independent, entrepreneurial firms desirous of global reach. We are now at the next plateau”, Mr. Santaularia finished.

