



# ATHERTON & ASSOCIATES

## COMMERCIAL PROPERTIES

*Real Estate for Business and Investment*

### Look What We've Been up to in 2010

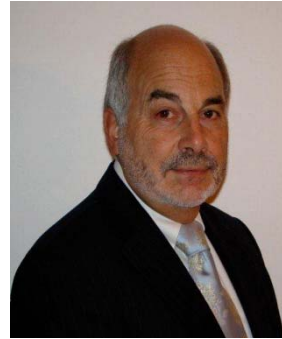
Atherton & Associates is proud to announce the recruitment of our newest talent this year:



**Richard T. Rhatigan**



**Dusan "Duke" Dujovic**



**Tom Castiello**



**Lou Kathrakis**

2010 has been progressively more productive with increased activity in the second half of the year. Because of our culture of collaboration with other brokers in commercial real estate, we are experiencing a higher probability of deal making and that is good for us, good for the brokerage community and most importantly...good for our clients. We have had several Investment Sales this past year that we brokered with other real estate offices that. Our Leasing activity has kept high occupancy rates in our clients' core assets including 100% occupancy at a 70,000 square foot retail center and 70% occupancy in a brand new retail/office development that opened recently this year!

We are currently in the middle of negotiating several retail land development sites across the state. We are representing national tenants, land banks and have a number of investment groups that we assembled and are participating in these deals with. Our knowledge of the CT marketplace and savvy investor network puts us in the unique position of being able to bring people, resources and ideas together for an investment or development project that works.



**Bryan Atherton** has been elected President of the CCIM Institute's Connecticut Chapter for the 2011 term. Bryan has been an elected officer of the chapter for the last 3 years and he has been an active board member for the past 5 years counting.

### Technology

Atherton & Associates is a leader in the use of technology for the properties, tenants, investors and investment groups that we represent. We use proprietary software that allows us analyze markets with precision. We have access to satellite imagery that we use on a daily basis and our investment software allows us to identify property trends all the way through to the health of a specific investment property. We have consumer profiles that we use for the variety of national tenants that we work with. We can answer questions like "Who makes up this market?", "What do they spend their money on?", "Where do they prefer to shop?", "When do they go shopping?" and "Why is this or isn't this market a good market for our product or service?"

### New Brand Launched in 2010

Check out our new brand that we launched this year! Our market share for retail and development properties has been steadily increasing so we have created a separate division to work with the specialty knowledge of this sector. We are currently representing land owners, investors, investment groups and retailers that are looking for new sites across Connecticut in Tier I, Tier II and Tertiary markets. [www.interstateretail.com](http://www.interstateretail.com)



### Needs

Shopping Center Investments	\$500k-\$20M	"NNN" Investment Properties	\$400k-\$8M
Land for Retail Development	.5acre-40 acres	Medical Office Investments	\$750k-\$2.25M
Multi-family Investments	8 units-50 units	Sale/Lease-back Properties	\$350k-\$3M
Underperforming Properties	Any Type/Size	Industrial Investments	100,000+ sqft