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Clarus Properties closes a handful of industrial deals

Charlotte Business Journal - by [Will Boye](#)

Boutique commercial real estate firm **Clarus Properties** has been busy lately with several area industrial deals.

The firm represented **Welsh Paper Co.** on its lease of 51,840 square feet at 2050 W. W.T. Harris Blvd. Welsh, based in Youngsville, near Raleigh, is a supplier of paper, packaging and foam products. It is moving its Charlotte operation from about 40,000 square feet at the Charlotte Distribution Center, where it has a shipping and distribution warehouse, a sales office and a foam fabrication department.

Matt Harper represented the landlord, **Childress Klein Properties**.

Clarus also represented Berger Transfer on its 35,445-square-foot renewal at The Crossings at Nation Ford. Brad Cherry of **Keystone Partners** represented the landlord.

On the landlord side, Clarus recently assisted **Lord Baltimore Properties** with the lease of 49,771 square feet to **TricorBraun** at Perimeter West, a deal that brings that 180,000-square-foot building to full occupancy. TricorBraun is a St. Louis-based industrial packaging company. Its local operation is moving from Brookwood Business Park. The company was represented locally by Jack Glasgow of **Cresa Partners**.

And at Coffey Creek Business Park, Clarus represented landlord **Yesco Realty** on leases to **Total Orthopedic Resources** (16,500 square feet), the **Charlotte-Mecklenburg Hospital Authority** (54,500 square feet) and **Southern Energy Management** (12,750 square feet). Jubal Early and Ted Haley of **Lincoln Harris** represented the latter two tenants, respectively.

Clarus was founded in 2005 by Greg Copps and Lawrence Shaw, who later brought on Teddy Chapman and Grant Miller.

The firm also has closed several deals around the country recently for various divisions of St. Louis-based **Barry-Wehmiller Cos. Inc.**, a supplier of manufacturing technology and services, and for **HH Gregg**, the home-appliance and electronics retailer.

Copps says large Class-A properties are showing improvement in leasing and occupancy because they court bigger, national tenants that have the wherewithal to fund leases. Smaller industrial properties are rebounding more slowly, he says.

Overall activity has improved from 2009, but the market remains sluggish. According to **Karnes Research Co.**, the vacancy rates for Charlotte warehouse and flex space stood at 15.6% and 21%, respectively, at the end of the second quarter. That compares with rates of 12.7% and 18.7% a year earlier.

"It still takes a long time to get deals done," Copps says. "I think we're still pretty fragile."

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