

COMMERCIAL REAL ESTATE

Endeavor bulks up for growth

Austin real estate brokerage firm lures top talent from Trammell Crow and others as project list grows.

By Shonda Novak
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Jamil Alam, one of Austin's top real estate brokers, has left Trammell Crow Co. to join Endeavor Real Estate Group LLC, the Austin firm that brought Neiman Marcus to town.

It's one of several recent key hires for Endeavor, which is expanding into new lines of business and bought a downtown skyscraper recently.

The hires are significant for a fast-growing firm that has become a major player in Central Texas commercial real estate and is beginning to look at projects in other states.

Alam will head a new unit for Endeavor, representing tenants seeking office and industrial space.

Bryce Miller, a principal at Endeavor, said it approached Alam because he's "the gold standard . . . a superstar."

Alam was a principal at Trammell Crow, the Dallas-based real estate giant, and had a track record as one of its top producers. Endeavor's five founders are all Trammell Crow alumni.

Most recently, Alam was the local development principal for the Shore condominiums, a 22-story high-rise that a Trammell Crow subsidiary is developing at Red River and Davis streets in downtown Austin.

Alum said he joined Endeavor because it was time for the next chapter in his career. He also wanted to work for a private company, he said. Trammell Crow is publicly traded.

"I think I will have more freedom and flexibility to spend my time on the deals that I want to," Alam said.

Endeavor's high-profile projects include the Domain, a North Austin retail center it's building with partner Simon Property Group that will be anchored by Neiman Marcus and Macy's, and Southpark Meadows, a 425-acre retail and residential development at Interstate 35 and Slaughter Lane.

Big projects in the pipeline include a 90-acre retail development in Cedar Park and the development of 176 acres east of the Domain, which could include offices, a hotel, and residential and retail space.

Endeavor owns, manages and leases 4 million square feet of office and industrial space in Central Texas, plus more than 3 million square feet of retail space, with more under construction. It is considering developing retail projects in North Texas, Arkansas and Oklahoma, Miller said.

The firm has about 85 employees, including 11 principals. Its offices are in the Chase Bank tower, which Endeavor bought last month with California partner Triple Net Properties.

Bryan Dabbs, formerly head of retail leasing at Trammell Crow in Austin, is now helping run Endeavor's retail brokerage and leasing arm. Other new hires include Marc Vanderslice, an office tenant representative who was a vice president at Austin-based Hill Partners, and Barry Howard, a former executive with Fairfield Residential LLC, which built the Milago condominiums downtown and plans two apartment complexes for Southpark Meadows.

Howard's hire marks Endeavor's expansion into multifamily development.

David Roberts, former senior vice president at Compass Bank, is Endeavor's new chief financial officer and chief operating officer. He was hired to help with day-to-day financial management during a time of tremendous growth, Miller said.

"It appears the volume of activity is going to continue as far in the future as we can see," Miller said. "We're extremely busy, and frankly, we needed help."

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