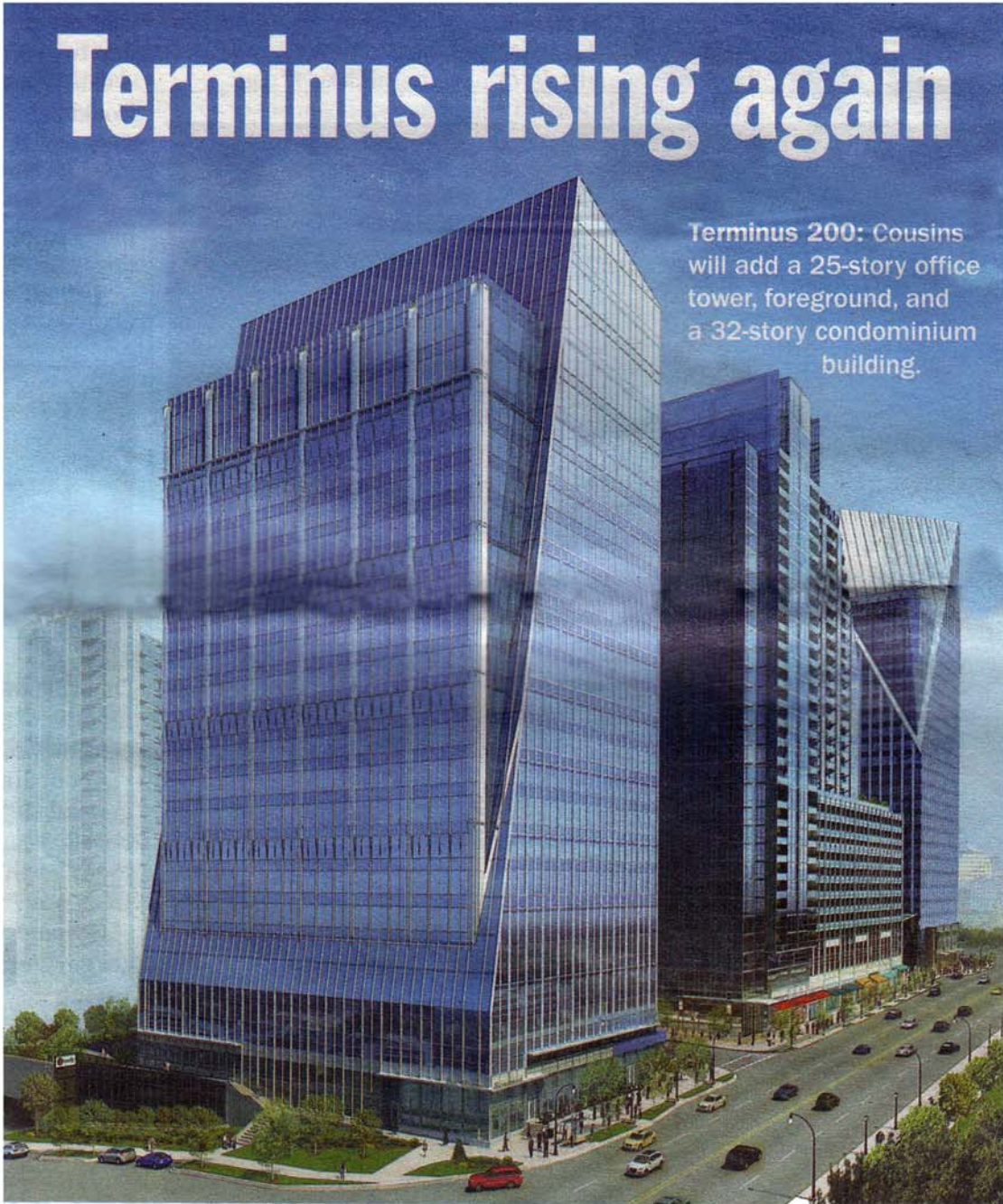


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Terminus rising again

Terminus 200: Cousins will add a 25-story office tower, foreground, and a 32-story condominium building.



Cousins to start second office tower, condos

By **Jill Lerner Friedman**
STAFF WRITER

Cousins Properties Inc.'s 10-acre Terminus development at Peachtree and Piedmont roads is about to grow by another two buildings — a 25-story office tower and a 32-story condominium building.

As proved so successful with the first office building on the site — the 650,000-square-foot Terminus 100 — Cousins (NYSE: CUZ) ▶ See **TERMINUS, 24A**

Terminus rising again

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will likely make the 580,000-square-foot Terminus 200 the first building in the next office development cycle in Buckhead.

Cousins plans to break ground in May, without any leases in hand for the tower.

The new office building will front Piedmont Avenue and is scheduled to deliver in mid-2009. It will have stores and restaurants on the first floor.

Tishman Speyer Properties also plans to start Two Alliance Center without any pre-construction leases.

It is expected to break ground this summer, with a delivery date of mid-2009.

The building will have 485,000 square feet of office and will sit between the parking deck of One Alliance Center and The Paramount condominium tower.

The first office buildings out of the ground at a time when others are building generally have an advantage. Terminus 100, which opened April 1, is 87 percent leased.

Regent Partners LLC's 50-story, mixed-use 3344 Peachtree Road delivers in spring 2008.

The building, which has about 470,000 square feet of office space, is 41 percent preleased.

"We absolutely have confidence that there's another cycle, and we hope we're the first out," said Larry Gellerstedt, president of Cousins' office/multi-family division.

Cousins has also begun construction of 10 **Terminus Place**, which will have 142 homes priced on average from \$600,000 to \$800,000.

The units are expected to deliver in August 2008.

Cousins and Tishman Speyer join other office developers in deciding to move ahead with speculative projects.

MetLife hopes to start construction by August on the office portion of Metropolitan Center in Midtown. That building, at 77 East 17th St., will have 517,000 rentable square feet.

Daniel Corp. and Selig Enterprises Inc. also plan to break ground this spring on Phase II of their 12th & Midtown project, which includes a 725,000-square-foot office tower.

One local leasing expert applauded Cousins' move.

"If I were Cousins, I'd be doing the

same thing," said Clark Gore, principal of **True North Real Estate Services Inc.**, who was involved in the pre- and post-leasing of the Prominence, Monarch Tower and Monarch Plaza office buildings. "Terminus 100 has fabulous momentum [and] Cousins has a history of getting out of the ground before the competition and putting the competition in a tough decision-making process."



JOANN VITELLI

Building up:

Terminus 100 and Terminus 200 combined will make up more than 1 million square feet.

He likened Terminus 100 to Cousins-developed The Pinnacle, completed in 1998, noting selling points of both were unique architecture and key tenants — factors he said have helped Cousins neutralize perceived traffic and access issues with Terminus.

When Cousins decided to begin Terminus 100, the building was about 25 percent preleased.

"We've already got significant interest or we wouldn't be starting," Gellerstedt said.

The condo tower is being built atop a 13-story parking deck. The top of the deck will be an amenity terrace, with a pool, dog walk and yoga garden.

Gellerstedt said Cousins did not have to start the condos simply because the parking deck was nearing completion, but is moving forward because of Terminus' success and the relatively small size of the condo project — 142 units.

By contrast, Cousins has delayed its Fox Plaza project in Midtown, for which it imploded the Wachovia building at Peachtree Street and North Avenue.

The project was to begin construction by the end of 2006 and feature a 30-story, 210-unit condo tower.

"We felt at this time the Buckhead opportunity is a better one," Gellerstedt said.

Reach Lerner Friedman at jfriedman@bizjournals.com.