

Cambridge Realty's Growth Drives New Hires

By SAN ANTONIO, TX-The 23-year-old full-service real estate firm finds itself with a plethora of new employees including three brokers, a marketing director and nine hires on the property management side.

SAN ANTONIO, TX-An increase of local property inventory to more than 3 million sf drove Cambridge Realty Group Inc. to significantly add to its staff. Within the past quarter, the real estate company added three brokers and a marketing manager, while significantly beefing up Cambridge Professional Services Inc., its property management arm.

"The need for this happened very quickly, and it has to do with opportunities we've been presented with on the marketing and management side," comments Gardner Peavy, Cambridge Realty's managing principal and president. "This has all been customer-driven." The hires mean that Cambridge Realty is expanding its office at 4040 Broadway St. to 4,500 sf from its current 3,500 sf.

In recent weeks, Cambridge Realty has received many assignments to lease or sell assets including the 234,000-sf Petroleum Towers I & II at 8626 and 8700 Tesoro Dr.; the 167,000-sf Sterling Bank Building at 13750 San Pedro Ave. and the 48,000-sf North Park Corporate Center I & II at 17319 San Pedro Ave. Cambridge Realty will also assist local developer Galo Properties in the preleasing of more than 125,000 sf of office space to be developed in the north central submarket.

Peavy tells GlobeSt.com that Cambridge Realty, launched in 1985, isn't hiring any more people right now, though future hires will depend on future opportunities. And though the company has topped the 3 million sf mark in properties to manage and lease, Peavy says Cambridge Realty doesn't have a set goal when it comes to square footage.

"Our goal is more relationship-driven and is dependent on what our clients need and want," he comments. "When we can keep our current clients satisfied, that leads to more and better business."

On the brokerage side, new hires are Andy Besing, senior associate; Clare Flesher, vice president and Kyle Gunter, vice president. Colleen Cassidy has also come on board as the company's marketing manager.

New members added to Cambridge Professional Services' staff are Pat Wittschen, senior property manager; Betty Davis and Jessica Reyna, property managers; Cally Granger, controller; Aileen Velasquez, property assistant; and Alma Picon, accounting. On the maintenance side, Mike Hutchins was hired as chief engineer and Rudy Sosa and Jonathan Sosa, were added to the maintenance staff.