

Last updated: August 13, 2008 03:58pm

## DeSanto Passes \$100M Milestone

By [Brienne Harrison](#)



Crums Mill

RADNOR, PA-Locally based DeSanto Realty Group has passed the \$100-million mark, raising \$108 million in equity through its tenant in common properties. The equity comes from 225 investors, each of whom owns an undivided fractional interest in DRG's TIC properties.

DSG has closed on eight TIC properties since its inception in 2005, seven of which were closed on in the past 18 months. The properties are [Crums Mill](#), a 123,000-sf office building in Harrisburg, PA; [Northwoods Crossing](#), a 153,000-sf office building in Harrisburg; [Fox Chase Apartments](#), a 304-unit multifamily property in Holland, OH; [Cypress Medical Center](#), a 75,000-sf surgical/medical center in Wichita, KS; Perry's Crossing, a 296-unit multifamily property in Perrysburg, OH; [Clearview Apartments](#), a 376-unit multifamily community in Holland, MI; Arbors on Main, a 364-unit multifamily community in Hendersonville, TN; and [DRG Pennbrook](#), a 455,000-sf office building in Lansdale, PA.



Northwoods Crossing

A spokesperson for DRG says the company's acquisition strategy relies on deft negotiating skills, conservative underwriting strategies, refusal to overpay for a property and a high level of due diligence and analysis to ensure that the deal is worthwhile. Most importantly, the property must be located in a stable and growing economic environment.



Cypress Medical Center

Despite reaching this milestone, the company has no plans to slow down. "Like always, we will continue to offer quality TIC investments in areas with sound economics and potential for growth," says DRG CEO Gary DeSanto in a company press release. "We have worked tirelessly to strengthen our operations; this achievement just goes to show that our efforts have paid off."

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