

THE CONNOR GROUP

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Connor Group captures market opportunities, plans growth

Feb. 24, 2014 – Local real estate investment firm The Connor Group on Monday reported its 2013 transactions. The company has bought and sold more than \$1 billion in luxury apartment communities in the last 24 months.

The company had its two largest selling years on-record the past two years. During that time it posted property sales of \$570 million while \$513 million in acquisitions.

“It’s been a sellers’ market, but we’ve been able to find things to buy while staying disciplined,” said managing partner Larry Connor. “Sooner or later markets will change. And we feel we’ve positioned ourselves well for any changes.”

Despite the heavy volume of transactions, Connor said the company spent a large part of 2013 planning on how to increase that volume.

“We just did \$1 billion in two years,” he said. “By 2016, we want to do \$1 billion in transactions every year.

“That’s a long-term goal, but we believe long-term always trumps short-term.”

The Connor Group was founded in 1991 in Dayton, Ohio. The following year it invested \$400,000 as a down payment for three apartment communities. It now owns \$1.5 billion in assets.