

Tim Taylor goes solo after Lux moves to Kenya

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Tim Taylor owns and runs Potter-Taylor & Co. by himself, three months after his brother Lux moved to Kenya.

Potter-Taylor has been a family affair for most of the commercial real estate company's 54 years in business. And for the last 22 years, the Taylor brothers have operated Potter-Taylor together.

Company president Tim Taylor bought out his brother's half of the business and is proceeding with new projects solo, including plans for a climate-controlled self-storage center in East Sacramento.

Lux Taylor sold his share in the Sacramento property-management and brokerage company Dec. 31. On Jan. 9 he and his wife, Robin, and their three children left for Nairobi. For an assignment of up to two years, Robin Taylor is the resident legal adviser to the U.S. ambassador to Kenya.

"It has been a wonderful experience for all of us, and I sense I am missing very little in real estate development in Sacramento," Lux Taylor wrote in a message last week. He's still managing and winding up some

real estate projects from a distance.

While Lux Taylor is no longer an owner of Potter-Taylor, he remains involved in other projects. He's also still half owner with his brother in Taylor Properties Development Co., which is in a holding pattern until the economy improves and demand resumes for retail development.

Potter-Taylor & Co.

Owner and president:
Tim Taylor

Business: Manages more than 1.5 million square feet of commercial real estate, most of which is retail

Most notable retail:
Raley's-anchored centers in Galt and Lincoln

Employees: 11

Revenue: Undisclosed

Located: Sacramento

Founded: 1957

Web: potter-taylor.com

Scott Reynolds, an independent retail broker who competes with the Taylors, agrees. "I don't think there's going to be retail development for a very long time. Five years, at least," he said.

Reynolds has known Lux Taylor since Lux got into the real estate business. He hired Tim Taylor out of college.

"I applaud him for keeping his priorities straight," Reynolds said of Lux Taylor. "Being able to do something as a family that's as significant as living in Kenya" is quite an opportunity.

"I think what he's doing is very cool," added Randy Getz, a CB Richard Ellis broker whose client list includes the Taylor brothers.

Getz sees Lux Taylor's move as more about supporting his wife and having a family adventure rather than any commentary on the status of the market.

"Guys like him always find a way to do business," Getz said.

Tim Taylor's latest project is raising equity for a climate-controlled self-storage center at 3301 S St. Taylor is leading a partnership that is in escrow to buy and convert a former state data center into self-storage. Escrow is set to close in four months. And four months after that, Taylor hopes to open the center. The building would cost \$4.5 million and would require another \$1.3 million in improvements.

In a similar project, the Taylor brothers and a group of investors bought a former AT&T building in the Arden area last fall for about \$1.35 million for a conversion to self-storage.



Lux Taylor



Tim Taylor