

## **Longpoint Makes Two Key Hires in Growing Texas Market**

*Industry veteran Roger Waggoner joins as Director of Acquisitions, will advance efforts to expand operations in Texas*

*Micah Faulkner hired as Construction Manager to oversee implementation of value add, repositioning and adaptive reuse strategies*

**BOSTON** – Boston-based real estate investment company [Longpoint](#) today announced two key regional hires in newly created roles that will expand the firm’s team and operations within Texas, a critical growth market supported by strong fundamentals including significant population growth and high tenant demand for smaller-bay warehouses in infill markets.

Veteran investment executive Roger Waggoner joins the firm as Director of Acquisitions, where he will oversee the growth of Longpoint’s portfolio of industrial assets across Texas. Additionally, Micah Faulkner was hired in the role of Construction Manager, where he will lead the implementation of the firm’s value add, repositioning and adaptive reuse strategies. These hires, based in Dallas, exemplify Longpoint’s strategy to hire experienced professionals across all business units in each of the company’s key markets throughout the U.S., further expanding the firm’s vertically integrated platform and drawing on local market expertise to spur continued growth.

“We see a compelling opportunity to grow our portfolio of smaller-bay warehouses in infill markets across Texas, where there is high demand for local distribution,” said Dwight Angelini, Managing Partner at Longpoint. “The assets we’re targeting are differentiated from the larger regional warehouses expected to come online in the next few years, serving densely populated and highly competitive markets where there is a dearth of land for development. Having the right team on the ground to advance this strategy is critical to our success, and we could not be more pleased to have found Roger and Micah, who bring strong track records and significant expertise to the table. We look forward to the contributions they’ll make as part of the Longpoint team.”

Waggoner brings to Longpoint a deep understanding of market dynamics and investment strategies and a strong track record driving growth, creating value and delivering exceptional results in the competitive Texas industrial market. Most recently, Waggoner served as Director of Acquisitions at CanTex Capital in Dallas, where he grew the firm’s lifetime acquisitions from 1.1 million square feet to 6.8 million square feet in 27 months. Prior to CanTex, Waggoner worked in the transaction advisory services group at Deloitte for 11 years, most recently serving as a Senior Manager in the real estate consulting practice, overseeing a team of 28 in executing more than 75 valuation and consulting engagements annually. Waggoner graduated magna cum laude with a bachelor’s degree in accounting from the University of Southern California.

Faulkner joins Longpoint from Westcore, where he served as a Construction Project Engineer, simultaneously managing more than 20 projects worth nearly \$10 million across Texas and Georgia. He previously served in facility and construction management roles at both Tusimple and Prologis.

### **About Longpoint**

Headquartered in Boston, MA, Longpoint is a vertically integrated private equity real estate firm with deep domain experience in acquiring and operating infill logistics real estate and grocery anchored centers in

major U.S. markets. Longpoint chooses its investments and value creation strategy based on an analytical process that incorporates key drivers impacting the global supply chain restructuring, demographic shifts and consumer shopping patterns. Longpoint is minority-owned and registered as an investment adviser with the SEC. Founded in 2015, Longpoint has offices in Atlanta, Boston, Dallas, Los Angeles, Miami, New Jersey, and Washington DC.

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