

Arden Hills Gateway, Commerce & Lakeside Centers



HISTORY

- The CW team was initially retained by the owner, State Farm, to market the property in 1999
- The CW team subsequently handled the sale of the property to Cornerstone Advisors in 2003
- The property achieved and maintained a 95% occupancy rate for 4 years
- In 2009, the largest tenant in the project announced it was vacating, which eventually occurred in late 2010
- One month later in 2009, the second largest tenant announced its intention to vacate if it couldn't expand in its current building
- Both tenant announcements occurred with the backdrop of the Great Recession of 2008-2012

A HISTORY OF CHALLENGES AND SUCCESS FROM ACQUISITION TO SALE.

PROJECT OVERVIEW

The Arden Hills Gateway, Commerce and Lakeside Center property is a three building, 375,000 sf project in Arden Hills, Minnesota.

The CW team was involved in this property for over 14 years and experienced numerous challenges and success ranging from the loss of its major tenant occupying over 40% of the project, to achieving 100% occupancy and a highly lucrative sale. Much of it in the context of the worst recession the country had seen in 70 years.

Arden Hills represents a large, complicated, full service assignment where the team provided marketing services for three different landlords over an extended period of time.

RESULTS

- After developing a fully realized marketing plan, the largest vacancy in the project, 162,000 sf, was 100% back-filled with three different tenants over an 18 month period
- The leasing activity occurred in one of the worst markets the Twin Cities has ever experienced
- Simultaneously, the CW team managed to renew and expand the second largest tenant in a transaction that involved not only a lengthy negotiation, but a complicated series of events that included the buyout and relocation of an existing tenant
- The combined activity encompassed 292,000 sf, 8 different brokers, 4 different buildings, 5 different tenants and 3 different owners
- By June of 2012, the complex was back to 95% occupancy
- The entire complex was sold in 2013 with a large gain by Cornerstone Advisors