

NOVEMBER 9, 2016

- 2 Upside Touted at Conn. Apartments
- 2 DC Rental/Retail Complex for Sale
- 2 Industrial Site Available Near NJ Port
- 2 US-Leased Property Pitched in Md.
- 3 More Class-B Offices Listed in Boston
- 4 BKM Readies 2nd Industrial Vehicle
- 4 Power Center for Sale Near Houston
- 6 Queens Redevelopment Play Available
- 7 Williamsburg Parcel Up for Grabs
- 7 Amazon Campus On Block in Mass.
- 8 JP Morgan Shops NJ Warehouse
- 8 Office Portfolio Marketed in Atlanta
- 8 Philadelphia Grocery Center for Sale
- 11 MARKET SPOTLIGHT

THE GRAPEVINE

Andy Stone has joined investment manager **Innovatus Capital** as a managing director to spearhead commercial real estate investments. He'll focus primarily on U.S. properties but also may invest in debt and will consider deals outside the country. Stone joined the New York firm last month from **Cantor Fitzgerald**, where he was a director in the firm's investment-management unit. Before that, he was at **Perella Weinberg**, where he worked with **David Schiff** and **Andrew Dym**, who launched Innovatus in January to invest in real assets and structured products.

Brian Bacharach has joined **JLL** in Dallas as an executive vice president on

See GRAPEVINE on Back Page

TriStar, RFR Strike Deals for 2 Seattle Offices

A partnership between **TriStar Capital** and **RFR Holding** has agreed to buy two prime office buildings in Seattle that are fully leased to **Amazon.com** from separate sellers for about \$520 million in total.

The duo will acquire the 291,000-square-foot Urban Union building from developer **Schnitzer West** for about \$270 million, or \$928/sf. And it will purchase the 319,000-sf Phase 7 building of Amazon's headquarters complex from **Vulcan Real Estate** for about \$248 million, or \$777/sf. **Newmark Grubb** is brokering both deals, which are expected to close this month.

TriStar and RFR, both of New York, negotiated the transactions as part of a tax-deferred property exchange under Section 1031 of the Internal Revenue Code. Last month, they completed the \$1.1 billion sale of the 502,000-sf Miracle Mile Shops in Las Vegas to a **Calpers** partnership. TriStar and RFR will redeploy some of that

See SEATTLE on Page 7

WeWork Recruits JP Morgan Acquisitions Pro

Shared workspace provider **WeWork**, which plans to start buying properties, has hired a veteran acquisitions professional.

The executive, **Richard Gomel**, was named a senior partner and will work on strategic initiatives. He was previously a partner and senior investment officer at **Junius Real Estate**, the opportunistic property arm of **J.P. Morgan Investment Management**. Gomel served on the investment committee of Junius, which he joined in 2011. He previously spent six years at **Starwood Capital**, where he focused on hotel acquisitions as a managing director. He also worked at **Groupe du Louvre**, a hotel investment firm in Paris, for five years and spent seven years at **Starwood Hotels & Resorts**, where he was a senior vice president of acquisitions and development.

In June 2015, WeWork hired real estate veteran **Todd Bassen** as co-head of real estate alongside **Mark Lapidus**, but he departed abruptly three months later. Bassen signed on with Jericho, N.Y., investment firm **Metropolitan Realty Associates** in

See WEWORK on Page 6

Grocery-Anchored Retail Portfolio on Block

A **Utah Retirement** partnership is marketing a portfolio of grocery-anchored shopping centers valued at about \$300 million.

The five properties, which are 93% occupied, encompass 1.4 million square feet spread across five states — Connecticut, Illinois, Michigan, North Carolina and Rhode Island.

The shopping centers, which have varying risk profiles, are being offered as a package, but bids on individual properties will be considered. At the estimated value, the initial annual yield on the portfolio would be roughly 6%. **Newmark Grubb** has the listing.

Utah Retirement owns the property in partnership with **AmCap**, an old-line shopping-center operator in Stamford, Conn. AmCap would like to join forces with the buyer or buyers, retaining a small stake in the portfolio and continuing to serve as the operating partner.

The marketing campaign is touting the strong sales of the grocery anchors:

See GROCERY on Page 8

Upside Touted at Conn. Apartments

PGIM Real Estate is marketing a suburban New York apartment complex that could benefit from renovations.

The 402-unit ParcGrove is in downtown Stamford, Conn., about 35 miles north of Manhattan. It was built in 1996, and the pitch is that a buyer could upgrade units to compete with newer properties and boost rents.

Bids are expected to hit \$150 million, or \$373,000/unit. At that valuation, the initial annual return would be about 5%. The **Prudential** affiliate listed the property with **Cushman & Wakefield**.

The complex consists of two connected, four-story buildings, each with a landscaped courtyard. Apartments have 1-3 bedrooms, patios or balconies and washer/dryers. There is a swimming pool and a fitness center. PGIM has renovated about 53% of the units and has been able to bump rents on those by 9%, or about \$229.

ParcGrove is within a mile of the Stamford train station, which offers MetroNorth rail service to New York's Grand Central Terminal. A bus to the station passes the complex. Interstate 95 is less than a mile away.

Apartment complexes in Stamford and other Fairfield County, Conn., towns benefit from their proximity to New York. Fairfield's occupancy averages 96%, according to **Marcus & Millichap**. ❖

DC Rental/Retail Complex for Sale

JBG Cos. is teeing up a year-old apartment complex in Washington that has a significant retail component.

Fort Totten Square, at 5661 Third Street NE, has 350 rental units and 131,000 square feet of retail space, most of it leased to Wal-Mart. JBG will consider selling the two components separately. The apartments could attract bids of \$250,000/unit, or \$88 million, and the retail space about \$200/sf, or \$26 million, for a combined value around \$114 million. **CBRE** is marketing the complex for JBG, of Chevy Chase, Md.

JBG and then-partner **Lowe Enterprises** of Houston developed the property. They put it on the market as a "pre-sale" in early 2015, but ultimately pulled back the listing. Construction wrapped up a few months later, and the property is now about 90% occupied. JBG has since bought out Lowe's stake.

There are 70 affordable and 280 market-rate apartments, ranging in size from studios to two bedrooms. Units have nine or 10-foot ceilings, patios or balconies and washer/dryers. The amenities include a swimming pool with a sundeck, an indoor-outdoor yoga studio, a fitness center, a gaming room and a clubhouse.

Wal-Mart occupies 121,000 sf of the retail space on a 20-year lease it signed last year.

Washington's apartment construction boom appears to have peaked in 2014, when almost 20,000 units were completed. This year, about 12,000 are expected to come on line. The average occupancy rate jumped a full percentage point last year and is expected to tick up 20 bp this year, to 95.9%, according to **Marcus & Millichap**. ❖

Industrial Site Available Near NJ Port

Oaktree Capital is marketing a development site near Port Jersey in Bayonne, N.J., that could accommodate 1.5 million square feet of industrial space.

The 94-acre parcel, which includes 5,500 feet of frontage on New York Harbor, could attract bids of \$100 million. Los Angeles-based Oaktree has given the listing to **Cushman & Wakefield**.

From 1942 to 1999, the site was part of the U.S. government's Military Ocean Terminal at Bayonne. It now contains a few buildings that will be torn down at Oaktree's expense. The parcel, at 42 Military Ocean Terminal, is just off Exit 14A of the New Jersey Turnpike and five miles from Manhattan.

The marketing campaign is touting the site's potential for "last mile" warehouses, where internet retailers could position goods for near-instant home delivery.

Northern New Jersey has 289 million sf of industrial space that was 94.1% leased at the end of the third quarter. The average asking rent for warehouse/distribution space was \$7.15/sf.

Demand is outstripping supply in the area. Some 3.2 million sf was completed in the first nine months of the year, but tenants gobbled up space at four times that rate, according to Cushman. While some 7.9 million sf of industrial space is in the development pipeline, Cushman projects that, too, will be easily absorbed. With e-commerce fueling leasing demand, properties near the New Jersey Turnpike are especially coveted and have experienced rapid rent growth. ❖

US-Leased Property Pitched in Md.

Another suburban Washington office building that's fully leased to the **National Institutes of Health** is on the block.

The 247,000-square-foot property, at 6701 Rockledge Drive in Bethesda, Md., is expected to command bids of up to \$90 million, or \$364/sf. That would produce an initial annual yield just under 6%. **Transwestern** is marketing the property for an unidentified California-based investor.

The NIH recently signed 15-year leases on the entire building, known as Rockledge Centre 2, and on the neighboring Rockledge Centre 1, at 6705 Rockledge Drive. As previously reported, that 248,000-sf property hit the market in a separate listing last week, also with an estimated value of about \$90 million. **JLL** is marketing Rockledge Centre 1 for an unidentified joint venture.

The lease at 6701 Rockledge Drive will start in about two years, when the current lease expires and renovations are completed. The seller will cover the cost of the improvements, which were a condition of the lease renewal.

The Class-A building, which the NIH has occupied for more than a decade, is used for its National Heart, Lung and Blood Institute and other units. The NIH leases some 1.1 million sf in the surrounding Rock Spring Park neighborhood. Its headquarters campus is about three miles from Rockledge Centre. ❖

More Class-B Offices Listed in Boston

A cluster of Boston office buildings is on the market in the latest offering of a hot commodity in that city — newly renovated and well-leased Class-B space.

The five downtown buildings, totaling 348,000 square feet, are at the intersection of Summer and Chauncy Streets. Based on recent comparable sales, bids will likely come in around \$550/sf, or \$191 million. **HFF** is representing the owners, **Synergy Investments** of Boston and **DivcoWest Properties** of San Francisco.

Well-leased, updated Class-B office properties in Boston have been commanding capitalization rates in the vicinity of 5%, reflecting investor exuberance for the asset class. That, in turn, is driven by demand for such space from the technology, advertising, media and information companies that have proliferated in downtown Boston, pushing the average occupancy rate above 90%. Those tenants typically seek out smaller blocks of space in buildings that have details such as exposed brick and beams and that are within walking distance of shops, restaurants and public transportation.

The listing fits that profile. Renovations were completed this year, and the occupancy rate is 95%. Collectively known as The Hive, the adjacent buildings — at 55, 71, 77 and 87 Summer Street and 38 Chauncy Street — share an amenity center that includes a fitness center, conference space, a Wi-Fi lounge and a game room.

There are 48 tenants, with some 27% in tech or “creative” fields and another 34% in financial or professional services. The weighted average remaining lease term is 5.3 years, while rents are about 24% below the average asking rate for similar space, providing room for a buyer to gradually lift rents.

Eight ground-floor shops and restaurants account for 7% of the rent roll but 20% of the net operating income. The retail tenants include Bank of America and CVS. The surrounding downtown

area has seen an influx of new and high-end shops, restaurants and residences over the last few years. The buildings are within a few blocks of a stop along the MBTA Red Line.

The run-up in occupancy and rents for Class-B office space has caught the attention of investors and pushed pricing to record highs. Synergy is also shopping, via **JLL**, buildings at 99 Chauncy Street and 101 Summer Street, a few blocks away. Those properties are expected to sell for around \$77 million, or \$490/sf.

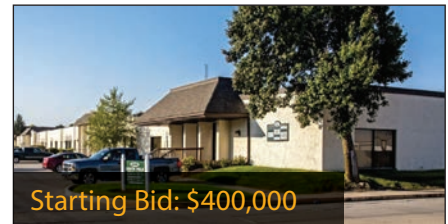
In April, **TIAA** paid \$550/sf, or \$224 million, for a 407,000-sf portfolio of Class-B office buildings in the Seaport district. HFF also brokered that sale. ❖

Online CRE Loan Auction Event

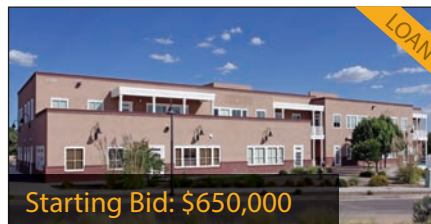
Bidding Opens November 15, 2016 at 10:00 AM PT



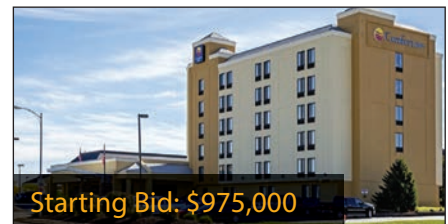
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BKM Readies 2nd Industrial Vehicle

An industrial fund shop is making plans for its second value-added vehicle.

BKM Capital of Irvine, Calif., has begun telling investors it will seek to raise \$300 million of equity for BKM Industrial Value Fund 2, which is expected to follow the same strategy as its predecessor.

Marketing materials for the \$105 million BKM Industrial Value Fund 1, which held its final close in February, said the manager chases “challenged and/or underperforming industrial business parks.” It then works to renovate them and improve management. Target markets include Arizona, California, Nevada, Oregon, Washington and Utah.

BKM typically focuses on multi-tenant properties, ranging from 75,000 to 250,000 square feet, that are valued at \$10 million to \$25 million — avoiding direct competition with larger investors. But it does consider bigger deals. In August, it bought a 477,000-sf light-industrial park in the Seattle suburb of Tukwila, Wash., for \$45.2 million, or \$95/sf. The seller was **Global Logistic Properties** of Singapore.

Fund 1 has some \$300 million of buying power. With similar leverage, Fund 2 could spend about \$850 million. New York placement agent **Mercury Capital** helped BKM raise its first fund. It’s unclear if Mercury is working on the current offering.

BKM was co-founded in 2013 by chief executive **Brian Malliet**

and chairman **Nima Taghavi**. Malliet is a veteran California developer and former broker. Taghavi founded a video-game company that he sold in 2006. ❖

Power Center for Sale Near Houston

Investors are getting a crack at a new power center in suburban Houston that’s valued at about \$75 million.

The 255,000-square-foot Shoppes at ParkWest, in Katy, Texas, is 96% leased. At the estimated value, the buyer’s initial yield would be about 5.5%. **JLL** is representing the seller, a partnership led by Dallas-based **Retail Connection**.

The marketing campaign is touting the stable tenant base of the property, which opened this year. The weighted average remaining lease term is nearly 12 years, and virtually all of the space is occupied by national retailers. The tenants include Dick’s Sporting Goods (50,000 sf), Field & Stream (40,000 sf), Bed Bath & Beyond (38,000 sf), Buy Buy Baby (23,000 sf) and DSW (18,000 sf). Restaurants include Chipotle and Mama Fu’s Asian House.

Shoppes at ParkWest is at 24600 Katy Freeway, alongside Interstate 10, where some 140,000 vehicles pass daily. The 24-acre site is in the West Houston area, where power centers are 96.6% occupied on average, according to marketing materials.

Some 218,000 residents, with an average household income of \$110,000, live within five miles, according to Retail Connection. ❖

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Queens Redevelopment Play Available

A 57,000-square-foot building in Queens, N.Y., that houses a sports complex is being marketed as a redevelopment play.

Local businessman **Steve Polisen** is seeking \$40 million for the site, which can accommodate 125,000 sf of commercial construction, most likely hotel, office or retail space. The asking price translates to \$320 per buildable foot. **Marcus & Millichap** has the listing.

The four-story building, at 3438 38th Street between 34th and 35th Avenues, was constructed in 1926 as the Astoria Ice

Factory and later converted into an athletic facility. It had the first baseball batting cages on the East Coast, according to marketing materials.

The property, now called the Astoria Sports Complex, is the largest athletic center of its kind in Queens. It encompasses a swimming pool, indoor soccer fields, fitness facilities and indoor parking for 34 cars.

A buyer could continue to operate the sports facility and follow through on Polisen's pending expansion plans. But marketing materials suggest that the more likely strategy is to redevelop the property or tear it down and rebuild from scratch. A buyer who agrees to include community space in a project might be able to increase the total size to 162,500 sf.

Polisen listed the site for the same asking price last year with a local brokerage, according to **The Real Deal**, but no sale resulted. ❖

WeWork ... From Page 1

January as chief investment officer and a managing principal. Before working at WeWork, he had stints at **Invesco Real Estate** of Dallas, **Vornado Realty** of New York and RREEF, now called **Deutsche Asset Management**.

WeWork offers shared space for both businesses and, through its WeLive subsidiary, residents. The space features amenities and services tailored to appeal to millennials. Until now, the New York company has signed master leases and then subleased blocks of space to multiple end-users, who share it. In October, vice chairman **Michael Gross**, speaking at a real conference sponsored by **Cornell University**, said WeWork would start buying properties via a fund that it plans to set up, according to **The Real Deal**.

WeWork, which was founded in 2010 by **Miguel McKelvey** and **Adam** and **Rebekah Neumann**, operates 100 co-working spaces in 32 major cities, including 19 in the U.S. The company has a \$16.9 billion valuation following eight rounds of venture funding. ❖

<p>275 Madison Ave New York, NY Office sale and financing 366,077 s.f. Sale: \$273,000,000 Financing: \$240,000,000</p>		<p>Arbor Ridge I, II, III Philadelphia, PA Office sale and financing 128,627 s.f. Terms confidential <i>*pictured</i></p>
		
<p>VV&M Dallas, TX Multifamily sale and financing 310 units Sale confidential Financing: \$44,800,000</p>		

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Williamsburg Parcel Up for Grabs

An investment group is seeking \$32 million for a development site at the base of the Williamsburg Bridge in Brooklyn.

The 9,300-square-foot parcel, at 151 Broadway, could accommodate some 95,000 sf of commercial or residential space. The asking price equals \$350 per buildable foot. **Cushman & Wakefield** has the listing.

The site, which now houses a parking lot, is adjacent to a landmark domed building that formerly housed the headquarters of Williamsburgh Savings Bank, whose successor was acquired in 1999 by **HSBC**.

A group that includes local investor **Carlos Perez San Martin** bought the building and the parking lot from HSBC in 2010 for \$4.5 million. After a reported \$27 million restoration, the building is now used as event space.

The restoration was envisioned as anchoring the development of a hotel on the parking lot. The investment group bought air rights from three buildings at 145-149 Broadway to boost the developable space. But the group ended up scuttling the hotel plan.

Marketing materials suggest the listing could appeal to office or residential developers. Including construction expenses, a project would likely cost at least \$75 million.

Office space is in demand in Williamsburg, a trendy neighborhood known for high-end residences along the Brooklyn waterfront. An office development could include some residential units and ground-floor retail space. Or a buyer could build a residential property, with either apartments or condominiums.

The site is across Broadway from Peter Luger's Steakhouse and a few blocks from a subway station for lines connecting to Manhattan. ❖

Amazon Campus On Block in Mass.

Tritower Financial has listed a suburban Boston campus that is fully occupied by a subsidiary of **Amazon.com**.

The seven-building property, at 300 Riverpark Drive in North Reading, Mass., encompasses 229,000 square feet of office, research-and-development and manufacturing space. It is expected to attract bids of about \$50 million. At that price, the buyer's initial annual yield would be 7%. **CBRE** has the listing.

The Amazon unit, Amazon Robotics, develops machines that pick and pack merchandise at the online retailer's warehouses. Amazon guarantees its lease, which runs until 2024 and has triple-net rents that escalate annually.

The giant retailer acquired the property's former occupant, **Kiva Systems**, in 2012. It plans to increase the office component by converting some 20,000 sf. Tritower also will perform some renovations, on top of some \$10 million of improvements completed from 2010 to 2014. The buildings have solar panels that generate 25% of the facility's energy.

The campus is on a 21-acre site 14 miles north of Boston in the Route 128 North submarket. Boston-based Tritower pur-

chased the property from a **DivcoWest Properties** partnership in 2013 for \$32.3 million, in a deal also brokered by CBRE. ❖

Seattle ... From Page 1

money in the new investments under the 1031 provision, which permits investors to defer capital gains by reinvesting sales proceeds into other real estate within 180 days.

The two Seattle properties are in the coveted South Lake Union neighborhood. Vulcan, the property-investment arm of **Microsoft** co-founder **Paul Allen**, actively marketed the Phase 7 building. Schnitzer, on the other hand, selectively shopped Urban Union and quickly struck a deal.

Seattle-based Schnitzer completed Urban Union last year. Amazon signed a 20-year lease on the building, at 501 Fairview Avenue North. The 12-story property includes a rooftop conference center, public meeting spaces and other high-end amenities. It is on the southwest corner of Republican Street, one block from Interstate 5.

The Phase 7 building, at 400 Ninth Avenue North, is fully leased to Amazon until 2031. It features open-layout work spaces, numerous meeting areas and bike racks and showers for cycling workers. The 12-story property has a LEED gold designation.

Vulcan has already sold the other portions of the 2.8 million-sf Amazon campus. The online retailer itself bought Phases 1-5, totaling 1.8 million sf, for \$1.2 billion in 2012. **Union Investment** of Germany, advised by **Metzler Real Estate** of Seattle, took down the 395,000-sf Phase 6 late last year for \$301 million, or \$762/sf. That two-building property is at 515 Westlake Avenue North and 500 Ninth Avenue North. And in July, a consortium led by **Mirae Asset Global Investments** of South Korea purchased the 318,000-sf Phase 8, at 325 Ninth Avenue North, for \$246.8 million, or \$776/sf.

The technology sector has driven Greater Seattle's office leasing market for the past six years. The 89.5% average occupancy rate is the highest in 10 years, with most vacancies centered around suburban Class-B properties. ❖

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JP Morgan Shops NJ Warehouse

J.P. Morgan Asset Management is marketing a distribution center near the New Jersey Turnpike that could attract bids of about \$80 million.

The 570,000-square-foot Middlesex Logistics Center, in Edison, is fully leased to **List Logistics** until 2026. Its rent, which is 20% below the average market asking rate, is subject to 2.5% annual increases.

At the estimated value of \$140/sf, the buyer's initial annual yield would be 4.5%, a relatively low return that reflects the intense investor demand in New Jersey, one of the nation's top industrial markets. **CBRE** has the listing.

The Class-A property, which was completed two years ago, has high-quality features, such as 36-foot ceilings and early-suppression-fast-response sprinklers.

The distribution center is on a 41-acre site at 549 Mill Road, four miles southwest of Exit 10 on the Turnpike. It's in the Route 287/Exit 10 submarket, which has 98.9 million sf of industrial space that was 93.1% occupied at the end of the third quarter, according to CBRE.

The marketing campaign is touting the property's proximity to Manhattan via several routes, including the Outerbridge Crossing (9 miles away), the Goethals Bridge (17 miles) and the Holland Tunnel (30 miles). The distribution center is 19 miles from Port Elizabeth and 22 miles from Port Newark.

New industrial buildings in the submarket are rare. According to marketing materials, just 0.6% of the inventory was completed in the past decade, and only 13.1% is considered "modern," meaning it was constructed since 1997 and has minimum ceiling heights of at least 30 feet. ❖

Office Portfolio Marketed in Atlanta

Two office parks in a northern suburb of Atlanta have gone on the market with an estimated value of \$70 million.

The 550,000-square-foot portfolio's estimated price is equivalent to \$127/sf. The complexes, each with four buildings, are 83% occupied. Investors can bid on either or both of the properties, which are a mile and half apart in Peachtree Corners, Ga. **Cushman & Wakefield** is representing the owner, Atlanta-based **Glenfield Capital**, which recently spent some \$6 million on capital improvements.

Both properties are along Peachtree Parkway, some 20 miles northeast of downtown Atlanta. More than 60% of the space is leased to credit tenants. Occupants at the 290,000-sf Corners Office Park include **Capstone Logistics, Dematic, Generated Systems, Global Power Technologies, Level 3 Communications ProSys, Sprint** and **Toshiba**. At the 260,000-sf Lakeside at Spalding Triangle, **Siemens** anchors two buildings, and other tenants include **Concentrix** and **MedQuist**, according to **CoStar**.

The portfolio's average in-place rents are \$2/sf below the average asking rate in the Peachtree Corners submarket, which was \$17.03/sf in the third quarter, according to Cushman. The occupancy rate exceeds the submarket's 70.8% average, accord-

ing to Cushman. But the submarket is drawing tenants looking for a less expensive alternative to the neighboring Central Perimeter submarket, where average rents have jumped 10% in the past year and now exceed \$25.71/sf.

Glenfield bought the Lakeside property in 2014 for \$23.8 million. The same year, it bought the Corners campus and another building for \$37.5 million. The other building isn't being offered. ❖

Philadelphia Grocery Center for Sale

A developer is marketing a grocery-anchored shopping center in Philadelphia that could attract bids of \$62 million.

The 237,000-square-foot Bakers Centre is at 2800 Fox Street in the East Falls/Hunting Park West corridor, where the city has been promoting redevelopment. **HFF** received the listing from a partnership between **Carlino Commercial Development** of West Conshohocken, Pa., and **Metro Development** of Ardmore, Pa.

The center, which opened in late 2013, is 95% leased. It's anchored by a 71,000-sf ShopRite that generates 27% of the income. The marketing campaign is touting the stability of the rent roll. The supermarket's lease runs for another 16 years, and the weighted average remaining lease term overall is 9.9 years. Leases on just 5.9% of the space mature within five years.

Other major tenants include Family Dollar, Pep Boys, Planet Fitness and Ross. Roughly 1.1 million people live within five miles.

Bakers Centre is on the site of the former **Tasty Baking** headquarters and factory. The snack food company relocated in the city several years ago. Other former industrial properties in the area are slated for redevelopment. ❖

Grocery ... From Page 1

Harris Teeter, Stop & Shop, Kroger and Jewel-Osco. The locations and local demographics are also being highlighted. On average, 93,000 people, with an average household income of \$89,000, live within three miles, and some 65,000 vehicles pass each center daily.

The properties are:

- The 437,000-sf Copaco Center, in Bloomfield, Conn. Occupancy rate: 97%. Tenants include Stop & Shop, Burlington Coat Factory, Lowe's and CVS.
- The 404,000-sf Arborland Center, in Ann Arbor, Mich. Occupancy rate: 96%. Tenants include Kroger, Bed Bath & Beyond, DSW, Marshalls, Nordstrom Rack and Toys R Us.
- The 276,000-sf Northpoint Center, in Arlington Heights, Ill. Occupancy rate: 80%. Tenants include Jewel-Osco, Office Depot and Ross.
- The 151,000-sf Ballantyne Commons East, in Charlotte. Occupancy rate: 100%. The tenants include Harris Teeter, Rite Aid and Zapata's, a Mexican restaurant.
- The 150,000-sf Cowesett Corners, in Warwick, R.I. Occupancy rate: 89%. Tenants include Stop & Shop, Petco and Applebee's. ❖

ON THE MARKET

Office

Property	Size	Estimated Value	Owner	Broker	Color
2950 East Harmony Road, Fort Collins, Colo.	180,000 sf 94% occupied	\$46 million \$255/sf	Westfield Co., Denver	CBRE	Anchored by CA Technologies under a lease that runs until 2026. The surrounding North/North East submarket's 95% occupancy rate is the highest in Greater Denver.

Industrial

Property	Size	Estimated Value	Owner	Broker	Color
Lyons Technology Center, Lyons Road, Coconut Creek, Fla.	233,000 sf 97% occupied	\$32 million \$137/sf	Principal Global Investors, Des Moines, Iowa	HFF	Six buildings developed between 2002 and 2004. Minimum ceiling heights 18-24 feet. The two largest tenants lease 36% of the space, while 60% is occupied by tenants leasing 2,300 sf or less. Average occupancy in surrounding Broward County and nearby Palm Beach industrial markets is 95%.



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MARKET SPOTLIGHT

Office Properties in Washington's Maryland Suburbs

- ❑ Sales have perked up. Some \$551 million of large properties traded in the first half, exceeding the \$481 million total for all of 2015, according to Real Estate Alert's Deal Database.
- ❑ There is still a healthy pipeline of offerings, mostly well-leased buildings in prime submarkets.
- ❑ Sluggish leasing by government agencies and contractors stunted rent growth over the past five years, according to Green Street Advisors. But the pace of job creation is increasing in the Washington metropolitan area, and the outlook for fundamentals over the next five years is better.

On the Market

Property	Seller	Hit Market	SF (000)	Estimated Value (\$Mil.)	(Per SF)	Broker
GSK Global Vaccines Center, Rockville	Blackstone	October	635	\$350	\$551	HFF
Silver Spring Metro Center, Silver Spring	Brandywine Realty	September	510	110	216	Cushman & Wakefield
One Washingtonian Center, Gaithersburg	KBS Realty	October	321	95	296	Cushman & Wakefield
6705 Rockledge Drive, Bethesda	(Unidentified)	October	248	90	363	JLL
6701 Rockledge Drive, Bethesda	(Unidentified)	October	247	90	364	Transwestern
7900 Harkins Road, Lanham	Cohen Equities	September	325	80	246	Newmark Grubb
11200 Rockville Pike, Rockville	AEW Capital	September	185	45	243	HFF
77 Upper Rock, Rockville	JBG Cos.	September	232	26	112	Newmark Grubb

Recent Deals

Property	Buyer	Closed	SF (000)	Sales Price (\$Mil.)	(Per SF)	Broker
51 Monroe/One Central Plaza, Rockville	Brookfield Asset Management	September	491	\$129	262	Cushman & Wakefield
(Two properties), Greenbelt, Lanham	(Unidentified)	(Pending)	807	60	74	Cushman & Wakefield
(Two properties), Rockville, Gaithersburg	(Unidentified)	(Pending)	412	60	146	Cushman & Wakefield
800 North Frederick Avenue, Gaithersburg	SunCap Property	July	393	48	122	Cushman & Wakefield
Twinbrook Office Center, Rockville	Ivy Realty	July	163	33	202	Transwestern

THE GRAPEVINE

... From Page 1

the healthcare capital-markets team. He came from Charlotte-based **Lincoln Harris CSG**, where he spent 12 years and left as a first vice president. He also had a one-year stint as an associate with **CBRE** in Dallas following two years at **Insignia ESG**, which was acquired by CBRE.

Aaron Albright joined development firm **Embree Group** of Georgetown, Texas, last month as a project manager. He was previously an asset manager at **World Class Capital** in Austin, where he oversaw a 750,000-square-foot portfolio of multiple property types. He worked there for almost two and a half years. At Embree, he'll work on developments including specialty retail and healthcare properties.

Tom Doyle joined **HFF** late last month as a director in Tampa, focusing on investment sales of self-storage

properties in the Southeast and Southwest. He came from **SkyView Advisors**, a boutique brokerage that specializes in that property sector. He spent nearly two years there and left as a senior vice president. Doyle also had a one-year stint at **Brown Gibbons Lang**, a regional investment bank, where he launched a self-storage group. Before that, he spent nearly seven years at **Realty Asset Advisors**.

JLL has been tapped to run the bidding process for a development site adjacent to Boston's South Station. The seller, a joint venture between the **Massachusetts Department of Transportation** and **Veola Energy**, has set an asking price of \$167 million for three parcels along Kneeland Street between Atlantic Avenue and Albany Street. The 7.5 acres are suitable for a large, mixed-use project. The site offers direct access to Interstate 93 and the Massachusetts Turnpike.

After about five years working on real estate acquisitions and financing,

Jason Sawchuk has co-founded a shop that will invest in West Coast properties. **Malo Capital** of Los Angeles launched last month with backing from an unidentified local family office. It will partner with other investors to buy properties worth \$10 million to \$20 million. Sawchuk most recently was a vice president at **Township Capital** of Los Angeles. Malo will also work on private equity investments. That side of the business is headed by co-founder **Tran Pham**.

AIG Global Real Estate has added a senior associate to its team. **Eric Blancett** joined the Atlanta office of the insurer's real estate investment arm this month. He previously spent just over three years at **Prudential Mortgage Capital**.

Christian Campusano started at **Acadia Realty** last month as an acquisitions analyst in its New York headquarters. Campusano joined the retail shop from **Wells Fargo**, where he spent two years as a relationship manager. Before that, he had stints at **Related Cos.** and **JLL**.

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