



RETAIL

Sansone Group expands retail portfolio into a state

ST. LOUIS | The Sansone Group has expanded its retail leasing and property management portfolio to 16 million square feet and entered its 11th state with the completion of two recent transactions.

Sansone Group will provide leasing and property management services for Main Street Commons, a 171,648 square foot center owned by Covington Realty Partners in St. Charles, Illinois. Sansone will also take over leasing and management of Lansing Towne Center, a new 111,868 square foot retail center in Lansing, Michigan.

Other recent additions to the Sansone Group property management portfolio include University Club Tower in Brentwood, Missouri—a 267,000 square foot Class A medical office building and Old Towne Executive in Clayton, Missouri, which consists of three Class A buildings totaling 186,000 square feet.

Fitness company leases space in shopping plaza

WESTLAND, Michigan | NAI Farbman leased 4,000 square feet of retail space to the specialty fitness facility Fit Zone for Women, located in the Westland Plaza. Fit Zone for Women is a franchised health club focused on the total fitness needs of women. NAI Farbman brokers Ronald Goldstone, senior vice president, and Robert Nichol, senior associate, represented the tenant Divas in the Zone LLC out of Belleville, Michigan. Timmis Group LTD represented the landlord, Wayne Hunter Associates LLC, located in West Bloomfield, Michigan.

JCPenney secured as one of five anchors in Centerpointe

WOODRIDGE, Illinois | Richard Spinell, principal from Mid-America Asset Management Inc., has completed lease negotiations with JCPenney for 104,231 square feet of space at Centerpointe of Woodridge on behalf of the center's advisor, Heitman Capital Management LLC of Chicago. Mid-America is the exclusive leasing representative for Centerpointe of Woodridge. The single-level store will incorporate JCPenney's latest off-mall store format.

"Our off-mall format provides the flexibility to pursue locations in new and growing markets," said Paul Freddo, JCPenney's director of real estate, in a press release. "Centerpointe of Woodridge offers an ideal location in an area with a high concentration of JCPenney customers. We look forward to creating a store experience that is exciting and easy to shop."

JCPenney plans to open in spring 2007, becoming the fifth anchor of the 466,000 square foot shopping center, according to Mid-America vice president Liz Krebs, who coordinated the lease on behalf of Centerpointe of Woodridge. JCPenney is taking over the space formerly occupied by Kmart. Other anchors at Centerpointe of Woodridge include Sam's Club, The Home Depot, Sports Authority and Office Max. Centerpointe of Woodridge, which was built in 1992, is located on

75th Street and Woodward Avenue. The Village of Woodridge lists Centerpointe of Woodridge as its largest retail shopping center completed to date. Steve Swanson of The Staubach Co. served as the broker representing JCPenney.

NAI Farbman sells 11,000 square feet to Lakeside Community Bank

STERLING HEIGHTS, Michigan | NAI Farbman recently sold 11,000 square feet to Lakeside Community Bank, a local bank. NAI Farbman Senior Vice President Ron Goldstone represented both the purchaser and seller, Rite Aid Corp., in the transaction.

Kwame Building Group completes Wentzville Vantage Credit Union branch

WENTZVILLE, Missouri | Kwame Building Group delivered the Vantage Credit Union's Wentzville branch ahead of schedule and under budget. This is the third in a series of Vantage Credit Union projects in which Kwame has served as construction manager. Kwame is currently managing the design and construction of new branches in Olivette and East St. Louis, as well as remodeling efforts at the Creve Coeur Branch and Vantage's headquarters. Construction of the new 6,500 square foot state-of-the-art credit union in Wentzville began November 1, 2005, and was originally scheduled to be complete by July 31. Kwame completed the project ahead of schedule, and the new branch opened on June 28. As construction manager of the new development Kwame reported construction change orders of less than 1.5 percent.

"Change orders this low shows that construction management works, and Vantage is definitely a proponent of it," said Dave Sampl, Kwame building group project manager, in a press release.

Vantage Credit Union is a nonprofit, full-service financial institution owned and guided by its member-owners. Vantage Credit Union has 12 branches in the St. Louis area.

Carson's State Street store to close

CHICAGO | The Bon-Ton Stores Inc. plans to close the Carson Pirie Scott store at One South State Street, citing negative sales trends, net operating losses from rising operating costs and the incentive of payments from the owner of the building who has plans for future redevelopment.

The store will remain open through the 2006 holiday shopping season and will close by March 2007. Carson's State Street store experienced sales declines versus the overall Carson's sales increase in 2004 and 2005.

Joseph Freed & Associates has recently completed the restoration of the exterior and the reactivation of 400,000 square feet of upper floor space for office use.

Monroe Bank purchases land for retail building

PLAINFIELD, Indiana | Monroe Bank purchased 1.58 acres of land in the Plainfield Commerce Center located at the southeast corner of Stafford Road and State Road 267. Stephen Daum with NAI Olympia Partners represented the seller, Plainfield Partners LLC, in the transaction, and Don Williams with Colliers Turley Martin Tucker represented the buyer. The land was purchased for an undisclosed amount.

This sale will launch the development of the Plainfield Commerce Center with two outlots available immediately and a 12,800 square foot multitenant retail building expected to come online soon.

Holland Construction Services completes Kennerly Center Walgreens

ST. LOUIS | Holland Construction Services recently completed the new Walgreens in Kennerly Center at Kennerly Road and Highway 21. The \$1.9 million, 14,800 square foot freestanding building replaces the store's former retail center tenant space location. The new facility offers film developing and retail services, as well as a pharmacy equipped with a convenient drive-thru lane. The Kennerly Center store marks Holland Construction's 10th Walgreen Co. retail facility.

John Lark and Associates was the architectural firm on the project. Holland Construction Services is a full-service contracting and construction management firm. HCS is celebrating its 20th anniversary this year.

Mid-America nets five new leases for Poplar Creek Crossing

HOFFMAN ESTATES, Illinois | New retail leases have been announced for the 400,000 square foot power center Poplar Creek Crossing for Lane Bryant/Cacique, Chicago Home Fitness, Citibank, Caribou Coffee and Cost Cutters, according to Richard Spinell, principal of Oakbrook Terrace, Illinois-based Mid-America Asset Management Inc. Anchors for Poplar Creek Crossing, which opened this spring, include Target, TJ Maxx, Kirkland's, Linens 'n' Things, Cost Plus World Market, Michaels, PetsMart and Office Max. Chicago Home Fitness, a dominant specialty home fitness equipment retailer, signed a lease for 4,157 square feet and plans to open in this fall. The private independent chain currently lists 25 locations in the Chicago area. Also planning a fall opening is Citibank, which leased an 0.8-acre outlot for a full service bank now under construction. Citibank is a member of Citigroup, a publicly held global financial services company operating in 100 countries.

Minneapolis-based Caribou Coffee, the second largest specialty coffee company, signed a lease for 1,850 square feet on an endcap drive-thru location, with plans to open this summer. Lane Bryant/Cacique has leased 7,200 square feet with a fall opening planned. And Cost Cutters, owned by Regis Corp. of Minneapolis, signed a lease for 1,200 square feet, with plans to also open in the fall.

The facility, traded company lists 608 franchises and 257 corporate-owned locations. Mid-America leasing representative Katie Owens and senior leasing representative Marget Arthur handled the new lease transactions on behalf of the landlord. Brokers representing the retailers were Dave Keady of HSA Commercial Real Estate for Chicago Home Fitness; Ken Galvin and Adam Cody of Staubach Retail Services for Citibank; Greg Kirsch and Anthony Campagni of Baum Realty Group for Caribou Coffee; Tyson Fraser and Douglas Renner of Edgemark for Lane Bryant/Cacique; and Meredith Oliver of Metro Commercial Real Estate for Cost Cutters. These leases bring the project up to 80 percent leased. Poplar Creek Crossing is located on the southwest corner of Routes 59 and 72.

Ozarks resort sold

LAKE OZARK, Missouri | The Resort at Port Arrowhead was sold this month. The sale includes a 24-acre parcel of land, approximately 1,000 feet of frontage on Highway 54 located at 3080 Bagnell Dam Boulevard. The seller is Lake Ozark Inns Inc. and PA Marina Inc. The buyer is Dennis Hulsing, who is also the seller for the local Clarion/Sheraton Four Points Hotel, which is expected to close next week. The new owner will run the hotel as an independent hotel and is putting together a new \$8-10 million indoor water park, making it a year round resort. Lake Hotels Management will manage this hotel. A portion of the 226 rooms will be converted to family suites. Block & Co. agent Joe Ross represented the seller.

Lakeshore East leases complete

CHICAGO | A trio of leases for a bank, an Italian-style coffee bar and the design center for Lakeshore East has been completed for the lobby level of The Shoreham, the 48-story apartment tower in the mixed-use neighborhood known as Lakeshore East.

Fifth Third Bank has leased 4,918 square feet at the west end of the building's lobby level retail space.

Fifth Third Bank was represented by Dan Tausk of Mid-America Real Estate Group. Rob Rowe of Sierra Realty Advisors represented ownership. The Caffé RoM (pronounced roam) coffee shop will occupy approximately 1,700 square feet.

Lakeshore East developer Magellan Development Group has leased an additional 1,700 square feet at The Shoreham to relocate its design center and Magellan Realty operation from 710 North State Street.

Acorn opens new Peoria store

PEORIA, Illinois | Acorn Stores, women's casual apparel retailer, will open a new store at The Shoppes at Grand Prairie. The new 2,171 square foot Acorn store will be located within the Shoppes between White House/Black Market and Track 'n' Trail and will create approximately eight new hires.

Cissell Mueller renovating building for use as office furniture retail store

OVERLAND, Missouri | Cissell Mueller is renovating a 22,000 square foot commercial building at 1604 Dielman Road for Furniture City, an office furniture display and retail store. The \$190,000 project, which began in June, includes a new 75-ton HVAC system, new restrooms, new electrical service, storefront glass and finishes. The architect is Schweteye Architects Inc. Cissell Mueller Cos. is a full service real estate development, brokerage and construction firm providing integrated services throughout the entire real estate process. Cissell Mueller helps corporate, industrial, medical and retail clients acquire, develop, sell, lease, manage and build properties throughout the St. Louis region. Cissell Mueller Co. LLC is a commercial real estate brokerage, development and investment firm. Cissell Mueller Construction Inc. is a design-build general contractor.

Two former Kmart stores sold on behalf of GMAC

OTTAWA, Illinois | Two former Kmart properties, located in Downstate Ottawa and Matoon, were recently sold by Daniel Hyman and Susan Silver with Millennium Properties R/E Inc., on behalf of GMAC Commercial Mortgage for about \$4.4 million.

Both properties have been vacant for years.