

# WESTERN RETAIL UPDATE

**Retail developments across the West come in a variety of sizes and styles but all are designed to serve growing populations.**

Brian A. Lee

Just about everybody in the commercial real estate industry knows about California's robust retail market, based on its ever-expanding population. But there's plenty of market activity across the rest of the West, from the Front Range to the fertile desert and up to the Pacific Northwest.

## KENT STATION

This fall the \$100 million Kent Station, located south of Seattle in downtown Kent, Washington, will unveil its second phase to the residents of South King County. Seattle-based Tarragon Development Company will be doing the fashionable thing with its latest effort at the urban village, which first opened in November 2005.

Nearby consumers and commuters accessing the mixed-use development from the adjacent Sound Transit's Sounder Commuter Rail Station will be able to select from 10 new fashion-forward merchants and services: Ann Taylor Loft, Coldwater Creek, J. Jill, White House/Black Market, Butterfly Salon & Spa, Chico's, Christopher & Banks, Justice Just for Girls, Panera Bread and Peridot Nail Salon.

With these additions, Kent Station will comprise more than 50 entertainment, retail, restaurant and service establishments in its urban village, including a 14-screen AMC Theatres complex.



Opening in November, the second phase of the \$100 million Kent Station urban village will offer 10 new fashion retailers and service tenants.

There is also a branch of the Green River Community College on the property.

The price tag on Kent Station's second phase was \$25 million. Construction of Phase III is slated to begin in mid-2007 and will feature loft residences. When the fourth and final phase is complete, Kent Station will feature 470,000 square feet of mixed-use offerings on 18 acres. Following suit, the surrounding city of Kent is bubbling with development activity, including \$60 million in projects currently under construction and another \$130 million in proposed new development.



Kent Station is accessible by foot, car or train.

## THE MARKETPLACE AT CENTERRA

When the 240,000-square-foot Phase II expansion of The Marketplace at Centerra in Loveland, Colorado, is completed in early 2007, the development will be the largest contiguous power center in Northern Colorado.

"The Marketplace at Centerra is the largest, promotional soft goods center in Northern Colorado," says Allen Ginsborg, broker for Pacific Retail Partners. "It provides a distinct synergy of tenants that is unique to this area. Retailer debuts at the development include Sportsman's Warehouse, Marshalls, Jo-Ann Stores and Mimi's Café. It is the first appearance for these retailers in the Northern Colorado market, and they chose The Marketplace at Centerra based on its high-quality design, unique amenities and close proximity to the Interstate 25 corridor."

The retailer response is a glowing endorsement of developer McWhinney Enterprises' work, the first phase of which was completed in

late 2004. The first two phases of The Marketplace at Centerra will total nearly 500,000 square feet of retail. Along with the 35,350-square-foot Jo-Ann Stores and Marshalls, other new tenants at the expanded power center include Lane Bryant/Cacique, Old



Scheduled for completion in early 2007, the 240,000-square-foot expansion of The Marketplace at Centerra will make it the largest contiguous power center in Northern Colorado.

Navy and Bed Bath & Beyond.

"The variety of tenants at The Marketplace at Centerra allows every shopper to do as little or as much shopping in one-stop convenience," says Ginsborg.

Project partners for the power center development include MCG Architecture, general contractor Roche Constructors Inc. and lender Wells Fargo Bank.

## SOUTHLANDS

Things are hot in Southlands and we're not just talking about this summer's weather. Greenwood, Village, Colorado-based Alberta Development

Partners has already opened two phases of its expansive Southlands town center in Aurora, Colorado, and is getting ready to open the third and final phase — Main Street at Southlands — next month.

"The center is the largest in Colorado at 1.7 million square feet and it's a completely outdoor lifestyle center with additional retail and pad sites surrounding it," says Kerry O'Brien, director of marketing and public relations for Alberta Development Partners.

Catering to the sprawl south of Denver while at the same time providing a refreshing break from it, Southlands integrates the super regional power center offerings with a charming, lifestyle-entertainment village. At the center of the development, Main Street at Southlands offers a movie theater, national retailers, restaurants and boutique shops. The one-acre plaza at the north end of Main Street will be the site of year-round events.

Some of the tenants opening next month at Main Street are Barnes & Noble, White House|Black Market, Victoria's Secret, Banana Republic and Eddie Bauer.

## ARROYO MARKET SQUARE

Laurich Properties Inc. and EJM Development are joining forces in the development of Arroyo Market Square, which broke ground last month on 100 acres at the intersection of Interstate 215 and Rainbow Blvd. in southwest Las Vegas.

"This will be the largest power center in Las Vegas," says Hank Gordon, chairman of Laurich Properties Inc. "EJM will be developing another 1 million square feet in office space adjoining the center as a complement to it."

The \$150 million, 940,000-square-foot development is scheduled to open in fall 2007 and will feature a robust lineup of retailers including Sam's Club, The Home Depot, Bed Bath & Beyond, Best Buy, OfficeMax, PetsMart, Marshalls, Ross Dress For Less, Sport Chalet, Michaels and a Wal-Mart Supercenter. The developers could add 60,000 square feet of space to the property after Phase I is complete. □