

# CASE STUDY

Development - Fee

## Woodland West Shopping Center Arlington, Texas



### Location:

NWC Park Row & Bowen Road  
Arlington, Texas

### Renovation Cost:

\$7,000,000  
\$40 PSF

### OPPORTUNITY/CHALLENGE

Woodland West Shopping Center was a 175,064 SF, 20-year old grocery-anchored neighborhood shopping center in Arlington, Texas, faced with numerous design and tenant challenges, including:

- Aging property with declining occupancy
- Competition from newer properties in the submarket
- Tom Thumb Grocery, the property's anchor tenant, had given notice of lease termination, due to the property's deteriorating condition and a lack of expansion space for the tenant's outdated grocery format
- The property was built around a branch of the Arlington City Library, which blocked the owner from enlarging and updating the existing Tom Thumb Grocery

### SOLUTION

The owner, Cornerstone Real Estate Advisers, Inc., chose Transwestern to execute a turnaround strategy based on our experience with city governments, retail construction/development expertise, and strong relationships with major retail tenants. After a careful study of the property and market, Transwestern implemented the following strategy:

- Purchased the 5,000 SF library site and traded the City an end-cap location for building a larger, state-of-the-art city library
- Redesigned the center's layout to provide expansion for a modern 58,834 SF superstore, and signed a new 10-year lease with Tom Thumb
- Remodeled the exterior facades, parking configuration, and project landscaping while keeping all stores open and fully operational
- Provided for the continued operations of the existing Tom Thumb Grocery while constructing the new 58,834 SF superstore
- Supervised the design, construction, management, and leasing of the \$7 million redevelopment
- Worked with the asset managers to devise a new leasing plan to renew key existing tenants and bring in several new national tenants, including the Tom Thumb renewal, Hollywood Video, Papa John's Pizza, and Cold Stone Creamery

### VALUE ADDED BY TRANSWESTERN

Transwestern worked closely with the owners, the City of Arlington, design and construction specialists, and existing and prospective tenants, and therefore was able to:

- Revitalize a declining property with an obsolete grocery anchor format
- Renew Tom Thumb lease for 10 years with a 20% base rental increase
- The updated Tom Thumb store has consistently achieved sales of \$500+ PSF
- Increase occupancy from 64% to over 85%
- Saved the grocery anchor, materially enhanced the declining cash flow and more than doubled the property value