

Warrior Village Wins MPA's Award of Distinction

Many veterans struggle with PTSD, physical illnesses, disabilities, or other difficulties that can lead to financial struggles and the risk of becoming homeless. This project will help eight veteran families receive a forever home that is free of any financial burden so they can focus on their health and moving forward with their lives.

A significant collaborator on this project is Operation Finally Home (OFH). OFH is a non-profit organization from New Braunfels, Texas, that provides mortgage-free homes and home modifications to wounded, ill, and injured military veterans, first responders, and widows of the fallen and their families in honor of their service and sacrifice to country and community.

This wonderful project was the vision of Miramonte's Chris Kemmerly, who founded OFH. Tucson landowner, Richard Studwell was a significant partner and he donated the land where the homes will be built. Numerous trade partners, all of whom either donated materials and labor or provided their services at greatly reduced fees also made this happen. Without these contributions, the home and the community could not have been built. Everything

from lumber and concrete to underground pipe was donated.

The Tucson community, trades, vendors and neighbors were so touched by this one-of-a-kind project that many participated in an Operation Finally Home event called Notes of Love. The Notes

of Love event invited family and community members asking them to place messages on the framing of the home to show their love and support for the first recipient and his family, all who sacrificed so much for our country. Nearly 100 elementary students from the Leman Academy of Excellence Oro Valley also participated in drawing heart-warming pictures and writing words of

thanks and encouragement on heart-shaped note cards. Those notes were then covered with sheetrock, forever sealing that love inside the home.

The collaborative effort for this project was tremendous. In addition to those mentioned above, this couldn't have happened without agencies such as Tucson Electric Power, Southwest Gas, and Tucson Water that helped with design solutions for dealing with non-ideal conditions that worked for everyone.

This truly is Tucson at its best.



Collaborators: Miramonte Homes, LLC • Engineering & Environmental Consultants • Operation Finally Home • Michael Ramsey, USAF Retired • Tyler Reinforcing; Superlite • Arizona Masonry Guild • Keystone Masonry • Santa Rita Landscaping • Affordable Fencing • Dusty Duds Excavation • EPS Group, Inc. • Cemex • XO Windows • Weatherization Partners • WG Valenzuela • Tucson Plumbing • TopBuild • Tom White Carpentry • Toby Allen Consulting • The Home Depot • Superior Plastering • Strategic Growth Advisors • Southwest Low Voltage • Sign-Up Sign Services • Russett Southwest • Richard Studwell • R&B Wholesale • Professional Warranty Service Corporation • Pioneer Title Agency • Pattison Engineering • Northwest Exterminating • Keller Williams • Kaiser Garage Door • Johnson Manley • Haskins Electric • Hartman Glass • Hale Pet Door • Gale Insulation • Ferguson Enterprises • Escalante Concrete • Esmer Tile • Desert Earth Contracting • Davis Kitchens • CMR Construction • Chiro Construction • Carpet One • Carol Lighting • Caliber Group • Borderland Construction • BDX • Artisan Roofing • Arizona Tile • Acuna-Coffeen Landscape Architects • City of Tucson PDS • Tucson Water • Tucson Fire • Tucson Electric Power • Leman Academy Oro Valley • The Patriot Guard Riders • Southwest Gas

MAY 2022

The MPA Common Ground Awards Issue

- 1..... Cover Story
- 2..... MPA Celebrates 17 Years
- 3..... Messages
- 4..... Top Commercial Sales
- 8..... Residential Sales and Rental Trends
- 9–10, 16–21..... MPA Common Ground Finalists
- 11–15..... TREND Marketplace
- 22..... Editor's Insights
- 23..... MPA Common Grounds Awards

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MPA's focus is to create

sensible land use and development policies and practices by encouraging and assembling reasonable and respectful dialogue amongst diverse groups and interests. Unique to the region, MPA is an alliance of business, government, and non-profit organizations. MPA's goals directly relate to improving our region's quality of life and economic vitality. MPA strongly believes in the positive participation and contributions of the private business sector working in collaboration with local jurisdictions.

Land development is the foundation of economic development and our role in the community is to advocate for balanced residential and commercial land-use policies that stimulate economic development and reasonably preserves our natural environment. MPA's goal is to participate, educate and influence public policy and decision making for Metropolitan Pima County. Since its inception, MPA has grown to become a major voice in the community on growth-related issues. Aside from policy creation, MPA brings the community together. The organization's annual awards celebration, Common Ground, provides development projects and programs across Southern Arizona the opportunity to be celebrated for their uniqueness and impact on the greater community. The winning projects are widely viewed as the "gold standard" of projects and programs within the region.

About MPA's Common Ground Awards

MPA's Common Ground Awards recognizes

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Metropolitan Pima Alliance (MPA) works to create a prosperous community by promoting collaborative real estate development policies, building partnerships, and finding Common Ground.

successful collaboration among community leaders, projects, and events for the overall benefit of the community. Board-selected winners are bestowed their Common Ground Award, whether their efforts are land development, economic development, or community development. Emphasis is placed on collaboration that is atypical and falls outside of the normal day-to-day processes of our respective workplaces. Award applicants took part in a multi-step process; semi-finalists were interviewed and scored based on a set of criteria including the complexity of collaboration; uniqueness of collaboration; uniqueness of project/program; benefit to the community; and impact on the development community. The Common Ground Awards recognizes the top applications of the year with the highest scores. This year, six programs and projects, from both the public and private sector, will receive a Common Ground Award while eight others receive an Award of Merit. MPA is proud to honor the amazing projects, programs, and those behind them that are working to create a better Tucson!

MESSAGES FROM MPA'S BOARD CHAIR, COMMON GROUND COMMITTEE CHAIR, AND 2022 TITLE SPONSOR



Common Ground is MPA's signature event, and it is at the core of what we do and represent. MPA was formed and has existed to find areas where developers, development consultants, jurisdictions, politicians, business leaders, neighbors and other stakeholders can work together on reasonable and sensible land use policies through respectful and thoughtful dialogue. As we come out of a pandemic that has separated us, MPA is committed to being a leader in the "great reconnection." We will continue to identify opportunities to bring together those involved and care about land development in Southern Arizona to work towards its success. As always, the Common Ground Awards is a display of how a commitment to working together through challenges, listening, and striving to find solutions that benefit all parties—in other words, common ground—allows us all to achieve more together.

These awards highlight the programs and projects—and more importantly the people—that exemplify when working together achieved success. I want to congratulate our award recipients, as well as all the projects and programs nominated. The people behind these projects and programs have truly worked together to achieve common ground.

— **Rory Juneman**
Partner, Lazarus & Silvyn, PC
2022 MPA Board Chair



It has been a pleasure to be the Chair of this year's Common Ground Awards Celebration Committee. Our dedicated and diverse Committee consisted of 16 members representing a wide variety of experience and perspectives. They have been collaborating on this event since January, soliciting applications, reviewing applications, interviewing the applicants

and ultimately choosing the winners, finalists and this year's Award of Distinction.

The selection process was multi-step starting with the submission and review of projects that addressed five criteria: Complexity of Collaboration, Uniqueness of Collaboration, Uniqueness of Project/Program, Benefit to the Community and Impact on the Development Community. The committee members individually scored the projects using a scoring matrix that weighs each of the criteria for relevance to MPA's mission. From that scoring and much discussion, the finalists were chosen, interviewed and winners were selected. MPA's Board of Directors, at their April meeting ratified the Committee's selections. It was with much thought that this year's finalists and winners were selected, so many great applications came before the Committee for their consideration.

Many thanks to the Committee members and their companies, for the time and expertise they gave, especially during these busy

times to participate in this very important process.

— **David Ramsower**
MPA Board Member
2022 Common Grounds Awards
Committee Chair



It is with great honor that we, Chasse Building Team, have the opportunity to partner with MPA as Presenting Sponsor as we celebrate the top projects and programs of 2022.

Chasse's foundation is based on the concept of teamwork, collaboration and building to make a difference...with our teammates, with our clients building experiences and the communities we serve. Through this we recognize the true value of collaboration and the paradigm shift it brings to commercial real estate development and construction, it is a game changer!

At this Awards Ceremony, we celebrate the amazing projects and programs that are making a difference in our community. Congratulations to this year's finalists and winners, your projects are out of this world!

— **Leigh-Anne Harrison**
Executive Director
CHASSE Building Team

2022 Committee Members

- **David Ramsower, Chair, Board Member**
- **Edgar Parra, Vice-Chair** Breckenridge Group
- **Dana Becker** KB Home
- **Leigh-Anne Harrison** Chasse Building Team
- **Courtney Hoyt** Sundt Construction
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- **Mike Lee** McCarthy Building Companies
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- **Mike Polletta** Holbrook Asphalt
- **Paul Peña** Lloyd Construction Company
- **Nancy Rath** Cadden Community Management
- **Mike Smejkal** Tucson Airport Authority
- **Ryan Stucki** Engineering & Environmental Consultants

Sale of 880-unit Multifamily Portfolio for \$130 Million

Western Wealth Communities of Phoenix, a new entrant into the Tucson market traded into the Tucson V portfolio. The combination of developable land scarcity and local government policies provide for a competitive shelter against future multifamily supply for these assets, according to the brokers. Tucson may well lead the nation in rent growth over the next three-to-five years. See [Real Estate Daily News](#) for more details. The properties included in the 3/28/2022 sale:

- Aventura, 239 units built in 1985 at 1700 West Prince Road in Tucson
- Las Brisas, 248 units built in 1983 at 2525 N Los Altos Ave in Tucson
- Alegria, 161 units built in 1985 at 520 West Prince Road in Tucson
- The Enclave, 120 units built in 1974 at 5555 East 14th Street in Tucson
- Vista Montana, 112 units built in 1984 at 734 East Roger Road in Tucson

Buyer: Western Wealth Communities of Phoenix; Institutional Property Advisors (IPA), a division of Marcus & Millichap, Hamid Panahi, Steve Gebing and Cliff David

Seller: Weidner Apartment Homes of Kirkland, WA; Institutional Property Advisors (IPA), a division of Marcus & Millichap, Hamid Panahi, Steve Gebing and Cliff David

Sale:

\$130,000,000
\$147,727/unit

Size:

880 units

Alterra Apartments—416 Units Sells for \$81.5 Million

Alterra Apartments at 801 S Prudence Road in Tucson sold. The 31 two-story apartment buildings, includes 2 clubhouses, a business office, two pools, basketball courts, laundry facility, playground, hot tub, and fitness center. Unit mix consists of studios, one- and two-bedroom units. 3/4/2022

Buyer: Alterra JV affiliate Alterra Owner, LLC of Houston, TX

Seller: Rincon Partners affiliate RP LP801, LLC of Phoenix, Jason Ottman, CIO; Institutional Property Advisors (IPA), a division of Marcus & Millichap, Clint Wadlund

Sale:

\$81,500,000
\$195,913/unit

Size:

416 units

Lennar Homes Acquires 237 Lots at Sycamore Canyon

Lennar Arizona closed on 237 lots in Block J and Block N (60'X120' and 68'X120') at Sunbelt's Sycamore Canyon project in the Corona de Tucson area of Tucson. The lots back up to substantial open space and will feature wide ranging views. The sale price was based on \$1,750 to \$1,800 frontage foot for finished lots, or \$26,553,000. Construction will begin immediately. 3/2/2022

Buyer: Lennar Arizona, Inc., c/o Kevin Tarbox, Land Acquisition (Tucson)

Seller: Sunbelt Holdings affiliate SBH Sycamore Canyon, LLC of Scottsdale, c/o Bob Bambauer, Project Manager; Land Advisors Organization (Tucson) Will White and John Carroll

Sale:

\$26,553,000
\$112,037/lot

Size:

237 lots

The U at Park Student Housing—75 Units Sold for \$10.6 Million

A California entity purchased the U at Park Student Housing at 1727 N Park Ave in Tucson. Built in 1970, the 10 two-story, 78,251 SF apartment complex is pet friendly with amenities such as clubhouse, fitness center, swimming pool, business center, and laundry facilities. Unit mix includes two to four-bedroom units with two baths. 3/22/2022

Buyer: Park & Tyndal Apts, LLC of Costa Mesa, CA, c/o Doug Wetton, Manager

Seller: Mohoney Revocable Trust affiliate, First Tucson Venture, LLC of Moraga, CA

Sale:

\$10,600,000
\$141,333/unit

Size:

75 units

Rancho Center Shopping Center Sold for \$10.1 Million

Local investor, Larsen Baker, acquired Rancho Center, an 80,000 SF shopping center located at 3302-3416 E Speedway Blvd. in Tucson. Located southeast of Country Club on Speedway, within minutes of the University of Arizona, El Con Mall and Banner University Medical Center. The center was built in the 1950s and was 83% occupied when it sold anchored by Whole Foods Market, Bookmans Entertainment Exchange and Zia Records. Other tenants include Pacific Dental Services, Jersey Mike's Subs, Desert Spin, B.K.S Iyengar Yoga Studio, Tomas Woodwork, Real Estate Direct, 9th Street Rentals and more. 3/9/2022

Buyer: Larsen Baker affiliate Rancho Center Developers, LLC c/o Melissa Lal, President; Larsen Baker, Isaac Figueroa

Seller: Rancho Center, LLC and SMOSK Holdings, c/o The Kivel Family Trust; VOLK Company Debbie Heslop

Sale:

\$10,100,000
\$126/SF

Size:

80,000 SF

Moderne Community Buys 154-acre Site in Marana for \$8.6 Million

An affiliate of MODERNE Communities of Scottsdale (Randy Bury, founder and owner) MC RB Land 154 Marana LLC purchased 154.55 acres of raw land at the southeast corner of Wentz and Marana Roads in Marana for a new unnamed subdivision. The property sold on a price per acre basis. MODERNE is in the process of rezoning the property for approximately 700 SFR lots for development and resale. 3/25/2022

Sale:
\$8,606,637
\$54,414/acre

Size:
154.55 acres

Buyer: MC RB Land 154 Marana, LLC of Paradise Valley dba Moderne Communities c/o Randy Bury, Manager; Land Advisors Organization, Will White and John Carroll

Seller: PVC Properties of Tustin, CA c/o Vivian Shen, Manager; Land Advisors Organization, Will White and John Carroll

Studio 6 Motel—121 Rooms Sell for \$8 Million

Studio 6 Motel with 121 rooms, at 4950 S Outlet Center Drive in Tucson sold as part of a nine-property bulk portfolio. NewcrestImage purchased nine hotels in Arizona from G6 Hospitality (Motel 6 Operations, LP)—six properties were branded Motel 6 and three were branded Studio 6. 3/8/2022

Sale:
\$8,033,537
\$66,392/room

Size:
121 rooms

Buyer: NewcrestImage of Fountain Hills, AZ affiliate Metro6 Tucson, LLC c/o Mehul Patel, CEO

Seller: Motel 6 Operations, LP of Carrollton, TX affiliate G6 Hospitality Property, LLC c/o Rob Pelleschi, CEO

94 SFR Lots Entrada Del Pueblo—Rancho Sahuarita Sold for \$7.4 Million

KB Home purchased 94 lots at Entrada Del Pueblo in Rancho Sahuarita. Sale price is based on a finished lot cost delivered at \$1,575 per frontage foot. KB Home makes the fifth homebuilder at Entrada Del Pueblo. 3/31/2022

Sale:
\$7,402,500
\$25,112/lot

Size:
94 lots

Buyer: KB Home Tucson c/o Andrew Gasparro, Director of Land Acquisitions

Seller: Rancho Sahuarita affiliate RSMC VII, LLC of Tucson c/o Jeremy Sharpe, COO; Sharpe & Associates, Diane Dessy

DR Horton Buys 101 Lots at Hanson Ridge for \$6.9 Million

D.R. Horton closed on an addition 101 lots with a mixture of 40' and 50' wide in the subdivision of Weissman Ridge at Hanson Ridge. This transaction closed on 3/11/2022.

Sale:
\$6,897,500
\$86,292/lot

Size:
101 lots

Buyer: DR Horton, Inc. of Tucson c/o Sam Mills, Division Vice President of Land; Chapman Lindsey Commercial Real Estate Services, Dan Feig

Seller: Vail UPRR South, LLC & Vail UPRR Russo of Tucson, c/o The Ashland Group, Duff Hearon, Manager; Chapman Lindsey Commercial Real Estate Services, Dan Feig

441 Platted Lots Build-to-Rent Community Sold for \$6.75 Million

AMH Linda Vista Development TRS, LLC dba American Homes 4 Rent (Shawn Chlarson, Tucson Director of Land Acquisition) has completed the second phase of a 155-acre acquisition at Linda Vista Village at Cascada in Marana for an aggregate total of \$6.75 million. Located off Twin Peaks on Linda Vista adjacent to the Tucson Premium Outlet Center in Marana, the preliminary plat shows 387 P&E lots with additional land designated for commercial use. American Homes 4 Rent (AMH) plans to re-plate for 441 SFR lots purchased in various stages of platting in place, either block platted, tentative platted or preliminary platted to move forward. 3/21/2022

Sale:
\$6,750,000
\$15,306/lot

Size:
441 lots

Buyer: American Homes Development of Calabasa, CA c/o Shawn Chlarson, Director of Land Acquisition

Seller: Pacific International Properties, LLP of Tucson c/o Daniel Leung; Chapman Lindsey Commercial Real Estate Services, Dan Feig

The Shops at South Landing Retail Center Sells for \$4.5 Million

The Retail Center at 4874 S Landing Way in Tucson sold with tenants Habit Burger, Sport Clips, and Jersey Mike's on original 10-year lease (6.5 years remaining) fully leased. 3/16/2022

Sale:
\$4,475,000
\$605/SF

Size:
7,401 SF

Buyer: Village Fair, LLC of Kailua Kona, HI, c/o Robert Greenwell, Manager; Capital Pacific Partners, Dave Lucas

Seller: Mughannam20, LLC & Tucson4874, LLC of Glendale, CA; Capital Pacific Partners, Dave Lucas

Rancho Center Annex Sold for \$4 Million

Larsen Baker, through its affiliate Chroma Speedway Investors, LLC recently acquired the 15,000 SF retail building on 4 acres of land located at 3232 E Speedway Blvd. in Tucson, Arizona. The building was 30% occupied at the time of sale. 3/18/2022

Sale:
\$4,000,000
\$265/SF

Buyer: Larsen Baker affiliate Chroma Speedway Investors, LLC c/o Melissa Lal, president; Larsen Baker, Isaac Figueroa

Size:
15,094 SF

Seller: SMDSK Encanto of Santa Rosa, CA c/o The Kivel Family Trust; VOLK Company, Debbie Heslop

Former Century Gateway 12 Theater Sells for \$4 Million for Conversion to Extra Space Self Storage

The former Gateway Century 12 Theater at 770 N. Kolb Road, sold to developer, Verdad Real Estate & Construction Services. The 45,556 SF building on 6-acres, located south of Speedway, will be redeveloped into a 2-story, climate controlled self-storage facility with approximately 680 storage units and make the building closer to 90,000 SF for the self-storage facility being branded as Extra Storage. 3/18/2022

Sale:
\$4,000,000
\$88/SF

Buyer: Verdad Real Estate & Construction Services of New Orleans, LA affiliate VRE Storage Tucson Kolb, LLC c/o Brian Keen, manager; Verdad Real Estate & Construction, James Montgomery

Size:
45,556 SF
on 6 acres

Seller: Century Theaters, Inc of Plano, TX; Cushman & Wakefield | PICOR, Greg Furrier

Las Cuatras Esquinas—12 Units Sell for \$3.5 Million / \$291,666 per Unit

Rubicon Convent LLC purchased Convent Apartments, an 8,607 SF multifamily property located at 69 W. Simpson St. and 331-345 S. Convent Ave. in Tucson. The 12-unit complex was purchased from 331 Convent LLC fully occupied. 3/21/2022

Sale:
\$3,500,000
\$291,666/unit

Buyer: Rubicon Convent, LLC of Tucson c/o Anthony Castellino, manager; Cushman & Wakefield | PICOR, Allan Mendelsberg and Conrad Martinez

Size:
12 units

Seller: 331 Convent, LLC of Tucson c/o Morgan Abraham, manager; Cushman & Wakefield | PICOR, Allan Mendelsberg and Conrad Martinez

Two-Tenant Office Building Sells for \$3.2 Million

An affiliate of EJC Holdings LLC (Eddie Chernecki, manager), CB110 and Paul Antonucci, Ltd., purchased the two-story office building at 7202 E Rosewood Street in Tucson. Two tenants fully occupied the building: Lovitt & Touché and Arizona Health Care Cost Containment System (AHCCCS), both on short term leases. Property sold on a price per square-foot to be re-leased. 3/17/2022

Sale:
\$3,200,000
\$65.53/SF

Buyer: EJC Holdings affiliate CB110 and Paul Antonucci, Ltd, c/o Eddie Chernecki, Manager; Vast Commercial Real Estate Solutions, Jon O'Shea

Size:
48,830 SF

Seller: DTA Ventures of Tucson c/o Jeannine Mortimer; CBRE (Tucson) Bryce Horner

NFP Insurance Solutions' Building Sells in Sale Leaseback for \$3.2 Million

NFP Insurance Solutions, a 15,600 SF net-leased property located in Tucson, Arizona sold for \$3,200,000 in a sale leaseback transaction. With an almost 20-year operating history at this location, NFP Insurance Solutions at 6992 East Broadway Boulevard in Tucson, Arizona is the company's top performing branch. 3/1/2022

Sale:
\$3,200,000
\$309/SF

Buyer: Pacific Bay Ventures, LLC of San Francisco, CA c/o Thesia Saleh, Manager

Size:
10,345 SF

Seller: Koty-Leavitt Insurance Agency, Inc. of Tucson affiliate 6992 E Broadway, LLC, c/o Lloyd Koty; Marcus & Millichap (Phoenix) Mark Ruble, Christopher Lind

45 Lots Taken Down by DR Horton at Hansen Ridge for \$3.1 Million

DR Horton exercised an option for 45 lots at Hansen Ridge for \$3,100,000. The seller is land banking this lots for the builder. 3/15/2022

Sale:
\$3,067,330
\$68,162/lot

Buyer: DR Horton of Tucson, c/o Sam Mills, Division Vice-President of Land

Seller: Forestar (USA) Real Estate Group, Inc. of Austin, TX, c/o Bruce Dickson, Chief Real Estate officer

Size:
45 lots

Retail Building in Costco Center Marana Sold for \$2.9 Million

Dybbol 1864, LLC purchased a 25,815 SF retail building located at 3931 W. Costco Dr. in Marana. The junior anchor property, situated on 4.05 acres in Costco Plaza, was purchased from Dorothy Dunlap Trust and D.D. Dunlap Trust for \$2,900,000. A former AZ Airtime, the buyer plans to convert the property into a Scandinavian Design Furniture store. 3/18/2022

Sale:
\$2,900,000
\$112.34/SF

Size:
25,815 SF
4.05 acres

Buyer: Dybbol 1864, LLC; Meridian Commercial Property Management (San Rafael, CA) Nicholas Egide

Seller: DD & Dorothy Dunlap Trust of Huntington Beach, CA; Cushman & Wakefield | PICOR, Dave Hammack

Red Lobster Restaurant—Tucson Spectrum Sold for Investment at \$2.42 Million

Red Lobster Seafood Restaurant at 5315 S Calle Santa Cruz in the Tucson Spectrum at the southwest corner of Irvington and I-19 sold for investment in an absolute triple net lease having 9 years remaining. 3/29/2022

Sale:
\$2,420,000
\$335/SF

Buyer: Four Corner Property Trust of Mill Valley, CA affiliate FCPT Holdings, LLC

Seller: Tucson TRS, LLC an affiliate of North American Development Group, Inc. of West Palm Beach, FL c/o Michael Crosby, Manager; SRS Real Estate Partners of Fort Lauderdale, FL, Patrick Nutt and SRS Real Estate Partners of Newport Beach, CA, Patrick Luther, CCIM

Size:
7,216 SF
1.76 acre

Multifamily/Student Housing—6 units / 18 Beds Sold for \$1.96 Million

The student housing at 701 E Adams Street in Tucson sold. The gated community with duplexes and 3-plexes consists of two 2-story buildings; all units have 3 beds 3 full baths plus 1/2 bath and a 2-car garage. 3/25/2022

Sale:
\$1,960,000
\$326,666/unit

Buyer: SVP Holdings, LLC of Oro Valley affiliate 701 E Adams, LLC c/o Vishal Patel, member; Cushman & Wakefield | PICOR, Allan Mendelsberg and Conrad Martinez

Seller: Firstadams, LLC c/o Edward Samon, Member; Cushman & Wakefield | PICOR, Allan Mendelsberg and Conrad Martinez

Size:
6 units/18
beds

Arby's Restaurant Ground Lease—Tucson Marketplace Sells for \$1.721 Million

This transaction involved the sale of the leased fee interest in the land. At time of sale there was a 2,300 SF Arby's Restaurant under construction at 1050 East Tucson Marketplace Boulevard in Tucson with expected opening later this month. The 37,139-square-foot pad sold with a 20-year lease and four 5-year options. Arby's, founded in 1964, is the second-largest sandwich restaurant brand in the world with more than 3,500 restaurants in nine countries. 3/30/2022

Sale:
\$1,720,882
\$46.34/SF

Buyer: Jose Luis Roamo Trustee of El Cajon, CA; James Capital Advisors, Jonathan Eckerd

Seller: Fullerton Tucson Marketplace, LLC of Toronto, Ontario; Land Advisors Organization (Phoenix) Chad Russell

Size:
37,139 SF pad

Former CalPortland Site—Redevelopment to Multifamily and 533 SFR Lots Sold for \$1 Million

DM Phase IV Investment, LLC, purchased 237.27 acres of vacant land located at 11800 E. Valencia Rd. in Tucson. The industrial parcel, situated on Valencia Rd. at the Pantano Wash, was purchased from California Portland Cement Company and was rezoned to R-2 while in escrow. The buyer plans 615 multifamily units and 398 SFR lots in Phase I; and an additional 135 SFR lots planned in Phase II, west of the Pantano Wash. 3/11/2022

Sale:
\$1,000,000
\$4,215/acre
\$1,876/lot

Buyer: Cottonwood Properties affiliate DM Phase IV Investment, LLC c/o Bill Hallinan, CFO

Seller: CalPortland Company of Glendora, CA; Cushman & Wakefield | PICOR, Rob Glaser, SIOR, CCIM and Cantera Real Estate (Tucson) Thrac Paulette

Size:
237.27 acres

big deals

big deals

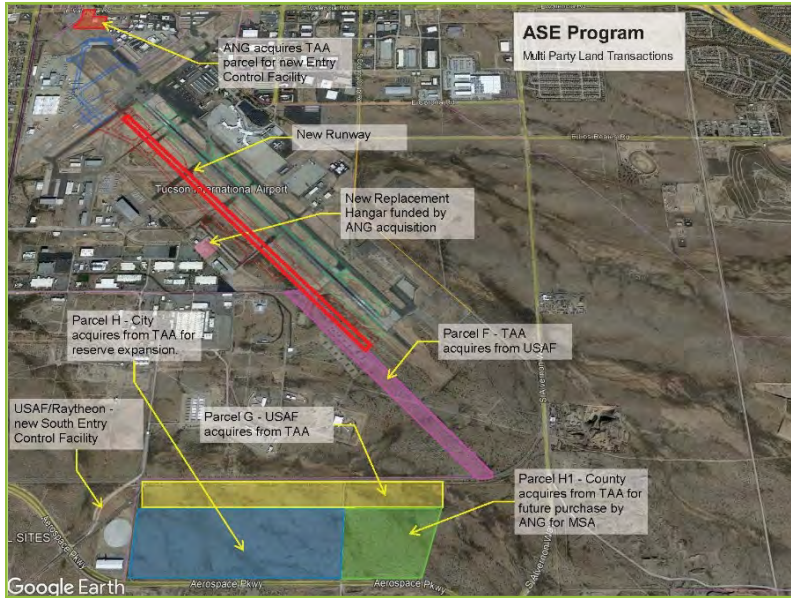
Pima County Existing Sales Activity											
Year	Month	New Listings	Pending Sales	Closed Sales	Avg. DOM	Median Sales Price	Average Sales Price	Housing Affordability Index	Inventory of Homes for Sale	Months Supply	
2021	March	1,819	1,673	1,652	20	\$295,000	\$370,355	130	1,076	0.7	
	April	1,739	1,672	1,513	15	\$303,425	\$377,968	107	914	0.6	
	May	1,584	1,690	1,442	12	\$313,500	\$391,850	103	848	0.6	
	June	1,715	1,577	1,609	12	\$325,000	\$398,679	101	1,019	0.7	
	July	1,748	1,511	1,421	12	\$315,000	\$381,810	104	1,253	0.8	
	August	1,672	1,550	1,309	12	\$321,100	\$379,965	122	1,366	0.9	
	September	1,719	1,475	1,283	14	\$327,960	\$383,861	119	1,609	1.1	
	October	1,784	1,604	1,228	16	\$325,000	\$384,541	121	1,766	1.2	
	November	1,335	1,543	1,385	20	\$330,000	\$395,299	119	1,574	1.1	
	December	1,185	1,322	1,429	24	\$338,000	\$401,958	116	1,364	0.9	
	2022	January	1,433	1,687	1,123	24	\$334,500	\$395,783	117	1,103	0.7
		February	1,392	1,574	1,243	24	\$343,900	\$411,840	114	989	0.7
March		1,615	1,688	1,517	21	\$349,900	\$432,842	112	964	0.7	
1 mo. change		16.0%	7.2%	22.0%	-13%	1.7%	5.1%	-1.8%	-2.5%	0.00%	
1 yr. change		-11%	0.9%	-8.2%	5.0%	18.6%	16.9%	-13.8%	-10.4%	0.00%	

Pima County Luxury Sales Activity										
Year	Month	Inventory of Homes for Sale	Pending Sales	Closed Sales	Months' Supply	Median Sales Price	Average Sales Price	Avg. DOM	Avg. CDOM	
2021	March	111		35	3.2	\$1,450,000	\$1,633,340	34	50	
	April	111		35	3.2	\$1,450,000	\$1,494,581	34	50	
	May	97		45	2.2	\$1,350,000	\$1,684,305	46	57	
	June	92		45	2.0	\$1,310,000	\$1,611,604	52	52	
	July	91		38	2.4	\$1,507,500	\$1,558,289	64	104	
	August	96		34	2.8	\$1,312,500	\$1,350,773	21	28	
	September	100		29	3.4	\$1,200,000	\$1,311,527	37	48	
	October	107		30	3.6	\$1,300,000	\$1,511,982	44	55	
	November	100		39	2.6	\$1,350,000	\$1,600,922	34	36	
	December	110		38	2.9	\$1,237,500	\$1,486,367	42	91	
	2022	January	125	37	34	3.7	\$1,285,000	\$1,464,032	26	50
		February	115	40	34	3.4	\$1,375,000	\$1,635,487	88	106
March		110	35	62	1.8	\$1,312,500	\$1,507,418	20	29	
1 mo. change		-4.3%	-12.5%	82.4%	-47.5%	-4.5%	-7.8%	-77.3%	-72.6%	
1 yr. change		-1%	N/A	77%	-44%	-9%	-8%	-41%	-42%	

Source: TARMLS \$1+ million Sales

Pima County Rental Activity							
Year	Month	Active Listings	Units Rented	Months Supply	Average Rent	Avg. DOM	
2021	March	442	195	2.3	\$1,409	22	
	April	415	185	2.2	\$1,490	26	
	May	438	132	3.3	\$1,562	20	
	June	416	188	2.2	\$1,544	20	
	July	394	210	1.9	\$1,706	22	
	August	343	239	1.4	\$1,610	35	
	September	355	150	2.4	\$1,680	22	
	October	390	162	2.4	\$1,613	26	
	November	380	180	2.1	\$1,610	20	
	December	355	135	2.6	\$1,622	21	
	2022	January	359	124	2.9	\$1,774	29
		February	359	144	2.5	\$1,655	26
March		392	146	2.7	\$1,731	23	
1 mo. change		9.2%	1.4%	7.7%	4.6%	-11.5%	
1 yr. change		-11.3%	-25.1%	18.5%	22.9%	4.5%	

source: Tucson Association of Realtors



Airfield Safety Enhancement Program | Multi-Party Land Transaction

The Airfield Safety Enhancement (ASE) Program at Tucson International Airport (TUS) is the largest airfield construction project in Tucson Airport Authority's (TAA) 74-year history. At an estimated \$350+ million, this multi-phased project has been 10-plus years in the planning with an estimated 6-8 years of construction. Simply put, the ASE Program is defined by the Federal Aviation Administration (FAA) as a "safety and standards" project, and includes the demolition, relocation, and replacement of a parallel general aviation runway with a new parallel runway capable of handling commercial, military, and general aviation users, and modernized airfield geometry. To reach the point of construction, the TAA had to work closely with a myriad of stakeholders. A multi-party working group was formed in 2015 that included private, federal, and local agencies,

and private companies (TAA, FAA, USAF, ANG, City of Tucson, Pima County and Raytheon), established to work through several land transactions around TUS with the end benefit to allow multiple entities to expand their operations and/or secure their long-term futures in Southern Arizona.

Collaborators: Tucson Airport Authority • Federal Aviation Administration • Arizona Air National Guard • City of Tucson • Pima County • Raytheon Missiles & Defense • United States Air Force • Corps of Engineers

AZ Stitch Lab

AZ Stitch Lab was born out of the collaboration between Sonoran Stitch Factory, Moonshot at NACET, the City of Tucson and the Pascua Yaqui Tribe and is the workforce accelerator not only to skill up talent for Sonoran Stitch Factory but also to develop a labor pool to benefit other businesses that employ sewers throughout Tucson and Arizona. The curriculum was developed to provide students with experience on multiple industrial sewing machines, provide options for upskilling and assist with job placement. More than 200 students will be trained in industrial sewing, cutting, digital design and entrepreneurship during the tenure of the program. The City Council approved funding of \$150,000 per year for two years. Part of the attraction to support this investment was the opportunity to collaborate with the Pascua Yaqui Tribe to source candidates for the training program. By training and employing members of the Pascua Yaqui Tribe, the AZ Stitch Lab creates opportunity for a community that traditionally faces high unemployment. It is paving the way for tribal members to be more self-sufficient with successful careers and businesses.



Collaborators: City of Tucson, Office of Economic Initiatives • Sonoran Stitch Factory • Moonshot • Pascua Yaqui Tribe



City Center Adaptive Reuse

The City Center Adaptive Reuse project is a rezoning and adaptive reuse of the City Center Hotel (formerly Ramada Hotel) on 10 acres of property located along I-10, Granada and close to St. Mary's. The goal of the Project was to convert the hotel, preserving most of the buildings, to a workforce multi-family/apartment use and permit additional housing units within some of the parking areas and closer to Granada. To accomplish the adaptive reuse, a rezoning and extensive collaboration with the Neighborhood Association, City Department of Transportation and Mobility (DTM), City Real Estate and

Ward I were required. The Neighborhood Association had serious concerns with the apartments, access, additional units, heights, parking, and management of the units to name a few. DTM worked closely with the development team and attended the Neighborhood Association meetings to negotiate and provide the public right-of-way for the alternative access points. This Project would not have been possible without the willingness of the Neighborhood Association to engage with the development team toward a resolution, the work the development team was able to do in making changes and accommodations, and the work the City was willing and able to accomplish to resolve the ingress/egress issues. If any one of those ingredients was not present, the Project would not have succeeded.

Collaborators: Lazarus & Silvyn, PC • City of Tucson Ward 1 • City of Tucson Real Estate • City of Tucson Department of Transportation and Mobility • City of Tucson Development Services • El Presidio Neighborhood Association • Fors Architecture • Sterling Real Estate

Connie Hillman Urban Construction Knowledge (CHUCK) Center

The Connie Hillman Urban Construction Knowledge Center (CHUCK) is a 15,000-square foot, state of the art regional facility that combines storage, classroom, and office space located in the U.S. Department of Housing and Urban Development (HUD) designated Flowing Wells Neighborhood Revitalization Strategy Area (NRSA) on Habitat-owned property. The CHUCK Center will serve as Habitat Tucson's construction hub, warehouse, and training center. It is designed to create a job-ready workforce in the real-world setting of residential construction and to accelerate the production of affordable housing with strategic bulk purchases of supplies and the application of new building technologies. In addition to offering new hands-on skill building and high-wage work opportunities to Pima Community College Applied Technology Program students, this project will add capacity to the non-profit and for-profit construction industries in Southern Arizona. Arizona is facing a dual crisis with shortages in affordable housing and the skilled labor needed to meet the demand in the construction industry. The CHUCK Center will support increased production of new affordable units while producing the skilled workforce needed throughout the region. This dual emphasis on the need for new housing units and the trades is vital to the long-term stability of housing and the health and safety of our community.



Collaborators: Habitat for Humanity Tucson • Sundt Construction • Pima Community College • Applied Technology at Pima Community College • Feng Shui and Urban Design • Pima County Community Development and Neighborhood Reinvestment • Pima County Development • The WLB Group • Breckenridge Group Architects/Planners • Pima County District 1 • Arizona House of Representatives District 2



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-Debbie Heslop, CCIM, Senior Associate Broker



"Like most that arrive at the door of CCIM Institute, I was looking for a home, a place where I felt that I professionally belonged. The real value came from my personal relationships, experiences, and networking with the local CCIM Chapter."

-James P. Robertson, Jr., CCIM, MBA, Associate Broker



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2nd Quarterly Meeting
Thursday, May 19, 2022

Industrial Sector Panel Discussion

Presenters include:

Bill Rodewald Schnitzer Properties

Paul Kraft Maizlish 8000 Holdings Inc.

Jesse Blum Cushman & Wakefield | PICOR

IN PERSON MEETING 8:00–10:00am

7:30AM: registration

8:00AM: program start

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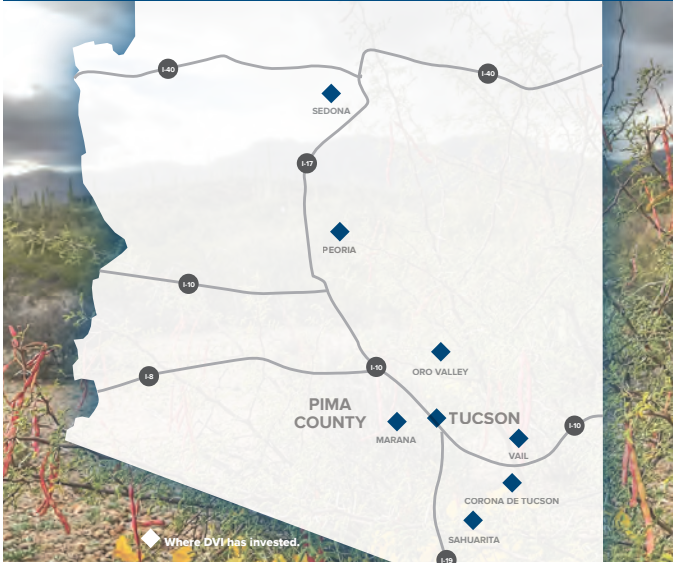
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Dove Mountain CSTEM K-8 School

The first of its kind in Arizona, this new school features a creative and specialized academic experience in an innovative 21st-century learning environment designed to give students the experience, knowledge, and skills they need to become lifelong learners and responsible citizens. In partnership with Code to the Future, students will experience rigorous Computer Science, Technology, Engineering, and Math (CSTEM) academics and learning tools. Every class exposes students to practical hands-on lessons, which have direct relevance to real-world challenges. Extensive collaboration was exhibited to bring this concept to life. Marana Unified School District worked

closely with the adjacent property neighbors as they were opposed to the development moving forward. It is unique to see local neighbors so opposed to a K12 school serving their community. Additionally, there was a 404-wash running through the site where collaboration with the Army Core of Engineers was required to relocate the wash, along with State Trust Land Easements. This type of collaboration is all uncommon for K12 properties.

Collaborators: Chasse Building Team • Neighbors • State Trust Land Easements • Town of Marana • Property Neighbors • Code to the Future • Arizona School Facilities Board • Marana Unified School District

Ryan Outfall Sewer

The Tucson Airport Authority (TAA) at Ryan Airfield, Crown West Development at Wildflower, and Sunbelt Holdings at Sendero Pass, all are working to develop their respective properties in Southwest Tucson for greater future uses. Those uses include residential housing, commercial, retail, transportation, and possibly light industrial and manufacturing. None of those uses would be possible with the wastewater system in its current state. Significant new infrastructure upgrades and installations were necessary. That necessity had each of the three partners working on plans for their own infrastructure needs. Through several years of communications and subsequent negotiations and planning, a joint effort for this infrastructure upgrade was agreed upon. Pima County Wastewater Reclamation was presented with one plan that covers all three projects, instead of three disjointed plans. Environmental disturbance was minimized, with just one mainline excavation instead of several. This project provides opportunity for the area to continue to grow and contribute to the economic engine of Tucson, with future jobs and services to residents, as well as providing much needed residential housing at a lower price-point than many other locations.

Collaborators: Crown West Land Group • Tucson Airport Authority • Sunbelt Holdings • PSOMAS • KE&G Construction • Pima County Wastewater Reclamation Department





Shirley C. Scott Southeast Houghton Area Recharge Project (SHARP)

The Shirley C. Scott Southeast Houghton Area Recharge Project (SHARP) project was developed in response to intensifying drought conditions and with the mission of replenishing Tucson's diminishing aquifer with available recycled water. Tucson Water worked closely with stakeholders to develop a mutually beneficial solution that balanced long term planning to recharge the aquifer, protect the environment, and sustain area development and economic growth with a more immediate and innovative water recharge project that would be open to the public and provide inclusive educational and recreational activities for the Tucson community. SHARP is the first Tucson Water recharge project that

is open to the public and serves as a green space for recreation, educational engagement, and outreach.

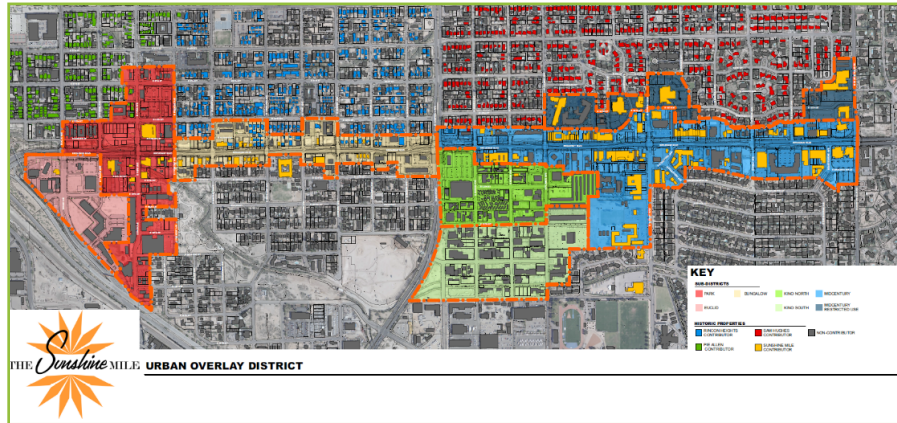
Collaborators: City of Tucson, Tucson Water • Borderland Construction • Mattamy Homes • Diamond Ventures • HDR • Jacobs Engineering • Santa Rita Landscaping • PVB Fabrications • Conformatech • Progressive Roofing • Clear Creek • Civano Nursery • Novak Environmental • Metro Water • Kaneen Communications • Sonoran Desert Mountain Bicyclists • University of Arizona Water Resources Research Center • Westland Resources

Solar APP+

In August of 2020, the City of Tucson and Pima County were approached by the National Renewable Energy Laboratory (NREL) about participating in a pilot to test the new Solar Automated Permit Processing Plus Platform, referred to as SolarAPP+. This online application is designed to be used by registered contractors to allow same day permitting of residential rooftop solar. This platform delivers instant plan review and subsequent permits for eligible residential solar photovoltaic systems. In partnership with these communities and local solar installers, the SolarAPP+ has already issued thousands of permits and projects have been installed on average 12 days faster than the traditional process. This results in homeowners benefiting from solar about two weeks faster than otherwise would have occurred. The City and County saw the automated permitting system as a win for their development departments because it helped streamline processing of the growing number of solar permit requests, for the solar industry because it allowed less time spent on permitting and more time spent on installation, and for the environment because it replaced fossil fuels with a natural energy source that is particularly plentiful in southern Arizona.



Collaborators: Pima County Planning and Development Services Department • City of Tucson Planning and Development Services Department • National Renewable Energy Lab • Technicians for Sustainability • Tesla, Inc. • Solar Store • City of Tucson Building Official • Pima County Building Official • Pima County Review PM • Tucson Electronic Power • Accela Permitting System



Sunshine Mile Urban Overlay District

The creation of the Sunshine Mile Urban Overlay District (SMD) was an intensive collaboration between Government, Business, and the Community to allow for the revitalization of the Sunshine Mile in Tucson. The Sunshine Mile is the two-mile stretch of Broadway Blvd between Euclid Ave and Country Club. The City of Tucson and the RTA have made a substantial investment to improve this section of the Broadway Corridor, but due to the long planning and

construction process many of the local businesses have either closed or relocated and many of the properties stand vacant. The goal of the SMD is to provide an optional zoning overlay that would encourage high density multi-modal creative infill development while protecting the adjacent residential properties and contributing historic assets. The team embarked on a three-year public engagement campaign and met with hundreds of stakeholders, initially in person and then pivoting to online in the spring of 2020. While the pandemic did slow the effort, the project continued to progress throughout 2020 and was ultimately adopted by Mayor and Council in September of 2021.

Collaborators: Rio Nuevo Multipurpose Facilities District • Swam Associates LTD Architects AIA • Lazarus & Silvyn, PC • Mayor Romero • Ward 5 • Ward 6 • City of Tucson PDS • City of Tucson DTM • City of Tucson HPO • City of Tucson CMO • Regional Transportation Authority • Iron Horse Neighborhood Association • Rincon Heights Neighborhood Association • Sam Hughes Neighborhood Association • Broadmoore/Broadway Village Neighborhood Association • Arroyo Chico Neighborhood Association • Mile Neighborhood Association • Barrio San Antonio Neighborhood Association • Pie Allen Neighborhood Association • Tucson Historic Preservation Foundation • The Broadway Coalition • Downtown Neighborhood and Resident’s Council • Project for Public Spaces • AIA Southern Arizona

Thrive in the 05

Thrive in the 05 is a place-based, community-centered collaboration including the City of Tucson, Pima County, the Pascua Yaqui Tribe, residents, businesses, and more than one hundred community organizations and institutions aiming at revitalization the Oracle, Stone, and Miracle Mile areas. Thrive in the 05 establishes the partnerships and strategies to support public housing improvements, neighborhood and community investment, revitalization, economic development, and workforce training focusing on a 2.3-square-mile area in the 85705-zip code. This planning effort is more than just a program, it includes physical revitalization of spaces, structures and community gathering spots. The Thrive in the 05 Transformation Plan ignited the transformation by identifying investment strategies directed to benefit residents and businesses, attract new growth, and meet the needs of the community while honoring the area’s unique identity. Thrive in the 05 will be used as a template for transformation for other vulnerable areas in the City.



This planning effort is more than just a program, it includes physical revitalization of spaces, structures and community gathering spots. The Thrive in the 05 Transformation Plan ignited the transformation by identifying investment strategies directed to benefit residents and businesses, attract new growth, and meet the needs of the community while honoring the area’s unique identity. Thrive in the 05 will be used as a template for transformation for other vulnerable areas in the City.

Collaborators: The Planning Center • City of Tucson Housing and Community Development • US Department of Housing and Urban Development • City of Tucson’s Mayor Office • Ward 3 • Ward 1 • City of Tucson Economic Initiatives • Tucson House Resident Council • Arizona State University OCHER • Poster Mirto McDonald • Cuadro Design • Pima Community College • Workforce Development and Strategic Partnerships, Pima Community College • Chicanos por La Causa • La Frontera • San Ignacio (Old Pascua) Yaqui Council • Pascua Yaqui Tribe • Tucson Industrial Development Authority • Tucson Police Department • Nash Elementary • Amphitheater School District • Pima Council on Aging • Tucson Historic Preservation Foundation



University of Arizona— Applied Research Building

The new Applied Research Building (ARB) is envisioned to be a multi-story “core facility” building that provides new and regionally unique capabilities for the University of Arizona, while consolidating several strategic, cross-campus interdisciplinary programs in one location to meet current—and future—research needs. The building will feature a mix of space types including a large-scale thermal vacuum chamber, high bay payload assembly areas,

varying laboratories, clean rooms, faculty offices, collaboration spaces and conference rooms. Programs supported by the facility include Balloon Payload Integration, CubeSat Design Fabrication and Integration, Advanced Manufacturing, and Imaging Technology. Progressive design-build was chosen by the University due to the complex nature of the project and the somewhat unresolved nature of the program. The team created a strategy to not just use the expertise and knowledge of the researchers/scientists through program and design but carry the relationship into construction.

Collaborators: McCarthy Building Companies • Smith Group • University of Arizona • GLHN Architects & Engineers • Martin White Griffis • University of Arizona Space Institute • Steward Observatory

University of Arizona— Grand Challenges Research Building

The University of Arizona’s Grand Challenges Research Building will be a 125,338 SF interdisciplinary research facility housing optical science and multidisciplinary research laboratories focused on developing quantitative solutions for the eight grand challenges of the fourth industrial revolution: water, energy, climate change, precision medicine, neuroscience, space exploration, quantum information, and material science. The new building on the Tucson campus will accommodate optical science research, damp research space, and associated dry research within its six stories. The building is designed for collaboration with more community orientated missions—where the building is expressed toward the courtyard and large rooms encompass the first floor ultimately creating an inviting sense of community. This building will expand the University’s interdisciplinary research capacity in areas such as optics, quantum computing, advanced communications, and biomedical technologies.



Collaborators: Kitchell Contractors • University of Arizona • ZGF Architects • BWS Architects • AEI Engineers • MWG



University of Arizona—Student Success District

The Student Success District is a collaboration with the UA Libraries, Student Success and Retention Innovation, Student Engagement and Career Development, and Campus Life programs to create an integrative approach to supporting student achievement by weaving together revitalized services in upgraded facilities. The vision for this groundbreaking collaborative model aims to seamlessly connect students with all the resources they need to succeed in college and beyond. The intent of creating this district was to improve student success through direct connections between student services, academic support, and amenities in the heart of campus near other important student-centered activities. Previously, the resources many students were

looking for were scattered all over campus. Now, much of the career guidance and academic support the UA offers is located between the four buildings included in the one 9-acre district at the center of campus. Not only is this type of project uncommon for departments at the UA, it is on the cutting edge of innovation amongst universities worldwide. This model is one that is being emulated around the country for its ability to integrate not only departments but entire colleges within the university framework. Now fully realized, the Student Success District is a distinctive element of the University of Arizona experience, supporting student engagement and playing an important role in attracting and retaining students as well as creating the connections to our local, regional and national employers that benefit our community.

Collaborators: Sundt Construction • The University of Arizona • Poster Mirto McDonald • Miller Hull Partnership • Libraries Administration • Operations & Strategic Initiatives • Student Services

Westward Look Resort Annexation and Zoning

At least three times over the years, Oro Valley unsuccessfully attempted to annex the Westward Look Resort and in 2019 the Town and the Resort resumed discussions. While the potential tax revenue appealed to the Town, there was also a strong desire for another showcase resort in Oro Valley, particularly to host more conferences, conventions, and sporting events. A pre-annexation and development agreement was drafted and included several agreements that made the annexation attractive to both parties.



The project involved Town of Oro Valley staff, elected and appointed officials, the property owner, and many neighbors. The neighborhood interests were often divergent and required careful balancing to achieve a plan that addressed often-conflicting desires. Many moving parts had to converge: a Preannexation Development Agreement, the Annexation approval, a Type 2 General Plan amendment, and the PAD rezoning. And all of this was achieved through a mainly online/virtual public process during the pandemic. Staff worked proactively to make the project a success while still looking out for the neighbors' interests. Councilmembers visited the project site multiple times, spent hours hearing neighbors' concerns, listened and understood the Resort's vision for the property, and worked tirelessly to achieve a balanced proposal that represented a win-win-win for the Town, the property owner, and neighbors.

Collaborators: The Planning Center • Wyndham Westward Look Grand Resort and Spa • Town of Oro Valley • Oro Valley Planning & Zoning Commission • Oro Valley Town Council • Various Neighbors

MAKING A DIFFERENCE: THE BUFFALO SOLDIER MEMORIAL PLAZA

The Buffalo Soldier Memorial Plaza project started with a dream, one that goes back two to three decades and became a reality after several stops and starts. Indeed, new partnerships, including the support of the African-American community were crucial, as well as the South Park Neighborhood Association, the Quincie Douglas Neighborhood Center and the private sector, Tucson Granite and Marble to make this dream a reality.

This is the first voter-approved Memorial to those African Americans, including those who served at Fort Huachuca, from 1866–1948 in the U.S. Army to be constructed in the United States. There are several other memorials for the Buffalo Soldiers across the nation, but this is the first to be approved by a vote of the people, through Tucson’s Proposition 407, in 2018!

This project was seven years in the making, Ward 5 Council Member Richard Fimbres, and the Greater Southern Arizona Chapter of the Buffalo Soldiers 9th and 10th Cavalry partnered and approached the Pima County Bond Commission, getting the project placed as one of the parks for their 2015 Bond Package, which was turned down by the voters. Unwilling to give up on this deserving effort, Council Member Fimbres involved Parks Director Fred Gray and Tucson City Manager Michael Ortega. The project was presented to the Mayor and Council who voted, unanimously to include it as one of the projects funded by Proposition 407.



This project benefits the Southern Arizona African American community, the Tucson community, Pima County and the State of Arizona for honoring those, including several Congressional Medal of Honor recipients.



TREND report is thrilled to once again spotlight the 14 finalists, the recipient of the Award of Distinction and the special mention project for the upcoming Metropolitan Pima Alliance Common Ground awards, sponsored this year by Chasse Building Team. The finalists were selected based on their exemplary collaborative efforts that have provided benefit throughout the region. This year's finalists include a wide array of collaborative efforts from community events, programs/policies and non-profit endeavors to new construction and development. It's a very exciting line-up of finalists!

We look forward to seeing everyone, in person, on April 29 when we recognize the well-deserving winners of MPA Common Ground awards. We invite you to support MPA's mission of "working to create a prosperous community by promoting collaborative real estate development policies, building partnerships and finding common ground" and consider sponsoring the MPA Common Ground event. It is also a great way to align your company with the mission of MPA. More info about the different sponsorship levels is available [here](#).

Speaking of collaboration, TREND report is excited to announce that we are collaborating with Real Estate Daily News to create more value for our subscribers. Stay tuned for more details next month.

Second Quarter 2022 Industry Events

Metropolitan Pima Alliance's Annual Common Ground Awards Ceremony | April 29, 2022 | JW Marriott Starr Pass Resort MPA's Common Ground Awards recognize community leaders, projects and events demonstrating collaboration to the overall benefit of the community. Register [here](#).

Southern AZ CCIM Chapter Meeting | May 10, 2022 | 11:30AM-1:00PM | Doubletree by Hilton Tucson Reid Park Southern Arizona CCIM Chapter's monthly meeting focuses on Economic Development: "Why Invest In Pima County and the City of Tucson," featuring a panel discussion followed by Q&A with presenters Heath Vescovi-Chiordi, Director of Economic Development for Pima County and Barbra Coffee, Director of Economic Initiatives for the City of Tucson Register [here](#).

Pima County Real Estate Research Council's Quarterly Meeting | May 19, 2022 | 7:30AM-10:00AM | Tucson Association of Realtors PCRERC's Second Quarterly meeting will feature a panel presentation on Southern Arizona's Industrial Market. Speakers will include Bill Rodewald of Schnitzer Properties, Jesse Blum of Cushman & Wakefield | PICOR, and Paul Kraft of The Clover Company. Register [here](#).



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