

Top of Swan: New Class A Offices Serving the Foothills Submarket

Since breaking ground in February of this year, Tucson's latest and most likely last central foothills office complex has been taking shape at the northeast corner of Swan Road and Skyline Drive. By the first of the year, Top of Swan Foothills Professional Offices, 6420-6450 N. Swan Road, will open for business, offering professionals eager to serve their foothills clientele a prime location for doing so in extreme comfort.

The CB-1 zoned parcel, located just south of the gatehouse to Skyline Country Club Estates, had sat dormant for more than 30 years. It was originally platted for the build out of Dave Fraker's Chapala

townhome subdivision, located just inside the gate, explained Andy Courtney, the longtime Tucson developer whose partnership, Swan/Skyline Plaza LLC, is behind Top of Swan. The economic downturn and real estate bust of the early 1980s put an indeterminate hold on that project. Subsequently in the middle 1980s, when George and David Mehl carved Sunrise Drive into the foothills as part of their new planned area development known as La Paloma, the value of commercial properties north of the new high-traffic Sunrise corridor took a backseat, but not permanently.

Today, the foothills area north of Swan and Sunrise is thriving as never before and those who office within the few developments that currently exist north of Sunrise Drive love the location. Courtney helped Frank Kalil develop his new office building at 6363 North Swan, just a stone's throw from Top of Swan, shortening the prominent media

broker's commute to under three minutes. Kalil has since relocated his firm to Plaza Palomino to make room for 100% occupancy and expansion by other office tenants, signaling that demand for new, high-end foothills office space is strong despite somewhat lackluster

performance elsewhere in the city.

"This location is so convenient. When people learn that they can traverse from Swan to Campbell without hitting a single traffic light, they realize how appealing this location truly is," Courtney said.

How long does Courtney expect lease-up to take?

"We're patient," he said, pointing out that it took three years during the worst of times to fill Kalil's office building, now home to Rusing Lopez and Lizardi Attorneys at Law among others. A stronger economy now bodes well for a faster lease-up for Top of Swan.

"We're looking for the right kind of tenants who appreciate the finest. If you want the finest quality, this is it. And if you have clients in the foothills, why would you want to be anywhere else?" Courtney said. Why, indeed? You can be dining on prime rib at Fleming's or downing fish tacos and a beer at Fini's without hitting a single red light and La Encantada is only one right-on-red away—not to mention that it's midway between Ventana Canyon and La Paloma as well next door to the newly upgraded country club amenities at Arnold Palmer-managed Skyline Country Club. Fitness, swimming or golf, anyone?



Rendering of "Top of Swan"

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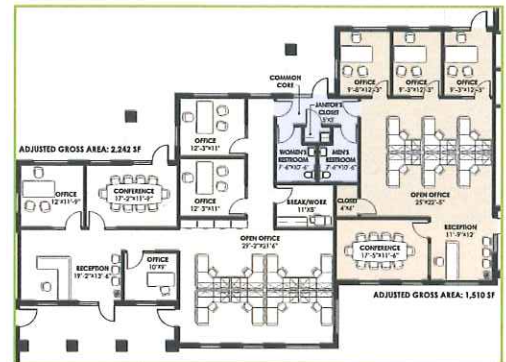
Convenience notwithstanding, the one- and two-story project offers spectacular views of Finger Rock, A-Mountain, Skyline's magnificent clubhouse and the entire rugged face of Pontatoc Ridge from oversized double pane windows and patios, sweetening its aesthetic appeal. Charming accent walls originally erected by Fraker line the property's east side and elegant landscaping will add the finishing touch. As far as new construction goes, steel beams with Hasbro concrete floor systems spell sturdy. "It is a very solid structure," Courtney said "and we made sure we worked closely with our neighbors in Skyline to ensure their views would not be blocked."

Now that exterior walls are up and roofs are on, tenants walking through the space can better visualize their future digs. Helping them do just that is Wayne Swan of Intertech Architectural Interiors. Courtney said Intertech is currently designing a floor plan for a financial planning firm that includes a comfortable conference seating area more akin to a living room than a conference room, complete with wet bar. "This is a new trend in office design. Service professionals want spaces that feel more like home," Courtney said.

Top of Swan offers easy-to-find offices for sale and lease at competitive prices in flexible sizes ranging from 700 up to 29,000 square feet, according to Courtney. Research Corporation Technologies (RCT) was the first to commit as a buyer of 7,250 square feet, which will undergo top-of-the-line tenant improvements, Courtney said. Other professionals expected to round out the mix include law firms, financial, real estate, medical and dental professionals. Ample "at door" parking will be available in front of each tenant's private entrance and every office on the ground floor comes with a covered patio. Covered parking will also be available at the northern and southern ends of the complex. Decorative pavers will define roadways and dual entrances at the north and south.

Leasing agent Bob Davis describes Top of Swan: "These buildings are of masonry construction—we'll built and designed to fit into the grandeur of the surrounding environment without being obtrusive."

Davis agrees that the central foothills is an awesome office location from perspectives of convenience, lifestyle, access, amenities, cost/value, environment, views and transportation. He should know, he currently offices in the "Kalil Building" with Rein & Grosseohm (subleasing from Hayes Soloway/Swan Starts) and he brokered the deals that filled it, bringing in Rusing Lopez to fill Kalil's 9,500 square feet and Hayes Soloway, intellectual property attorneys, into 9,300 square feet of vacant spec space. Both companies have since expanded into 2,000 additional square feet each. Davis so believes in the magic of Swan/Skyline that he arranged the private financing for Top of Swan and secured its first anchor user, RCT.



Building 3 sample floorplan, 1,510 sf

Courtney expects the project to be valued over \$10M when fully occupied. Shell spaces will be ready for tenant improvements when the buildings are completed in January. Typical users will take 2,500 to 6,000 square feet and with only 37,000 total leasable square feet, it's conceivable that only five to ten tenants will be fortunate enough to share the Top of Swan experience with their clients.

Top of Swan Development Team

Developer: Swan/Skyline Plaza LLC, Andy Courtney
Financing: Private
Architect: CDG Architecture, Richard Burton
Contractor: Rio West, Walter Hoge
Interior Planning: Intertech Architectural Interiors, Wayne Swan
Leasing Agents: Rein & Grosseohme, Bob Davis, Tom Hunt, Sandy Alter



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