

WOODLAWN CAPITAL

Better never settles

CLIENT

WMRBNA, LLC

REAL ESTATE TYPE

Office Portfolio
Management and Leasing

LOCATION

Multiple Locations in
Louisville, KY

SQUARE FOOTAGE

594,844 SF

PROJECT OVERVIEW

Upon purchase of the TIER REIT Louisville Office Portfolio (8 office buildings originally, though 1 has since been sold), Nashville-based Woodlawn Capital needed a local agency to help with property management and leasing.

THE CHALLENGE

The client wanted on-site dedicated resources capable of executing a comprehensive asset management plan. Ideally, they wanted a single point of contact for leasing and building operations. . Because this involved several tenants in multiple buildings, it was important to keep occupants in place and content. Maintaining the buildings in excellent condition and dealing timely with tenant concerns was paramount, but that needed to be balanced with the work of ensuring the profitability of the properties for the owner so that the investment continued to be successful.

THE SOLUTION

Cushman & Wakefield | Commercial Kentucky worked to assemble and embed a dedicated on-site team that included Agency Leasing, Asset Services and Engineering Operations. Not only was it important to hire the correct team of professionals, it was also important to create systems that would allow for successful operations across the board. Our team has been effectively managing these properties since Woodlawn Capital purchased the portfolio in 2017. We provide detailed monthly reports for each building to review current and historical occupancy, lease expiration schedules, and revenues and operating expenses,.

RESULTS ACHIEVED

Cushman & Wakefield | Commercial Kentucky have successfully managed, marketed and leased the properties to meet (or exceed) the owners' requirements while achieving high levels of communication with both ownership and building tenants. The portfolio has consistently maintained high occupancy levels in all buildings with competitive lease rates.