

Arizona's 2nd-Tallest Building Commands \$93M

The joint venture that acquired the 407-foot-tall office asset in Phoenix is set to invest \$15 million in building enhancements and leasing efforts.

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Black Salmon, the investment platform of TSG Group, has partnered with ScanlanKemperBard Cos. to acquire 101 North, also known as the U.S. Bank Center, a 375,862-square-foot office building in Phoenix. According to Yardi Matrix data, the seller is a joint venture between Varde Partners and ScanlanKemperBard and the second-tallest asset in the state traded for \$92.8 million. The sale was also subject to a \$73.8 million acquisition loan held by Prime Finance Partners.



101 North

Located at 101 N. First Ave., the 407-foot-tall landmark is near the new Valley Metro light rail route in the city's central business district, two blocks west of Phoenix Convention Center. The immediate area holds many high-street retail, restaurants and hotels. The property is close to Interstate 10, while Phoenix Sky Harbor International Airport is roughly 4 miles east.

PLANS FOR IMMEDIATE IMPROVEMENTS

Delivered in 1976, the 31-story building was completely renovated in 2013, per Yardi Matrix data. The high-rise features 13,242-square-foot column-free floorplates and a parking ratio of 3 spaces per 1,000 square feet. Amenities include a conference center, lounge and on-site ATMs, as well as a seven-story parking structure located at 21 W. Van Buren St., in a designated Opportunity Zone. The property is currently 83 percent leased to a diverse tenant roster that includes U.S. Bank, WeWork and Jacobs Engineering Group.

The new ownership intends to immediately invest \$9 million in building improvements. Planned upgrades target the fitness center, common areas, management and leasing offices, as well as the ground floor lobby and exterior façade. Another \$6 million will go towards leasing efforts.

In 2018, Black Salmon acquired another bank building, a 444,644-square-foot, 28-story asset in Indianapolis. The Class A property traded for \$70 million.