

LEASING TEAM



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Licensed Real Estate Broker



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Licensed Real Estate Broker



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Marketing
Coordinator /
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LANDLORD REP. EXPERIENCE

MYSTICLAKE CASINO (US BANK)



SIZE: 79.62 Acres (3,468,247 SF)
PRICE: \$1,850,000 (\$0.53)
DESCRIPTION: Retail Land
SELLER: US Bank Trust
BUYER: Mdewankanton Sioux Community
ROLE: Exclusively Represented Seller

COSTCO LAND - HONEYWELL



SIZE: 11.12 Acres (484,387 SF)
PRICE: \$4,000,000 (\$8.26 SF)
DESCRIPTION: Retail Land Purchase
SELLER: Honeywell
BUYER: Costco
TENANT: Exclusively Represented Seller

IRET MAPLEWOOD SQUARE



Rochester, MN
120,000 SF center that had 60,000 SF vacancy.
Reposition Center with new anchor Tenants.

HIGHLAND SHOPPING CENTER



Reposition both anchor tenants.

US BANK TRUST



Dispose of trust assets, 12 years ongoing.

VALUE ADDED

FEATURES:

- Create Right Strategy
- Understand Reuse of the Site
- Critical Lease Clause Knowledge (relocation clauses, etc.)
- Understand City Process
- Logical Prospect Pool
- Trusted Advisor
- Proven Success Track Record

BENEFITS:

- Higher Value/ROI
- Stronger Leasee with Proven Ability
- Higher Value / Lower Cap Rate
- Speed to Market Opening
- Wooing the Right Tenant (Longer Tenancy)
- Client Receives Timely Valued Advice



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TRANSACTION EXECUTION

SALES PROCESS

1. Develop Optimum Leasing Strategy through Client-Broker Brainstorming Session
2. Expose to Prospective Categories
3. Targeted Calling
4. Create Competitive Environment
5. Create Various Distribution Channels for Product Exposure
6. Comprehensive Phone Follow-Up
7. Think Outside the Box

PROSPECT CATEGORIES

1. Find Missing Categories
2. Identify Active Prospects in Categories
3. Identify Credit
4. Understand Expansion / Growth for Category

TIMELINE

1. Prepare All Marketing Materials 30 Days
2. Intro Letter to Targeted Prospects 30 Days
3. Broker Mailing 30-60 Days
4. MCPE Broadcast E-Mail 30-60 Days
5. Targeted Meetings 30-90 Days
6. Timely Updates with Strategy Review 90 Days
7. Mailing to Target Market Prospects 30-90 Days
8. Ongoing Repeat of Plan Ongoing