

MARKET *Notes*

Volume: 13

TaTonka Expands Team

“We are pleased to announce the addition of Mike Koehler and Andrew Chirhart to the TaTonka team.”



Mike Koehler

Mike merged his practice of Premise Commercial into TaTonka and brings 33 years of experience in serving tenants and buyers exclusively. Mike specializes in industrial real estate and investment sales.



Andrew Chirhart

Andrew began his career with a large public accounting firm where he served five years specializing in audits for companies in the financial services industry. His analytical skills and background in accounting and finance will be an asset to TaTonka clients.

Trends And Outlook For 2018

- Tight labor market conditions are creating competition for quality workers.
- Demand for quality space has surged as companies are seeking to attract and retain the best talent.
- Tenant improvement costs have escalated based on a shortage of skilled labor in the trades and strong demand for construction services.
- Although vacancy rates have increased slightly, rental rates have remained steady and have increased in select markets.
- Tax and operating costs have risen, driven in part, by rising resale values and increased tax valuations.
- New construction still remains in check as net rental rates in the \$21.00-\$24.00/SF range are required to support new office development, and a minimum of \$12.00/SF and \$6.00/SF net rental rates are needed to support new office warehouse construction.
- Live, work, play environments have been successful in attracting tenants to such markets as the Minneapolis CBD and West End.
- The new tax law is expected to provide strength in profits and increase capital spending throughout 2018.
- Landlords are adding amenities such as fitness centers, conference areas, shared co-working environments, rooftop decks, and bike storage to attract and retain tenants.
- Longer lease terms of 7-10 years are being sought in an effort to amortize rising tenant improvement costs.
- Flexibility is extremely important to firms seeking expansion as well as contraction and termination rights.
- Co-working environments are being considered with greater frequency by companies both large and small.

“Landlords have professionals serving their interests. We believe tenants also deserve exclusive representation with an advocate fighting for them. Our Advisors focus on conflict free representation by focusing on the tenant or owner occupant of commercial property rather than institutional landlord listings.”

TaTonka



TaTonka is a Dakota Indian term for the mighty American Buffalo. It is a symbol of strength, health and vitality. It is respected for its energy and spirit, and thrives under adverse conditions. It was chosen to symbolize the values of our organization and the energy we put into serving our clients.

Experienced. Respected. Trusted.

TaTonka’s National And International Connections

TaTonka’s membership in Exis Global and continued involvement with SIOR (Society of Industrial and Office Realtors) provides best in class service to our clients with a multi-market presence.

Through our vast network of brokers we are able to serve your national requirements and provide quality real estate solutions customized to meet your objectives.





Areas of Specialization

- Office
 - Retail
- Industrial
 - Land
- Medical
 - Investment

Services

- Site Search and Selection
- Lease Negotiation
- Building Aquisition
- Build-to-Suit Client Representation
- Strategic Planning
- Advisory and Consulting Services
- Property Valuation
- Disposition of Excess Real Estate

TaTonka Team



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Recent Transactions

Office Leases

ThreeBridge Solutions
New Lease-Minneapolis, MN
Messerli & Kramer
Expansion/Renewal-Minneapolis, MN
SmartThings
New Lease-Minneapolis, MN
JNBA Financial Advisors
Renewal-Minneapolis, MN
Schechter Dokken Kanter
Renewal-Minneapolis, MN

Industrial Sales & Leases

RJM
Purchase-St. Louis Park, MN
Mr. Rooter
New Lease-Fridley, MN
Midwest Sound
New Lease-Roseville, MN

Office Sales

Mill City Credit Union
Golden Valley, MN

Land Sales

Mill City Credit Union
Brooklyn Park, MN

Medical

Minneapolis Dental
Renewal-Minneapolis, MN
West Metro Ophthalmology
Renewal-Plymouth, MN
4C Medical Technologies
New Lease-Brooklyn Park, MN

Retail

Subway
Renewal-Minneapolis, MN
Hot Indian Foods
New Lease-Minneapolis, MN
Associated Healthcare Credit Union
Renewal-Eagan, MN

National

Aero Global Arizona LLC
Industrial Sale-Phoenix, AZ