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## Goldman Sachs/Whitehall Southwest Mall Portfolio

**Sale of a portfolio of 6 regional malls totaling 3.8 million square feet**



- Savills was retained to sell a portfolio of 6 regional malls totaling 3.8 million square feet located in New Mexico, Texas, Louisiana and Oklahoma.
- Though the properties are situated in second tier cities, each is either the dominant or the only regional mall in its respective trade area. Additionally, although the properties are not distressed and have respectable sales and occupancy figures, the portfolio's history lends credibility to the argument that new, proactive ownership could enhance profitability further.
- The portfolio had been acquired by First Union REIT from Marathon US Realty, a subsidiary of Canadian Pacific, in 1996. Shortly after the acquisition, First Union became embroiled in a lengthy and expensive takeover battle with Gotham Partners, a period during which First Union was unable to devote necessary capital and attention to the properties. After prevailing in the takeover in 2000, Gotham sold these assets to a joint venture between Whitehall and Zamias in 2000, after which management changed hands several times.
- Savills developed an effective marketing plan for the portfolio around these facts. Because certain individual properties might have greater value to local buyers, Savills cast a wide net among REITs, institutional funds, opportunity funds, mall turnaround specialists and regional and local private buyers.
- Savills's efforts resulted in a successful execution for our client.