

Project Highlights & Results

- A large, independent retailer sought a location for a new store in the vicinity of Johns Creek, GA.
- The search location matched the top demographic metrics for our client. However, there was no inventory on the market within the client's size parameters. Also, Johns Creek is extremely selective regarding the types of businesses it accepts in its community.

The Client

- Based in Scottsdale, AZ, this privately-owned, national retailer owns and operates 1,000 stores and is on the Forbes "Top 200" list of companies.
- This is an established client for whom RPA has completed 20 transactions involving new stores, a regional office, a training center and excess properties.

The Challenge

RPA's initial search of the area indicated that there were no available properties that met our client's specific criteria: close proximity to a retail hub with well known, established big box stores nearby, and a one-acre pad site on which to build. An additional challenge was that the city of Johns Creek, GA is known to be selective regarding its commercial retailers. RPA recognized that the retail mix of the surrounding area and the final layout plan were going to be key factors in selecting an appropriate site.

The Project & Solution

Initially, RPA physically explored the geographic area and reviewed the aerial visuals and demographic information. We searched online and in person for one-acre pad sites, but there was nothing available. While familiarizing ourselves with the area, we took note of key shopping centers, exploring options to create a pad site in one of their parking lots. RPA approached the owners of a center containing Hobby Lobby and Publix to determine if they would be amenable to having us create a one-acre pad site. They agreed! Once the site was in contract, we worked with the Johns Creek planning department and council to subdivide the property. Subsequently, RPA engaged an engineering firm as well as outside counsel to approach the City of Johns Creek to prepare a package about the client and the value they would bring to the city, attend briefings, and gather necessary documentation to secure approval for the project. The outside counsel then met with the St. Ives Country Club neighbors, and RPA met with Publix, Wells Fargo, a car wash, and other connected center members in order to secure reciprocal easement agreement approvals. Ultimately, our client was able to open another successful store in a prime retail hub. The retailer is a great fit for the center's customers and is an ideal location for our client since it is across from Target and The Home Depot and situated between regional and national grocers, Publix and Whole Foods.