

# Law firm signs lease for 54,000 square feet at CityScape

Phoenix Business Journal  
April 10, 2009

JAN BUCHHOLZ  
jbuchholz@bizjournals.com

Jennings Strouss & Salmon PLC signed a lease with RED Development for 54,000 square feet in the first phase of CityScape, a three-block mixed-use project under construction in downtown Phoenix.

The law firm expects to move into the new office in June 2010. It is 20,000 square feet smaller than the space Jennings now occupies at the neighboring Collier Center.

John West, managing attorney at Jennings, said new technology, customized design and other amenities will allow the 90-attorney firm to be more productive in less space.

"Our costs will be less in the long run than staying put," he said.

Two other large law firms also are moving to CityScape. Squire Sanders & Dempsey LLP signed for 80,000 square feet, and Ballard Spahr Andrews & Inger-

soll LLP will occupy 40,000 square feet.

Keith Earnest, RED's vice president of development, said the lease terms typically are 10 to 15 years. Financial terms were not disclosed.

A key selling point for Jennings, West said, was the Kimpton Hotel Palomar that will be part of CityScape.

"Having a hotel on the property for clients is another one of the amenities we like," West said.

RED previously announced that Urban Outfitters, Fox Restaurant Concepts, Gold's Gym and AJ's Fine Foods will have operations in CityScape. Earnest said another major retailer will be announced in the next few weeks.

With the Jennings announcement, the CityScape office tower is 55 percent preleased, mostly by professional service firms.

"Across the Valley, new office leases are being signed every day," said Jonathan Keyser, principal of Cresa Partners, a national tenant representation firm with offices in Phoenix.

Dramatic increases in office vacancies are opening the door for many tenants to bargain with landlords for better deals, Keyser said.

"We are busy renegotiating leases across the state and across the country, and we are picking up new national clients who need help managing their real estate portfolios more effectively," he said.

Along those lines, he said, the buzzword is "rightsizing." "Tenants are trying to figure out ways to do more with less," Keyser said.

## GET CONNECTED

RED Development: [www.reddevelopment.com](http://www.reddevelopment.com)