

VANDERBILT UNIVERSITY Nashville, Tennessee

Vanderbilt University retained RCLCO to conduct a market analysis for a high-profile, school-owned property on West End in Nashville. Through this process, RCLCO identified specific office and retail development opportunities for the property and prepared market-based development recommendations.

Based on our analysis, Vanderbilt retained RCLCO to manage the RFQ and RFP process for the West End property, identifying potential developers for the site and assisting the process of securing a developer that was knowledgeable about urban product and the local market, and was experienced in working in joint development situations.

Through this process, RCLCO worked with Vanderbilt to select Hines, an experienced Southeast office and commercial developer, to develop the mixed-use project. The combination of Hines' development strengths and the joint development program, which became a strong deal for the school, and the quality of the development proposal itself fit the needs of the university.

Today 2525 West End is a highly successful mixed-use project, with a 350,000 square foot office tower, major bookstore and other retail and restaurant tenants, and significant structured parking. The project assists in creating an urban atmosphere along West End and gives the school the high-profile project, office space the school itself needed, and the complimentary uses for students and faculty the school desired. The structure of the deal itself is also mutually beneficial to both the university and the developer.



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