



Personalized Service Yields Results.

Bruce Hoberman

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Connect



St. Louis Park's Very Own Sports Announcing Legend

Sports announcer Bruce Hoberman has been calling the shots for 40 years – and is still going strong.

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About Bruce



Bruce Hoberman
Senior Associate
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PROFESSIONAL EXPERTISE

Bruce Hoberman specializes in the selling, leasing and purchasing of industrial properties, representing both tenants and landlords primarily within the Twin Cities. Bruce also consults with local and national companies that have various requirements outside of his expertise and specializes in ensuring that the right team is put in place to achieve the best results.

Bruce focuses on developing great client relationships with his integrity, work ethic, knowledge, dedication and communication skills. He works extensively with clients throughout their lease term to ensure that they properly time and leverage their decision based on the real estate cycle and market conditions. Prior to joining Cushman and Wakefield in 2001, Bruce was the director of Retail Operations for the FuncoLand organization for 11 years and was instrumental in the opening of 450 retail stores nationwide.

PROFESSIONAL AND COMMUNITY INVOLVEMENT

Bruce is an active member of the Minnesota Commercial Association of Realtors (MNCAR). As a volunteer Bruce has served as a coordinator and chairperson for a number of fundraising events, coached youth sports, and served as a Public Address announcer for high school sporting events. Bruce is also known as the voice of St. Louis Park Sports where he is in his 40th year as a play by play announcer for high school sporting events on local Cable Television. Bruce currently covers games for St. Louis Park and Benilde - St. Margaret's High School.

CLIENTS SERVED

- Emerson
 - Aldi
 - Nordic Ware
 - Peet's Coffee
 - Sentinel
 - Aetna
- GoPuff
 - Principal Financial
 - BlueWater Manufacturing
 - Great Point Investors
 - Wheeler Lumber
 - Baceline Investments

St. Louis Park's Very Own Sports
Announcing Legend

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About Cushman & Wakefield

A CULTURE OF COLLABORATION. A COMMITMENT TO RESULTS.

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 53,000 employees in 400 offices and 60 countries. In 2019, the firm had revenue of \$8.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services.

A recognized leader in real estate research, the firm publishes a broad array of proprietary reports available at www.cushmanwakefield.com.

- Nationally, Cushman & Wakefield was recently ranked #1 in Industrial Leasing. [Click here](#) to watch the video.
- Cushman & Wakefield was ranked again #1 Commercial Real Estate Brokerage Firms and #1 Commercial Property Management Firm from *Mpls/St. Paul Business Journal* in 2019.
- Cushman & Wakefield is a part of *Forbes'* list for America's Best Large Employers 2019. America's Best Employers are chosen based on an independent survey from a sample of 30,000 U.S. employees working for companies employing at least 1,000 people in their U.S. operations.

Visit cushmanwakefield.com to learn more

BY THE NUMBER

/

400

OFFICES

(approx.)

/

60

COUNTRIES

(approx.)

/

\$8.8B*

2019 REVENUE

* USD

/

53,000

EMPLOYEES

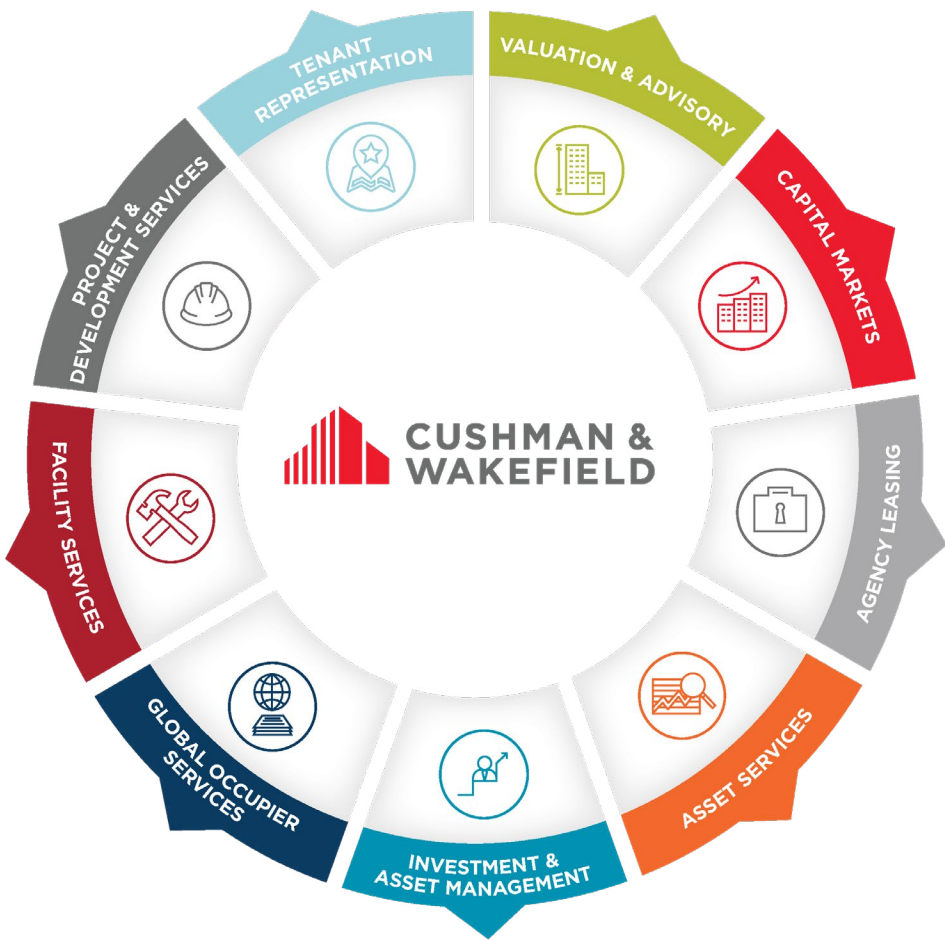
(approx.)

/

4.1B

SF MANAGED

CORE SERVICES



Select Listings



Westview Business Center North

680-700 Mendelssohn Ave, Golden Valley, MN

- Excellent location with easy access to Highway 169 and Highway 55
- Heavy Power
- Air-conditioned warehouse
- Abundant parking
- Ideal space for a medical or technology company
- Can accommodate call center parking



DOWNLOAD PDF



Westview Business Center South

622-676 Mendelssohn Ave, Golden Valley, MN

- Excellent location with easy access to Highway 169 and Highway 55
- Abundant parking
- Great space for smaller businesses
- Dock or drive-in loading
- Flexibility for growing companies



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CLICK TO VIEW MORE CASE STUDIES



Client Testimonials

LANDLORD REPRESENTATION

Bruce,

Thank you for your help and persistence leasing the Westview Business Center office/warehouse property in Golden Valley. We have made great progress dramatically reducing the vacancy over the past couple years.

I really appreciate your knowledge of the market and how other properties are competing with us for our prospective tenants. Your experience and expertise have really helped us position deals so we get the lease instead of our competition. I also appreciate how you have invested effort to learn about us as owners and how we like to operate and do deals. You are very good at positioning proposals that make it easy for us to agree to.

You stuck with us through the past very challenging real estate cycle and had some great ideas on improvements we could make to get our vacancies ready to close quickly when the right tenant came along. I truly believe your perspective on improving the vacancies is what allowed us to capture the deals when the markets were very challenging. Now that things are improving, we are in even better shape.

You do a great job reading the prospects so you understand where we need to compromise and where we can push back.

We have had some great results recently and we can't thank you enough. Keep up the good work.

Dave Dahl
Cambridge Apts. Inc.

Bruce,

I just wanted to reach out to thank you for a really top notch job in managing our industrial leasing activities in the Twin Cities. We own industrial properties in numerous parts of the country, and **I truly feel that you are the best leasing professional we have encountered.** As we move toward a sale of Westpoint, I want you to know that we could not have stabilized this property without you.

I trust your judgment and your integrity implicitly, and know that you are giving me the straight story about what terms we can achieve in any given transaction. You never take the easy way out with lowball recommendations and are always striving to get us the best terms possible without losing the prospect. We also value your market knowledge and diligence in researching competing properties. Finally, the rapport you build with existing tenants has enabled us to retain virtually all of them, often working through challenging issues/requirements.

Thanks much for your many contributions to Baceline.

Craig Zoellner
Principal at Baceline Investments..



Client Testimonials

OWNER REPRESENTATION

After the very successful sale of our property, I wholeheartedly thank Cushman & Wakefield and, in particular, Bruce Hoberman for the level of service and commitment provided to us. Bruce’s thoroughness, attention to detail, and market knowledge was evident immediately and instrumental in obtaining multiple offers and an excellent price for our property. His vast experience made the transaction easy and smooth as he anticipated issues, provided answers and kept all parties informed in an even-keeled, professional manner.

I truly felt that, with Bruce, ‘the customer comes first’ and without reservation recommend him to anyone with commercial real estate needs.

Paul Skoog
CFO, Packaging Incorporated

We challenged Bruce with a unique situation when listing our property. We had three years remaining on a lease and no commitment from the tenant to extend beyond the 36 months. Bruce rolled up his sleeves and went to work, finding a buyer almost immediately and then guiding us seamlessly through the process of closing the transaction. He kept us up to date on all aspects of the process and made sure everything and everyone was on track for a targeted close date.

His commitment to customer service, high level of professionalism and overall tenacity was impressive. We would recommend Bruce to anyone looking to buy or sell a property and he’ll be the first person we call for all future deals.

David Schlaifer
Cosmic Holdings LLC

I found that working with Cushman & Wakefield to be an excellent professional experience. They timely listed our property, provided excellent references for the value of our property, and followed through until the deal was closed to our satisfaction. I would recommend Bruce Hoberman [and] Cushman & Wakefield without hesitation.

Jim Horn
CEO, PI Enterprises



Client Testimonials

TENANT REPRESENTATION

In 2015 the location we operated in was sold for the purpose of redevelopment necessitating our business to relocate. When it became clear that we would have to move our business we immediately began searching for new locations which proved to be very difficult especially for a business with the specific needs that ours has. We searched extensively with no success even considering options that were not ideal due to location or the condition of the building.

We knew it was critical to find the right building in a location that was accessible to our clients which is why we contacted Bruce Hoberman.

In a short period of time Bruce found a location that not only suited our needs but was less than two miles from our previous location. Bruce has been indispensable in the monumental task of relocating a business. Finding the new location was just the first step in reestablishing our business.

Bruce has assisted us throughout the entire process from negotiating with property owners, working with the city to secure permits, finding contractors to construct our new space, even brand identity and other numerous other crucial details involved with relocating a business. Bruce's expertise and assistance throughout this process has proven invaluable to us.

Mike McKinley

Owner, Auntie Ruth's Furry Friends

The lease on our office in Bloomington was coming due when I reached out to Bruce Hoberman at Cushman Wakefield for help with its renewal and determining fair market value. We were very satisfied and comfortable in our office and after 10 years not interested in moving. Without hesitation Bruce agreed to work with me.

Systematically, Bruce began the due diligence process using his superior market knowledge, skills and experience. He reviewed our existing lease and office conditions, listened to our desires and found office comps in close proximity. One property in particular happened to be an improvement with significant annual savings that deserved serious consideration. But, our employees were happy in our existing space where they wanted to stay.

With understanding and our best interests in mind, Bruce used this information and negotiated with our Landlord to reduce our base rent by 30 percent with favorable tenant improvement responsibilities. Bruce displayed a high level of honesty, integrity and objectivity during the entire process. Our desires were always given respect.

I certainly couldn't have accomplished this on my own and recommend Bruce with the highest confidence level.

Dale Draves, P.E.

Vice President, Wheeler Lumber

We are so fortunate to have Bruce Hoberman as our Property Broker for the past nine plus years and two facility moves during that time period. Bruce has built a strong relationship between our company and Cushman & Wakefield through his market knowledge, honesty, dedication and amazing customer service.

I also appreciate the fact that Bruce will work very hard to find the "right fit" for the business and not be the salesperson that is only in it to make the sale!

Myrna Schwarz

General Manager, Xinyue International

Our team has had the distinct pleasure of working with Bruce Hoberman over the past two years as our company embarked on a nation-wide expansion. He was given the difficult task of finding two locations in a very specific area where there was little to no vacancy. Bruce's market knowledge was instrumental in finding us two locations that met our criteria. He also assisted us in the construction process by providing us with a contractor and helping with the scope of work and construction costs. Bruce has demonstrated time and again to be hardworking, responsive and attentive to our company's unique requirements and needs. Bruce is a truly valued member of our team and we would not be in the place we are in today without his strong work ethic and diligence.

Hadji Maloumian / Endri Gina

GoPuff

Market Research

Plenty of companies can provide you with market rents and availabilities. But which location is the right location for your headquarters? Your warehouse? Your R&D facility? That level of advice takes local knowledge and deep insight – the kind Cushman & Wakefield has been providing clients for generations.

We provide the most timely, highest-quality information and analysis to help our clients optimize their real estate decisions. We achieve this goal through our vast resources, worldwide coverage, and multi-disciplined approach.



THE COMPASS REPORT

In this biannual assessment of the Minneapolis/St. Paul commercial real estate market, our market experts analyze real estate trends and help you understand the near-term prospects for all commercial property sectors.



MSP MARKET OVERVIEW

Our Market Overview provides an in-depth look at the vibrant Minneapolis-St. Paul metropolitan area beyond commercial real estate.



MARKETBEAT SERIES

Cushman & Wakefield's award-winning publication, MarketBeat, profiles real estate conditions in major business markets throughout the world. Customized studies are also prepared to meet the specific informational needs of owners, occupiers, and investors.




GLOBAL REPORTS

In this biannual assessment of the Minneapolis/St. Paul commercial real estate market, our market experts analyze real estate trends and help you understand the near-term prospects for all commercial property sectors.

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Visit cushmanwakefield.com
to learn more



Bruce Hoberman: St. Louis Park's Very Own Sports Announcing Legend

BY EMILY CHANG AND JENNIFER PITTERLE

Courtesy of St. Louis Park Magazine (Oct. 2014)

Sports announcer Bruce Hoberman has been calling the shots for 35 years - and is still going strong.

Bruce Hoberman, a 1979 graduate of St. Louis Park High School, has called hundreds of basketball, baseball and football games for St. Louis Park cable television - all as a volunteer. By day, Hoberman is a senior associate in Industrial leasing for Cushman & Wakefield / NorthMarq.

Although he didn't play sports in high school, once Hoberman's deep passion for announcing amateur sporting events began, it hasn't wavered. During high school, he announced for KDXL, St. Louis Park High School's student-run radio station.

For ParkTV16, Hoberman combines his love of spectating with on-air creativity. "I love sports, so it's fun for me to be able to come up with ways to describe the play, and it's a lot of fun to watch amateur athletes compete," he says. "The most memorable games I covered were the St. Louis Park boys' basketball championship teams in the late '70s and girls' basketball state tournament teams in the '80s," he recalls. "Those teams were the most fun, and I was covering section games when the stands were completely full and they had the biggest crowds of the year."

As for his favorite place to eat after a game? Park Tavern, because it's close and "it's where all the coaches go after games" - not to mention that he enjoys supporting local St. Louis Park establishments.

Hoberman currently lives in Plymouth with his two sons, Jordan and Benji, and his wife Dana, another St. Louis Park High alum.



Bruce Hoberman has a prime view of the action from the booth overlooking the high school football field.
Photo by Amanda Gahler