

The Biggest Deal



Andrew Briner, CCIM, and John McManus, CCIM, of Cushman & Wakefield in Oakland, Calif., negotiated the more than \$27.2 million sale of a 552,450-sf industrial property in Manteca, Calif., from Metlife to Duke Realty. Briner and McManus also represented an undisclosed buyer in the more than \$15.5 million purchase of a 150,075-sf industrial property in Union City, Calif., from an undisclosed seller.

Multifamily Big Deal



← **Thomas McConnell, CCIM, of Marcus & Millichap in Elmwood Park,**

N.J., and a partner negotiated the \$15 million sale of a 126-unit multifamily property in Rochelle Park, N.J., from Genwill Co. LLC to Real Estate Growth Advisors LLC.

→ **Bo Barron, CCIM, of Sperry Van Ness/The Barron Group in Owensboro, Ky.,**



represented a private investor in the \$7.8 million purchase of a 172-unit multifamily property in Owensboro from an undisclosed seller.

Michael W. Bobick, CCIM, of Granite City Real Estate in Waite Park, Minn., represented undisclosed sellers in the \$7.4 million sale of a 168-unit multifamily property in St. Cloud, Minn., to an undisclosed buyer.



← **Daniel J. Scanlon, CCIM, of Grubb & Ellis/Northern New**

England in Manchester, N.H., and a partner represented the Lois Roy Dickerman Trusts in the more than \$7.1 million sale of a 150-unit multifamily portfolio in Manchester to Brady Sullivan Properties and James and Paula Bennett.

Andrew Briner, CCIM, and John McManus, CCIM, of Cushman & Wakefield in Oakland, Calif., and two partners negotiated the \$6.5 million sale of a 60-unit multifamily property in Bend, Ore., from ATC Realty Sixteen-Wells Fargo Bank to an undisclosed buyer.

Ryan J. Johnson, CCIM, of Johnson Group in Reno, Nev., represented Gorelick Investments in the more than \$3.5 million purchase of a 62-unit multifamily property in Reno, Nev., from Alex Turner.

Industrial Big Deal

Kevin Markwordt, CCIM, of Transwestern Commercial Services in Atlanta and a partner represented Sunshine Associates LLC in the \$16.1 million sale of a 364,347-sf industrial property in Ball Ground, Ga., to Brennan Investment Group LLC.

Andy Wheeler, CCIM, of NAI West Commercial in Salt Lake City and a partner represented Connor Sport Court International in the 20-year, \$16 million lease of a 162,000-sf industrial building in Salt Lake City. **Kyle Roberts, CCIM, of NAI West Commercial in Salt Lake City** and a partner represented an undisclosed lessor.

Kevin A. McGrath, CCIM, of Cassidy Turley in Columbus, Ohio, and two partners represented Aegon in the more than \$7.1 million sale of a 308,000-sf industrial property in Gahanna, Ohio, to Niagara Bottling LLC.

Larry Edwards, CCIM, of NAI San Diego in San Diego represented Paulus Enterprises LLC in the \$5.8 million purchase of an 80,000-sf industrial building in Fontana, Calif., from Fontana Industrial Partners LLC.

Si A. Pitstick, CCIM, of Cincinnati Commercial Realtors in Cincinnati represented Green Bay Packaging in the \$4.2 million purchase of a 268,614-sf industrial property in Lebanon, Ohio, from Quad Graphics.

Retail Big Deal

→ **Keith A. Sturm, CCIM, and Deborah K. Vannelli, CCIM, of Upland Real Estate Group in**



Minneapolis represented an undisclosed seller in the \$16 million sale of a 79,963-sf retail property in Virginia to an undisclosed buyer.



→ **Young Ja**

Kim, CCIM, of Kim Commercial in Duluth, Ga., represented Spring Village LLC in the more than \$4.8 million sale of a 63,200-sf retail property in Smyrna, Ga., to Plantation Pointe LLC.



Bruce Kemp, CCIM, of Compass Commercial Real Estate Services in Bend, Ore., represented a private investor in the more than \$4 million purchase of a 12,096-sf retail building in Bellingham, Wash., from an undisclosed seller. Kemp also represented the same buyer in the more than \$3.2 million purchase of an 8,000-sf retail property in Tacoma, Wash., from an undisclosed seller.

Brian L. Lightle, CCIM, of Lightle Beckner Robison in Melbourne, Fla., represented Regions Bank in the \$3.5 million sale of a 102,000-sf retail property in Melbourne, Fla., to an undisclosed buyer.

Office Big Deal

Kevin Markwordt, CCIM, of Transwestern Commercial Services in Atlanta and two

partners represented Lincoln Harris in the \$26 million sale of a 303,156-sf office building in Columbia, S.C. **David C. Lockwood III**, CCIM, of Colliers Keenan in Columbia and a partner represented the buyer, AgFirst Farm Credit Bank.

↓ **Chad Boddez**, CCIM, of



Colliers International in Edmonton, Alberta, represented North American Con-

struction Group in the 10-year, \$22.7 million lease of 80,000 sf of office space in Edmonton from Remington Development Corp.

Duke Suwyn, CCIM, of Colliers International in Grand Rapids, Mich., represented Franklin Monroe LLC in the \$11.8 million purchase of 200,000 sf of office space in Grand Rapids. **Colin Kraay**, CCIM, of Colliers International in Grand Rapids represented the seller, Westminster Campau LLC.

↓ **Thomas M. McDermott**,



CCIM, and **John F. Thiry**, CCIM, of NAI Commercial Partners in Lancaster, Pa., negotiated the



15-year, more than \$10 million lease of 80,000 sf of office

space in Lancaster from an undisclosed lessor to Parsons Brinckerhoff.

Stanley J. Wisinski III, CCIM, and **Mary Anne Wisinski-Rosely**, CCIM, of NAI Wisinski of West Michigan in Grand Rapids, Mich., and a partner represented a group of 16 doctors in the \$9.2 million sale of a 110,000-sf medical office building in Grand Rap-

ids to MB Real Estate.

Whitney Hake, CCIM, of Cassidy Turley Colorado in Denver and two partners represented Orchard Falls in the more than 10-year, more than \$7.7 million lease of 32,028 sf of office space in Greenwood Village, Colo., to NBH Bank NA.

Specialty

Big Deal

Todd D. LaPlante, CCIM, of Five Points Commercial in Huntington Beach, Calif., represented Kinka LLC in the \$16.2 million purchase of a 35,076-sf car dealership in Huntington Beach from the Howard L. Abel Family Trust.

→ **Reid A.**

Bennett, CCIM, of Sperry Van Ness in Chicago and two partners negotiated the



\$7.4 million sale of a 197-unit seniors housing portfolio in Des Moines, Iowa, from an undisclosed seller to an undisclosed buyer.

Land

Big Deal

→ **William H. Rollins Jr.**, CCIM, of Land Solutions in Fort Myers, Fla., and a partner negotiated the more than \$6.2 million sale of 65 acres of land in North Fort Myers, Fla., from Colonial Homes to DR Horton.

→ **William A.**

Eshenbaugh, CCIM, and **Nancy B. Surak**, CCIM, of Eshenbaugh Land Co. in Tampa, Fla., represented an undisclosed seller in the more than \$3.7 million sale of 413 acres of land in New Tampa and Wesley Chapel, Fla., to Taylor Morrison.



Hospitality

Earle B. Wason, CCIM, of Wason Associates Hospitality Real Estate Brokerage Group in Portsmouth, N.H., represented Butson Lincoln LLC in the \$4.7 million sale of an 81-room Comfort Inn in Lincoln, N.H., to Amba Hotel LLC.

Mixed-Use

→ **Timothy C. Macker Jr.**, CCIM, of Coldwell Banker Commercial Westmac in Los Angeles and a partner represented an undisclosed seller in the more than \$4.3 million sale of a 9,095-sf mixed-use property in Santa Monica, Calif., to a 1031 exchange buyer.



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CCIM ROI



"Mailbridge was the vehicle that helped make the deal happen," explains

George Renz, CCIM, of Renz and Renz Real Estate Brokerage in Gilroy, Calif. **Barbara K. Hokel**, CCIM, of NAI Ruhl and Ruhl Commercial in West Des Moines, Iowa, contacted Renz about a 66,512-sf mixed-use property in Waterloo, Iowa, he had recently listed on CCIM MailBridge for his client, Cedarloo Partners. Soon thereafter, Hokel represented M&G Capital LLC in the more than \$3.4 million purchase. And though she and Renz have yet to meet in person,



Hokel says that online networking platforms such as CCIM MailBridge are "always beneficial." Renz agrees: "This is my fourth deal in two years directly due to MailBridge," he says.

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