

[Home](#) / [CIRE Magazine](#) / Deal Makers

COMMERCIAL INVESTMENT

Real Estate

CCIM FEATURE

Deal Makers



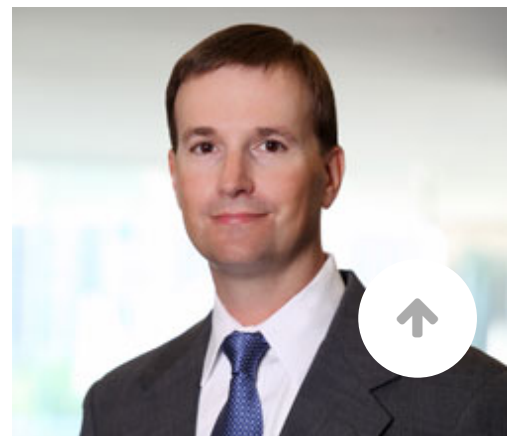
Jan.Feb.17

The Biggest Deal

A. Scott Henry, CCIM, of Dalfen America Corp. in Dallas and his team represented Dalfen in the \$55.3 million purchase of the combined 1.2 million sf industrial properties in Reno, Nev., from an undisclosed seller.

Multifamily

John Edwards, CCIM, of Carolina Apartment Advisors in Myrtle Beach, S.C., represented University Housing Group in the \$34.2 million sale of a 228-unit student housing community, Carolina Cove, in Wilmington, N.C., to an undisclosed buyer.



Troy Muljat, CCIM, of Muljat Group Commercial in Bellingham, Wash., represented Peter and Candace Spennato in the more than \$19.7 million sale of the 78-unit student apartments in Bellingham, Wash., to TMG & Western LLC.

Dean Roth, CCIM, of Roth and Associates LLC in Fort Lauderdale, Fla., and a partner represented an undisclosed seller in the \$14.4 million sale of a 110-unit senior housing center in Fort Lauderdale, Fla., to an undisclosed buyer.

Sharon Carz, CCIM, of SVN in Los Angeles represented an undisclosed buyer in the more than \$13.7 million purchase of the 26-unit Wilcox Townhome Apartments in Los Angeles from an undisclosed seller.

Scott Yocum, CCIM, of Re/Max Centre Realty in State College, Pa., represented MacIntosh Courts LP in the \$12.5 million purchase of the 166-unit multifamily building in State College, Pa., from an undisclosed seller.

Robert L. Riddle, CCIM, of Riddle Associates in Chesapeake, Va., represented Windsor Manor Park in the more than over \$4.9 million sale of the 29 acre Windsor Mobile Home Park in Windsor, Va., to Franklin Management.

Todd Clarke, CCIM, of NM Apartment Advisors in Albuquerque, N.M., represented Latitude in the \$3.8 million sale of the 69-unit Girard Commons Apartments in Albuquerque, N.M., to Little Blue LLC.

Industrial

Jeff Heaton, CCIM, of Newmark Grubb ACRES in Salt Lake City and a partner represented an undisclosed buyer in the \$13.2 million purchase of a 258,902-sf industrial building in Salt Lake City from an undisclosed seller.

Darrell Okada, CCIM, of NAI Puget Sound Properties in Bellevue, Wash., represented Sun Coast investors LLC and J&J Commando LLC in the more than \$12.5 million sale of the 150,046-sf Airport Business Center at Paine Field in Everett, Wash., to Vaupell Industrial Plastics LLC.

Dave Simonsen, CCIM, **Michael Nevis**, CCIM, **Steve Kucera**, CCIM, and a partner, of Kiddell Matthews in Reno, Nev., represented Panattoni Development Company and CP Logistics Inc. in the \$6.4 million lease of a 217,863-sf industrial space at North Valleys Commerce Center in Reno, Nev. to Kelty/Excell Outdoors LLC.

Cathy Jones, CCIM, of Sun Commercial Real Estate in Las Vegas and four other partners represented Trident Pacific Real Estate Group in the more than \$5.1 million sale of the 44,791 sf

industrial building in Las Vegas to an undisclosed seller.

Retail

Christian Johannsen, CCIM, of NAI/Merin Codman in Boca Raton, Fla., represented Celebration Advance, LLC in the \$17.2 million purchase of the 100,924 sf Celebration Office Center in Kissimmee, Fla., from RT Celebration.

John R. Homsher, CCIM, of Podolsky|Circle CORFAC International in Riverwoods, Ill., and two partners represented Normal Properties of Illinois LLC in the \$11.9 million sale of the 100,00-sf College Plaza Shopping Center in Normal, Ill., to Phillips Edison.

Scott Seyfried, CCIM, of Pace Properties Inc., in St. Louis negotiated the \$10.6 million sale of a 147,920 sf retail center in St. Louis to Jared Commercial of Springfield, Ill.


Bryan Perrucci, CCCIM, of Southwestern Management Group in Charleston, S.C., represented TreCal LLC and Avondale Company LLC in the \$6.2 million purchase of a 53,427 sf retail space in Charleston from 1001 Harborview LLC.

Steve Horn, CCIM, and **Ian Black**, CCIM, of Ian Black Real Estate in Sarasota, Fla., negotiated the more than \$5.5 million sale of a 61,763 sf shopping center in Bradenton, Fla., from Bay Area Medical Plaza LLC to Cortez/34th Street LLLP.

Kevin D. Chin, CCIM, of SVN Commercial Real Estate Advisors in San Francisco represented Remarck Partners LLC in the more than \$5.2 million sale of the 8,475 sf SOMA San Francisco Corner Retail Building in San Francisco to 1125 BC2 LLC.

Matt Stepan, CCIM, of Premier Commercial in Bonita Springs, Fla., represented Shoppes of Estero SAA LLC in the more than \$5.4 million purchase of a 25,000 sf retail building located in Estero, Fla., from Estero TT Retail LLC. Stepan also represented One Parker Center KLA LLC in the \$3.3 million purchase of an 8,500-sf retail building located in Fort Myers, Fla., from EBC Daniels LLC.

Office

Russell T. Noll, CCIM, of Transwestern in San Antonio and a partner negotiated the more than \$10 million lease of the 157,472 sf VISTA Corporate Center office space in San Antonio to an undisclosed tenant. 

Gregg Kafka, CCIM, **Andrew Cheney**, CCIM, and **R. Craig Coppola**, CCIM, of Lee and Associates Arizona in Phoenix, and a partner represented Furst Properties in the more than \$32.5 million purchase of the 1,000,000 sf Furst Corporate Center office space in Phoenix, Ariz., from Furst Properties.

million lease of the 96,348 sf The Pinnacle in Kierland III in Scottsdale, Ariz., to Bank of America.

Jessie Greer, CCIM, of Avison Young in Reno, Nev., represented an undisclosed buyer in the \$27 million purchase of four medical offices and two office buildings in Reno, Nev., from an undisclosed seller.

Jill Rasmussen, CCIM, of The Davis Group in Minneapolis and two partners represented an undisclosed buyer in the more than \$23.2 million purchase of the 87,000 sf Maitland's Medical Village in Orlando, Fla., from an undisclosed seller.

Brian Bacon, CCIM, of CB Richard Ellis of Kansas City, Mo., and **Brent Roberts**, CCIM, of Block Real Estate Services in Kansas City, represented VML Inc. in the \$17.3 million lease of the 97,679-sf office space at Charles B. Wheeler Downtown Airport in Kansas City from the City of Kansas City.


Robert Burns, CCIM, of Robert H. Burns Company in Nashville, Tenn., negotiated the over \$11.8 million sale of the 44,000-sf Premier Building in Brentwood, Tenn., from Premier Building LLC to United Premier LLC. Burns also represented 2017 Crescent Road Buyers in the \$9 million purchase of the 60,197 sf office space in Nashville from Nashville Investments 37 LLC.

Keith Dedrick, CCIM, of Corporate Commercial Group in Indianapolis represented Pennwood LLC in the more than \$9.5 million sale of the 77,004 sf Pennwood Office Suites in Carmel, Ind., from Kimmel Square LLC.

Brian Andrus, CCIM, of Stonebridge Real Estate Co. in Clearwater, Fla., represented Clearwater Tower LLC in the more than \$8.4 million financing of the 104,580 sf office space in Clearwater, Fla., from Wilder Corp.

Jan Wilking, CCIM, of Berkshire Hathaway Utah Properties in Park City, Utah, and a partner represented an undisclosed seller in the \$7.6 million sale of a 44,000 sf office space in Park City to an undisclosed buyer.

Land

Timothy C. Macker, CCIM, of Coldwell Banker Commercial in Los Angeles negotiated the \$4 million purchase of a 7,500 sf commercial lot in Santa Monica, Calif., from an undisclosed seller to an undisclosed buyer. 

John Hoagland, CCIM, and a partner of Commercial Realtors in Louisville, Ky., represented DLP Real Estate LLC in the more than \$3.8 million purchase of an 8,632 sf piece of land in Louisville from Jefferson Healthcare Old Henry.

Mixed-Use

Sandy Shindleman, CCIM, of Shindico Realty in Winnipeg, Canada, represented the buyer 7319704 Manitoba Ltd in the \$9 million purchase of a 165-acre mixed-use property in Winnipeg from Canad Corporation of Manitoba Ltd.

Timothy C. Macker, CCIM, of Coldwell Banker Commercial in Los Angeles and a partner represented an undisclosed seller in the \$3.3 million sale of a 9,200 sf mixed-used building in Los Angeles to an undisclosed buyer.

Specialty

Paul Loukas, CCIM, of Cape Fear Commercial in Wilmington, N.C., represented Real Properties LLC in the more than \$4.9 million sale of 83 single-family rental houses in Wilmington to Real Properties LLC.


Gene J. Livens, CCIM, of Service Realty represented Ministerio Gracia in the \$3.5 million sale of a 42,889 sf church in Arlington, Texas, to World Mission Society COG.

Financing

Neal Churney, CCIM, of Cohen Financial in Scottsdale, Ariz., arranged the more than \$4.9 million financing for the 181-unit Verde Vista housing complex in Phoenix for an undisclosed borrower.

CCIM ROI

“When people recognize you are a CCIM, that gives you a level of credibility that you might not have otherwise” said **Reggie Greer**, CCIM, of RG Real Estate Services in Rogers, Ark. Credibility, trust, and respect seem to become the evident theme in the transaction between Greer and **T.J. Lefler**, CCIM, of Sage Partners in Fayetteville, Ark.

Lefler listed the Frisco Station Mall in Rogers and received multiple offers for the property. “Reggie approached me with a buyer, we stayed in contact, and after having a few other offers we decided to go with Reggie's buyers,” Lefler says. “Reggie really understood the complexity of the deal because of his CCIM education and understood the type of buyer needed for the mall.” Greer attributes his understanding ir able to value the property to his CCIM education. Having the right tools to succeed made Greer and L  the ideal team in completing this transaction.

Both CCIMs were familiar with each other from being in the same local real estate market in northwest Arkansas, and they were also aware of each other's expertise. The two teamed up to close the \$8.5 million sale of the 285,580-sf indoor mall, as they represented both of their out-of-state owners. “I believe he trusted