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# The Biggest Deal



← **Andrew S. Cheney, CCIM, and R. Craig Coppola, CCIM**, of Lee & Associates in Phoenix negotiated the 12-year, more than \$39 million lease of 111,598 sf of office space in Phoenix from 24th at Camelback II LLC to Cole Capital Advisors.

→ **Thomas M. McDermott, CCIM**, of NAI Commercial Partners in Lancaster, Pa., represented Union National Community Bank in the \$3.7 million sale of 136,542 sf of industrial space in Lancaster to MBJA Partners LLC. **James W. Wentz, CCIM**, of High Associates in Lancaster represented the buyer.



## Multifamily

### BIG Deal

→ **Christopher Coupal, CCIM**, of DTZ Barnicke Waterloo Wellington in Waterloo, Ontario, negotiated the more than \$22.4 million sale of the 191-unit Westcourt Estates in Waterloo from a private investor to an undisclosed buyer.



↑ **Elizabeth Tilbury, CCIM**, of Tilbury Ferguson & Neuburg in Portland, Ore., and a partner negotiated the \$10 million sale of the 100-unit Cedar Hills Townhomes in Portland from Cedar Hills Townhouses LLC to Cedar Hills Manor LLC.



← **John W. Preiss, CCIM**, of The Preiss Co. in Raleigh, N.C., negotiated the \$2.7 million sale of a 288-bed student-housing property in Elon, N.C., from J.E. Roberts Co. to an undisclosed buyer.

## Office

### BIG Deal

→ **Robert J. King, CCIM**, of R.J. King & Associates in Tampa, Fla., negotiated the \$18.3 million sale of two medical office buildings totaling 104,000 sf in Orlando, Fla., from Commons Florida to Healthcare Trust of America.



**Dennis Hearst, CCIM**, of Cushman & Wakefield in San Diego represented Novatel Wireless in the 6-year, more than \$13.4 million lease of 96,330 sf of office space in San Diego from Maguire Properties.

**Tony Fluhr, CCIM**, of NTS Development Co. in Louisville, Ky., and a partner represented NTS Realty Holdings in the 10-year, more than \$9 million lease of 75,000 sf of office space in Louisville to Insight Communications.



← **Soozie Jones-Walker, CCIM**, and **Bobbi Miracle, CCIM**, of Commercial Executives in Las Vegas represented Holland & Hart in the



10-year, more than \$6.1 million lease of 25,594 sf of office space in Las Vegas from Margel/Parkway Pointe LLC.

## Industrial

### BIG Deal

→ **Edward J. Redlich, CCIM**, of ComReal Miami in Miami represented Faith Freight Forwarding in the more than \$7.6 million sale of a 127,000-sf industrial property in Miami to Del Valle Brands Distribution.



**George J. Pofok, CCIM**, of Cresco Real Estate in Cleveland and two partners represented Automated Packaging Services in the \$5.2 million purchase of a 173,315-sf industrial property in Streetsboro, Ohio, from Playtex Manufacturing.

**Terence P. Coyne, CCIM**, of Grubb & Ellis Co. in Cleveland represented the seller.



← **Holly Yang, CCIM**, of Rainer Pacific Properties in Seattle represented Evangelical Chinese Church in the more than \$4.8 million purchase of 60,511 sf of industrial space in Redmond, Wash., from an undisclosed seller.

← **Renee Dyer, CCIM**, of Prudential Commercial Real Estate in Land O' Lakes, Fla., and a partner negotiated the \$3.1 million sale of 56,000 sf of industrial space in Odessa, Fla., from Paladin Properties to Gunn Highway REEP LLC.

→ **Ian M. Grusd, CCIM**, of Sperry Van Ness Richter Grusd in Iselin, N.J., represented Toma Realty and The Arbor Group in the \$2.8 million purchase of a 43,880-sf industrial property in Union, N.J., from an undisclosed seller.

→ **Ian M. Grusd, CCIM**, of Sperry Van Ness Richter Grusd in Iselin, N.J., represented Toma Realty and The Arbor Group in the \$2.8 million purchase of a 43,880-sf industrial property in Union, N.J., from an undisclosed seller.



## Retail

### BIG Deal

→ **Ember W. Grummons, CCIM**, of Investors Realty in Omaha, Neb., represented Jasper Stone Partners in the more than \$10.7 million purchase of the 163,000-sf Stateline Station Shopping Center in Kansas City from M&I Bank.



**Christopher Prosser**, CCIM, and **Steven L. Timmel**, CCIM, of Colliers International in Cincinnati and a partner represented JPMCC 2006-LDP6 Eastgate Boulevard LLC in the \$7.5 million sale of a 402,786-sf retail property in Cincinnati to Union Township Clermont County CIC.

**Christopher Coupal**, CCIM, of DTZ Barnicke Waterloo Wellington in Waterloo, Ontario, negotiated the \$6.8 million sale of a 17,000-sf retail property in Waterloo from an undisclosed seller to an undisclosed buyer.

→ **Thomas M. Hubbard**, CCIM, of Poe & Cronk Real Estate Group in Roanoke, Va., represented an investment group in the \$6 million purchase of three Applebee's Restaurants totaling 14,336 sf and located in Roanoke, Christiansburg, and Martinsville, Va., from an undisclosed seller.



**Niraj Sarda**, CCIM, of CB Richard Ellis in Dearborn, Mich., represented Ford Leasing Development Co. in the \$4.7 million sale of a 50,000-sf retail property in Irving, Texas, to College Properties.



← **Garry E. Adams**, CCIM, of Capital Realty in Sherman Oaks, Calif., represented Safeway in the \$4 million sale of a 29,000-sf retail property in La Mirada, Calif., to an undisclosed buyer.

**Ryan J. Johnson**, CCIM, of Johnson Group in Reno, Nev., and a partner repre-

sented an undisclosed buyer in the \$3.3 million purchase of an 18,514-sf retail property in Reno from an undisclosed seller.



← **David J. Stevens**, CCIM, of Investment Properties Corp.

in Naples, Fla., negotiated the \$3.2 million sale of a 21,000-sf retail property in Naples from Everbank to Shelbourne Towers LP.

## Hospitality

→ **Robert Hand**, CCIM, and **Richard Juge**, CCIM, of Re/Max Commercial Brokers in New Orleans represented Marshall



Investments in the more than \$5.3 million sealed-bid sale of a 141,000-sf hotel in New Orleans to a private investor.

## Financing

### BIG Deal

**Paul B. Natalizio**, CCIM, of Cornerstone Realty Consultants in Stoneham, Mass., arranged the \$6.9 million financing of a three-building mixed-use portfolio in Boston for an undisclosed client.

**Brad A. Cox**, CCIM, of Thomas D. Wood and Co. in Winter Park, Fla., arranged the \$3.4 million financing of 70,104-sf Shoppes of Atlantis in Atlantis, Fla., for an undisclosed borrower. Cox also arranged the more than \$2.9 million financing for the 66,403-sf Taramac Center in Taramac, Fla., for an undisclosed borrower.

# CCIM ROI



Demographics can make or break a retail transaction, so **S.R. Mills**, CCIM, of Bear Commercial LLC in Kenosha, Wis., turned to STDB for assistance when he represented Vernon Hills TKK LLC in the more

than \$1.7 million lease of a 7,382-sf retail property for a Tilted Kilt Pub & Eatery. "My client was concerned because a restaurant had previously failed in that location, but the demographics report proved that it wasn't due to a lack of potential consumers," Mills says. "For our smaller commercial brokerage firm, STDB's quality and relevant software is imperative." **Stuart L. Rosenberg**, CCIM, of ICI Commercial in Arlington Heights, Ill., represented the lessor, Keystop Investors.



## Specialty

**Robert Hand**, CCIM, and **Richard Juge**, CCIM, of Re/Max Commercial Brokers in New Orleans represented MIC-ORDOS in the \$5.1 million sale of the 300-acre Bedico Creek golf course in Madisonville, La., to David Waltemath Properties.

## Mixed-Use

**Robert DiPietrae**, CCIM, of Hendricks & Partners in Seattle represented Uptown Associates in the \$9.5 million sale of a 44,310-sf mixed-use property in Portland, Ore., to Uptown Tower Apartments LP.

Submit transactions to Deal Makers, *CIRE*, 430 N. Michigan Ave., Chicago, IL 60611; e-mail to [dealmakers@ccim.com](mailto:dealmakers@ccim.com); or fax to (312) 373-8219. Include a high-res digital color property photo or head shot if available.

### Advertisers' Index

CCIM at ICSC .....	17
CCIM Course Formats .....	11
CCIM Course Schedule .....	9
CCIM Live!.....	15
CCIM Membership .....	31
CCIM President's Cup .....	19
<i>CIRE</i> Online .....	2
Education Foundation of the CCIM Institute .....	41
Grandbridge Real Estate Capital ..	3
Green Courte Partners .....	5
Massimo Group .....	21
Prudential Commercial Real Estate .....	7
Re/Max International .....	cover 4
STDB .....	cover 2, cover 3
Walmart Realty .....	13

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