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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.



→ **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.



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.

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

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.

← **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.



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.

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.

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