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Real Estate

CCIM FEATURE

Deal Makers

Jul.Aug.14

The Biggest Deals

Russell T. Noll, CCIM, of Transwestern in San Antonio and a partner negotiated the \$33 million sale of 128,473 sf of medical office space in San Antonio from Sports SA Holdings LP to an undisclosed buyer.

Justin Arnold, CCIM, and **Edwin A. White**, CCIM, of Ed White & Associates in Metairie, La., represented Lodge at Sonterra Ltd. in the \$33 million sale of the 326-unit Lodge at Sonterra multifamily property in San Antonio to Sonterra Acquisition LLC.

Retail

Big Deal

Fabio F. Faerman, CCIM, of Fortune International – FA Commercial Advisors in Miami represented an undisclosed seller in the more than \$8.4 million sale of the 55,814-sf Plaza 8 Street Neighborhood Shopping Center in Miami to an undisclosed buyer. Faerman also represented 999 Brickell in the 12-year, more than \$7.7 million lease of an 8,375-sf retail property in Miami to Coya Restaurant.

Sandy G. Shindleman, CCIM, of Shindico Realty in Winnipeg, Manitoba represented FGL Sports Ltd. in the more than \$6.7 million lease of a 35,170-sf retail property in Winnipeg from an undisclosed lessor. Shindleman also represented an undisclosed lessor in the more than \$2 million lease of a 50,102-sf retail property in Winnipeg to Bianca Amor’s Liquidation Supercentre.

Timothy C. Macker Jr., CCIM, of Coldwell Banker Commercial Westmac in Los Angeles represented a private partnership in the more than \$5.8 million sale of a 15,739-sf retail property in Beverly Hills, Calif., to a private investor.

Laurie Ann Drinkwater, CCIM, of Marcus & Millichap in New Haven, Conn., and a partner negotiated the more than \$5.1 million sale of the 34,944-sf Lighthouse Square in Groton, Conn., from an undisclosed LLC to a private investor.

Daniel G. Stewart, CCIM, of Sperry Van Ness/Stewart Commercial Group LLC in Ann Arbor, Mich., and a partner represented a Florida developer in the more than \$5 million sale of a 14,820-sf Walgreens in Monroe, Mich., to an undisclosed buyer.

John J. McLaughlin, III, CCIM, of McLaughlin Investments in Boston represented Vernet Properties in the more than \$3.1 million purchase of the 27,702-sf Centre Street Village in Danvers, Mass., from Linear Retail. McLaughlin also represented Crescent Property Realty Trust in the \$2.9 million purchase of the 10,600-sf Amherst Street Plaza in Nashua, N.H., from an undisclosed seller.

Cathy A. Jones, CCIM, of Sun Commercial Real Estate in Las Vegas and five partners represented LBUBS 2002-C4 Retail 8000 LLC in the more than \$2.9 million sale of a 12,936-sf retail property in Las Vegas to Nader Moradian.

Office

Big Deal

Charles Humphreys, CCIM, and **David Sigmon**, CCIM, of Coldwell Banker Commercial Caine in Greenville, S.C., represented 200 East Broad LLC in the \$16.8 million lease renewal and expansion of 66,762 sf of office space in Greenville to Elliott Davis LLC.

Paul S. Schuckalo, Jr., CCIM, of Schuckalo Realty Corp. in Wayne, N.J., negotiated the more than \$8.2 million sale of 90,000 sf of office space in Wayne and Hackensack, N.J., to 280 Holdings LLC.

Richard Egitto, CCIM, of Inverness Properties in Englewood, Colo., and a partner represented Greens at Inverness LLC in the \$6.5 million sale of the 63,836-sf Greens at Inverness office complex in Englewood to Limu LLC.

Jeffrey C. Albee, CCIM, of Sperry Van Ness in Woodland Hills, Calif., and a partner represented Chippewa Enterprises in the more than \$6.1 million purchase of the 39,000-sf Arbors Plaza office building in Woodland Hills from an undisclosed seller.

Stephen G. Horn, CCIM, of Ian Black Real Estate LLC in Sarasota, Fla., negotiated the 13-year, \$3.8 million lease of 19,962 sf of medical office space at MOBI in Lakewood Ranch, Fla., from American Healthcare Investors to Coastal Orthopedics.

R. Craig Coppola, CCIM, and **Andrew Cheney**, CCIM, of Lee & Associates in Phoenix represented California Casualty in the approximately \$3 million lease renewal of 27,750 sf of office space at the Talavi Corporate Center in Glendale, Ariz., from an undisclosed lessor.

Solomon C. Lao, CCIM, of Lao & Associates Real Estate and Advisory Service in Upland, Calif., represented an undisclosed lessee in the 7-year, more than \$2.2 million lease of 13,930 sf of office space in Brea, Calif., from Abbey Co.

Thomas F. Campenni, CCIM, of Thomas F. Campenni Co. in Stuart, Fla., represented the owner in the 5-year, more than \$2 million lease of 10,000 sf of office space in New York City to Social Assets LLC.

Industrial

Big Deal

MaryKay West, CCIM, and **Michael Merino**, CCIM, of NAI Norris, Beggs & Simpson in Portland, Ore., and a partner represented NATMI Truck Terminals LLC in the more than \$13 million sale of a 96,077-sf distribution center in Portland to Madrona Cutter LLC and Gulsons Cutter LLC.

Lawrence J. Kalman, CCIM, of Bellevue, Wash., represented Oak Creek Partners LLC in the \$7.3 million purchase of an 80,000-sf industrial/office flex warehouse in Lombard, Ill., from Capital Real Estate.

Darrell Okada, CCIM, and **Arie Salomon**, CCIM, of NAI Puget Sound Properties in Bellevue, Wash., represented Partnership Leasing LLC in the \$4.9 million sale of an 81,944-sf warehouse in Lynnwood, Wash., to a local investor. Okada and Salomon also represented Partnership LLC in the \$4.7 million sale of an 84,140-sf manufacturing facility in Lynnwood to another local investor.

Elliot M. Ross, CCIM, of RMC Ross Realty in Tampa, Fla., represented Family Limited Partnership in the \$4.7 million sale of a 276,160-sf industrial property in Tampa, Fla., to Brandon Commerce Center LLC.

Solomon C. Lao, CCIM, of Lao & Associates Real Estate and Advisory Service in Upland, Calif., represented an undisclosed lessee in the more than 7-year, more than \$4.2 million lease of a 100,000-sf warehouse in Chino, Calif., from Majestic Realty.

Land

Big Deal

Fabio F. Faerman, CCIM, of Fortune International – FA Commercial Advisors in Miami represented PMG in the \$25 million purchase of 26,182-sf of land in Miami from 1451 Brickell. Faerman also negotiated the more than \$3.6 million sale of 14,712-sf of land in Miami from Spanish Group to a Mexican developer.

Christopher G. Bowers Jr., CCIM, of Eshenbaugh Land Co., in Tampa, Fla., represented OB Waterford LLC in the \$5 million sale of 50.6 acres of land in Venice, Fla., to Laurel Road Property LLC.

John H. Capes, CCIM, of KW Commercial-VIP Group LLC in Augusta, Ga., negotiated the \$3.9 million sale of the Baker Place, 188-acre single-family housing subdivision, in Columbia County, Ga., from Baker Place Partners LLC to Coel Developers.

Susan Borst, CCIM, of Colliers International in Las Vegas and three partners represented Mendenhall Dynasty Trust 2012 in the more than \$3.2 million purchase of 18.9 acres of land in North Las Vegas, Nev., from an undisclosed seller.

William A. Eshenbaugh, CCIM, of Eshenbaugh Land Co., in Tampa, Fla., represented a family partnership in the \$2.1 million sale of more than 76 acres of vacant residential land in Ruskin, Fla., to CHW Investors LLC.

Financing

Big Deal

Lawrence Harwood, CCIM, of Q10/Lutz Financial Services in Birmingham, Mich., arranged the \$28.5 million financing of 430,000 sf of office space in Ann Arbor, Mich., for an undisclosed borrower.

Parker Briley, CCIM, of Willow Bend Commercial Capital in Dallas arranged the \$27 million non-recourse construction loan of a 290-unit multifamily property in Dallas for an undisclosed borrower.

Tony Carlson, CCIM, of Grandbridge Real Estate Capital in Minneapolis arranged the \$12.8 million first mortgage loan of an 86-unit multifamily property in Golden Valley, Minn., for an undisclosed borrower. Carlson also arranged the \$5.2 million first mortgage loans of the 127,000-sf Encore Park office/warehouse property in Minnetonka, Minn., and the 78,300-sf Pakwa Business Center office/warehouse property in Edina, Minn., for an undisclosed borrower.

Neal Churney, CCIM, of Johnson Capital in Scottsdale, Ariz., and a partner arranged the more than \$9.3 million financing of the 176-unit Bayside Apartments in Phoenix for a Mexico-based investor.

Multifamily

Big Deal

E. Baxter Evans, CCIM, of Baxter Evans and Co., in Forsyth, Ga., represented Riverstone Park Apartments LLC in the \$22.2 million sale of the 220-unit River Stone apartment community in Macon, Ga., to an Atlanta-based national multifamily investment firm.

Wayne G. Loebig, CCIM, of Spartan Real Estate Services in Okemos, Mich., represented Ludington-Sherman Oaks LLC in the \$8.1 million purchase of the 172-unit Sherman Oaks Apartments in Ludington, Mich. **Matthew H. Callander**, CCIM, Callander Commercial in Portage, Mich., represented the seller, Morren Wiltjer LLC.

Reid A. Bennett, CCIM, of Sperry Van Ness in Chicago represented a private buyer in the more than \$7.2 million purchase of 26 condominium units at the Grand Bend property in Evanston, Ill., from Blue Water Group LLC.

Casey Babb, CCIM, of Marcus & Millichap in Tampa, Fla., negotiated the \$3.5 million sale of the 84-unit Citrus Grove Apartments in St. Petersburg, Fla., from an undisclosed seller to a local not-for-profit organization.

Harlan E. Reichle Jr., CCIM, of The Reichle Klein Group in Toledo, Ohio, and a partner represented TriTex Park Terrace LLC in the \$2.4 million sale of the 208-unit Park Terrace Apartments in Toledo to an undisclosed buyer.

Jack Chu, CCIM, of Portland, Ore., represented Optrend LLC in the more than \$2.2 million purchase of the 20-unit Shirell Apartments in Portland from The Shire Apartment LLC.

Specialty

Big Deal

Becky Blair, CCIM, of Coldwell Banker Commercial Blair Westmac in Long Beach, Calif., represented Turnberry Corp., Beach Community Hospital LP in the \$5 million sale of a 28,239-sf hospital in Buena Park, Calif., to Dr. Kim et al.

Chris Rink, CCIM, of Sperry Van Ness/Finest City Commercial in San Diego represented Helix Real Estate Investment Trust in the \$2.9 million purchase of the 8,000-sf Diego Valley Charter High School in El Cajon, Calif., from Peckham Properties.

Mixed-Use

Big Deal

Amanda Z. Reeves, CCIM, of Lee & Associates in Charleston, S.C., and two partners represented a joint venture between Federal Capital Partners and Roi-Tan Investments LLC in the \$24.2 million purchase of the 244,000-sf Cigar Factory building in Charleston from TSO Cigar Factory LLC.

Kathleen Silver, CCIM, of Silver Commercial in Beverly Hills, Calif., and a partner represented The ESP Co. Ltd., in the more than \$6 million purchase of three buildings totaling 16,120 sf in Hollywood, Calif., from a Los Angeles-based family trust.

Brad Cohen, CCIM, of Transwestern in Denver and a partner represented Green Courte Partners LLC in the more than \$6 million sale of a 25,770-sf mixed-use building in Boulder, Colo., to an undisclosed buyer.

David Sigmon, CCIM, of Coldwell Banker Commercial Caine in Greenville, S.C., represented JE Properties LLC in the \$3.6 million sale of a 40,000-sf mixed-use property in Greenville to 233 Greenville LLC.

CCIM ROI

After sending a “have” message on CCIM Mailbridge for a 478-unit Budget Storage property in Cabot, Ark., **Rollin Caristianos**, CCIM, of Trademark Real Estate in Hot Springs, Ark., received a response from **Todd Rice**, CCIM, of Colliers International in Little Rock, Ark. Despite the complexities of the transaction, the CCIM team was able to close the deal within 90 days. “Rollin’s experience as a fellow CCIM was critical in understanding how to dissect this complex property,” says Rice who represented the buyer, Mini Storage Service Co. LLC in the \$2.7 million deal. Caristianos represented the buyer Robert Brooks Properties LLC and credits Mailbridge and cash flow analysis models in helping make this transaction a success. “As a fellow CCIM, Todd understood all the cash flows, rents, and details necessary to close the deal,” Caristianos says.



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Deal Makers

Mar.Apr.16

The Biggest Deal Trisha Talbot ,

CCIM, of Newmark Grubb Knight Frank in Phoenix and Todd M. Perman , CCIM, of Newmark Grubb Knight Frank in Atlanta and two partners represented Integrated Medical Services in the more than \$140.8 million sale of a medical office portfolio totaling 406,894 sf in the Phoen

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Tech Guru

Mar.Apr.16

“Transparency increases the accountability of commercial real estate professionals to their clients,” says CEO and co-founder of CompStak Michael Mandel. And in the future, being accountable is going to make the difference between those who succeed and those who don't. A former Grubb & Ellis brok

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Changes Ahead

Jan.Feb.16

Real estate cycles move in conjunction with many economic forces, including interest rate hikes. “During 2016, higher interest rates will signal changes in the commercial real estate cycle,” says 2016 CCIM Institute President Steven Moreira, CCIM, president and owner of SWM Capital Advisors in Longwood, Fla.

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Deal Makers

Jan.Feb.16

The Biggest Deal David J. Stevens , CCIM, of Investment Properties Corp. in Naples, Fla., represented Hoffman Commercial Real Estate in the more than \$74.3 million purchase of seven buildings including 73,523 sf of street-level retail space and 48,753 sf of office space in Naples from Naples Fifth Avenue

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