



CCIM Institute
Commercial Real Estate's
Global Standard for Professional Achievement



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

COMMERCIAL INVESTMENT

Real Estate

CCIM FEATURE

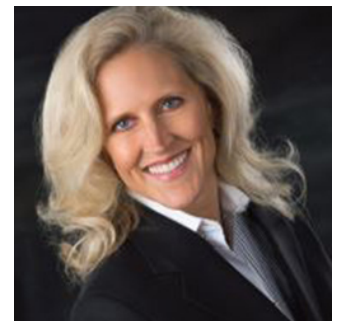
Deal Makers



September.October.18


The Biggest Deal

Jill Rasmussen, CCIM, and two partners at Davis Real Estate in Minneapolis represented Davis Medical Investors in the more than \$89.4 million sale of a 203,719-sf medical office portfolio in Maplewood, Lake Elmo, and Edina, Minn., to Physicians Realty Trust. Rasmussen also represented Davis Medical Investors in the more than \$8.6 million lease of the 20,520-sf Edina East Professional Building medical office property in Edina, Minn., to an undisclosed lessee.



Retail

Jim Resha, CCIM, of Sperry Commercial Global Affiliates in Irvine, Calif., represented an undisclosed seller in the \$42.5 million sale of the Jamboree Promenade in Irvine from an undisclosed buyer.

Scott Seyfreid, CCIM, of Pace Properties in St. Louis and a partner represented LILA in the \$16.5 million sale of the - sf Shoppes of Hawk Ridge in Lake St. Louis, Mo., to Midwest Retail Properties. 

Cathy Jones, CCIM, of Sun Commercial Real Estate in Las Vegas and four partners represented Sloughside Farms LLC in the more than \$4.2 million purchase of a 10,192-sf retail property in Reno from an undisclosed seller. Jones and four partners also represented Niban Properties in the more than \$3.8 million sale of a 24,610-sf retail property in Las Vegas to an undisclosed buyer.

Arthur Nachman, CCIM, of Long & Foster Commercial Division in Tysons, Va., represented Retired Guy LLC in the \$3.9 million purchase of the 6,000-sf Patient First walk-in health clinic in Midlothian, Va., from Patient First. Nachman also represented Retired Guy LLC in the more than \$3.1 million sale of the 4,500-sf Verizon Wireless store in Rock Hill, S.C., to an undisclosed buyer.

Craig Finfrock, CCIM, of Commercial Retail Advisors LLC in Tucson, Ariz., represented Smith's Food & Drug Centers in the more than \$2.8 million sale of the 16.3-acre Houghton Marketplace in Tucson from Twenty-Second Street Baptist Church.

Multifamily

Scott Koethe, CCIM, of Cushman & Wakefield | Lund Co. in Omaha, Neb., represented an undisclosed seller in the \$33.5 million sale of the 470-unit Grandridge Apartments in Omaha to Monarch Investment & Management Group.

Thomas McConnell, CCIM, of Redwood Realty Advisors in Hasbrouck Heights, N.J., negotiated the \$32.1 million sale of the 85-unit Silk Lofts luxury apartment property in Bayonne, N.J., from an undisclosed seller to AMS Acquisitions.

Dean Thomas, CCIM, of HQ Commercial in Vancouver, B.C., represented an undisclosed seller in the more than \$31.7 million sale of a 64-unit multifamily property in Port Moody, B.C., to an undisclosed buyer.

Devin Lee, CCIM, and three partners at Northcap Multifamily in Las Vegas represented Oceanside Cypress Springs LLC in the \$15 million sale of the 144-unit Cypress Springs Apartments in Las Vegas to an undisclosed buyer. Lee and three partners also represented Vegas Venture Holdings LLC in the \$8.2 million sale of the 100-unit Decatur Point multifamily property in Las Vegas to an undisclosed buyer.

Aaron Goldmeier, CCIM, and a partner at Commonwealth Property Group LLC in Norfolk, Va., represented Horizon Plaza Associates LP in the more than \$6.4 million sale of the 136-unit Horizon Plaza Apartments in Hampton, Va., to an undisclosed buyer.

Bob Fredrickson, CCIM, and a partner at Coldwell Banker Commercial Danforth in Federal Way, Wash., represented Trent Development in the more than \$5.4 million purchase of a 1.65-acre multifamily development site in Shoreline, Wash., from an undisclosed seller.

Finance

Dimitris Vattes, CCIM, of Velios Capital Corp. in Astoria, N.Y., arranged \$28 million in financing for a 105,000-sf mixed-use property in Bayonne, N.J., for Bayonne Equites Urban Renewal LLC.

Office

Neil Merin, CCIM, of NAI Merin Hunter Codman in West Palm Beach, Fla., represented an undisclosed seller in the \$22.5 million sale of the 185,000-sf Forum Building in West Palm Beach to Triarch Capital Group.

Spencer Coan, CCIM, and a partner at SK Commercial Realty in Atlanta represented Nightingale Group in the \$20.1 million sale of the 150,835-sf One Hartsfield Centre in Atlanta to Ravinia Capital Group.



Melissa Molyneaux, CCIM, of Colliers International in Reno, Nev., represented LBA Realty in the more than \$14.8 million sale of the 106,097-sf US Bank Centre office property in Reno to The Lansing Cos. Molyneaux and **Chris Fairchild**, CCIM, of Colliers International in Reno also represented St. Mary's Medical Plaza LLC in the \$5.5 million sale of the 38,456-sf office property in Reno to St. Mary's Medical Building LLC.

Tim Kerrigan, CCIM, of Investors Realty in Omaha, Neb., negotiated the more than \$10.4 million lease of the 39,000-sf West Dodge Pointe office property in Omaha from an undisclosed lessor to an undisclosed lessee. Kerrigan also represented an undisclosed lessee in the more than \$4.4 million lease of the 22,573-sf Broadmoor Hills I office property in Omaha from an undisclosed lessor.

Andrew Cheney, CCIM, **R. Craig Coppola**, CCIM, and **Gregg Kafka**, CCIM, of Lee & Associates in Phoenix represented VWP NextTech Office LLC in the more than \$9.3 million sale of the 49,464-sf Connexion office building in Tempe, Ariz., to Biddulph-Peoria LLC. Cheney, Coppola, and Kafka also represented Phoenix RS One LLC in the more than \$8.3 million lease of the 38,780-sf One Renaissance Square office building in Phoenix to Upgrade.

Cathy Jones, CCIM, of Sun Commercial Real Estate in Las Vegas and four partners represented Store Capital Acquisitions LLC in the \$8.3 million sale of a 69,173-sf office portfolio in Las Vegas to an undisclosed buyer.

Kerry Mann, CCIM, of Pacifica Commercial Realty in Santa Barbara, Calif., represented an undisclosed buyer in the \$8.2 million purchase of a 52,502-sf office building in Carpinteria, Calif., from an undisclosed seller.

Jeff Bloom, CCIM, of NAI Realvest in Orlando, Fla., represented Orchid Medical Equipment Co., in the \$7.9 million purchase of a 36,426-sf office property in Orlando from Thornton Park Central LLC.

Robert Burns, CCIM, of Robert H. Burns Co. in Nashville, Tenn., represented BCBST in the more than \$2.9 million lease of a 17,100-sf office property in Nashville to Regus.

Land

Russell T. Noll, CCIM, and two partners at Transwestern in San Antonio represented San Antonio Independent School District in the \$14.5 million sale of the 4.68-acre Lavaca Land Site in San Antonio to GrayStreet Partners.


Rob Carroll, CCIM, and **David Stevens**, CCIM, of Investment Properties Corp. in Naples, Fla., negotiated the more than \$11.5 million sale of a combined 1-acre property and business assets at two locations in Naples, Fla., from Port-O-Call Marina LLC to 550 Port-O-Call Way Holdings LLC. Carroll and Stevens also represented TBC Tree Farm 2 LLC in the \$10.5 million purchase of a 37-acre land property in Naples from Tree Farm of Southwest Florida LLC.

Industrial

Jim Resha, CCIM, of Sperry Commercial Global Affiliates in Irvine, Calif., represented Scarborough Family LP in the more than \$7.4 million sale of a 33,805-sf industrial property in Lake Forest, Calif., to an undisclosed buyer.

Edward Redlich, CCIM, **Chris Spear**, CCIM, and **Edison Vasquez**, CCIM, of ComReal Miami-Doral in Miami represented the Diaz Family in the \$5.5 million sale of an 8-acre industrial property in Miami to Synergy Equipment.

Specialty

James Palmer, CCIM, of RE/MAX Hallmark Realty Group in Ottawa, Ontario, and a partner represented Silver Seven Corporate Centre in the \$7 million sale of the 20,000-sf Silver Seven Corporate Centre in Ottawa to multiple undisclosed buyers. 

Mixed-Use

Chase Mayhugh, CCIM, of Mayhugh Commercial Advisors in Fort Myers, Fla., negotiated the more than \$6.9 million sale of the 38,000-sf Shoppes of Cypress Terrace and Palm Terrace Professional Office Center in Fort Myers from NYFL Commercial Holdings LLC to Palmcypress LLC.

CCIM ROI

“If I can refer a client to another CCIM in the Philippines and have a successful transaction with someone I don't even know, then I can complete a deal with any CCIM anywhere,” says **Chris Bogenrief**, CCIM (right), of NAI United in Dakota Dunes, S.D. “That right there shows the true power of the pin.”



Bogenrief recently received a request from a local residential agent to help his client sell a resort in the Philippines. With Bogenrief unable to broker the international sale, he took to CCIM Institute's member database FindaCCIM.com, where he discovered **Trent Frankum**, CCIM (left), of Tan, Frankum & Associates in Makati, Philippines. “FindaCCIM.com gives a local practitioner an opportunity to market themselves to 13,000+ professionals around the world,” Frankum says. And he did just that.

Bogenrief knew that a CCIM would be the best referral for the client. “The CCIM designation not only has given myself a lot of confidence, but it also gives me a lot of confidence in anybody else that carries that designation,” Bogenrief says. “I knew Trent would be a great referral since his designation shows me he's serious about commercial real estate and understands investment properties because he has the CCIM education.”

Frankum closed the more than \$2 million sale of a 538,000-sf undeveloped beachfront property in Puerto Princesa, Philippines. Both Bogenrief and Frankum credit the CCIM designation for playing a vital role in this sale. “I believe the immediate respect you share with other CCIM members is a fitting example of the return on investment that the CCIM designation offers,” Frankum says.

