

2020

# HEAVY HITTERS

*In Commercial Real Estate*

*DMCAR is Pleased to Honor and  
Recognize the Highest-Achieving  
Commercial Brokers in Our Community.*

AWARDS LUNCHEON

**MARCH 6, 2020**

FOUR SEASONS  
DENVER





## BROKER OF THE YEAR

*Courtney Key*

SULLIVANHAYES BROKERAGE

### A whole new level of efficiency, excellence and passion

Life came at Courtney Key pretty fast in 2019 and, like she has done throughout her life, the SullivanHayes partner embraced every challenge with the same positive attitude that has become her signature across her personal and professional life.

Not only did Key turn in one of her best production years to date in 2019, she spent countless hours overseeing the construction of a new home for her growing family as she and husband Max Key welcomed their second child in August. Her can-do/will-do attitude, from the earliest days of her career through a decade of notable accomplishments, inspires all those around her and helped her earn the honor of 2019 Broker of the Year from the Denver Metro Commercial Association of Realtors® (DMCAR).

Originally from southern California and raised in Springfield, Missouri, Key came to school in Colorado after falling in love with the state during family vacations. Coming out of the University of Denver's Daniels College of Business at the height of the recession, she embraced the professional challenge and went to work in a retail niche that, like every other sector, simply didn't have any activity.

"Whether you were a seasoned vet or brand new to the business, like Courtney, there just wasn't anything happening," said Brian Shorter, managing partner of SullivanHayes who, despite being called her professional mentor, is equally complimentary of his 10-year veteran employee and a company partner. "There were a few times when I wasn't sure she would stick it out. But Courtney's gritty. That scenario would be the end for most people, but it made Courtney better," added Shorter. "She immediately understood and appreciated the value of every client, every transaction. No one can teach you that, you have to recognize it and you figure it out and that's what Courtney has always done."

In addition to her business accomplishments and perennial ranking in the top 5 for retail production, Key gravitated to serve her profession through involvement with DMCAR over the past 8 years, including serving as the association's president in 2018-19.

"She's known for being one of the hardest working professionals in our business and someone who brings constant good cheer and results," said DMCAR CEO Katie Kruger. "She's moved through the ranks at DMCAR because everyone wants to work with her. As our president, she focused on engaging the retail industry leadership in the organization. She met these market segment leaders and systematically brought these minds to our discussions about policy and the economy, helping dramatically improve DMCAR's reputation in support of lifestyle and tenant views."

Having moved out of DMCAR leadership, Key remains active with the association as a mentor to up-and-coming brokers. Her examples and messages of hard work on deal flow and the value of nurturing relationships are well received by younger brokers throughout the region.

"One of my favorite things that Courtney does is to remind young women that there is no glass ceiling or impediments to growth in our industry; competency always wins," said Kruger.

For Key, her competency, passion, energy and commitment to excellence are the driving factors in everything she does. She does not believe in making excuses and remains acutely focused on every detail that's happening in her personal and professional life.

"I thrive off of the challenges and the chaos that life throws at you," said Key. "In retail especially, you have to do so much volume, it makes it really hard to look away for any amount of time. You always have a lot of balls in the air and you can't take your eye off of any of them."

Her commitment, loyalty and intensity are crucial to her success but she's quick to point out the immeasurable importance of her family and the support they provide to her.

"Starting a family and maintaining my work and client relationships has been one of the most challenging things I've done. But it just motivates me to work harder. It's about being really good at what you do and then working hard to manage the chemistry and relationships with the people you are working with and for."

From her mentor Brian Shorter and the SullivanHayes family and clients she has come to love, to the foundation of family love and support that has been with her since childhood, Key is quick to give credit to those closest to her.

"Max and I are very fortunate to be so close and have such special relationships with our families," she added. "My sister Kathleen (Fogler), who is one of the most impressive, hard-working and intelligent people I know, lives about a mile away with her family and 3 daughters. We have lots of fun family time with five kids under the age of 5. My parents fly in from Missouri often and Max's parents are local and super grandparents. It definitely takes a village and we are lucky to have amazingly loving and helpful family around all the time. They all play an enormous role emotionally, mentally, and physically. All are incredibly nurturing and hardworking and have a do-whatever-it-takes attitude."

As the saying goes, "when you want to get something done, ask the busiest person you know." Key is one of the busiest professionals in Denver's commercial real estate scene and odds are, she's going to keep smiling and saying yes for years to come.



**YOUNG BROKER OF THE YEAR**

*Sean Holamon*

NEXUS COMMERCIAL REALTY

**2019 PRODUCTION: \$31,151,175** – Multifamily

**WALK-UP SONG**

*Danger Zone by Kenny Loggins*

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

The sale of the multifamily property at 4101-4115 Martin Luther King Boulevard twice in one year. The first time I sold the property it was distressed, and we were able to negotiate a fair price with respect to the condition. The transaction took place off the open market. Substantial structural issues were discovered through the inspection phase which required a tough negotiation process. The property was renovated by new owner, Apex Real Estate Solutions, then openly marketed. I procured the buyer for the second sale, a 1031 exchange, and the transaction was closed under 60 days. Apex Real Estate Solutions was happy and the buyer obtained a great property in an emerging Denver neighborhood.

The biggest transaction I completed was an \$18 million portfolio sale of 138 units in southwest Denver, including the Autumn Ridge Apartments. I represented the seller and Jason Koch of Nexus Commercial Realty represented the buyer, Abiete Real Estate, a long-time client of ours. It took persistence and a lot of time to get the seller comfortable going under contract, as he had a small prepayment penalty and wanted to find his 1031 exchange up-leg. The portfolio sale closed in 2019 and was a win-win for buyer and seller with respect to their real estate goals.

**Describe the overall performance/state of your submarket for 2019.**

Three Colorado cities recently ranked in the Top 20 in the nation with the greatest rent jump in the past decade, according to NREI. Colorado Springs ranked #16, Denver #4 and Aurora topped the list as #1. With the sudden rent increase in parallel with compressing cap rates, it created a challenge as a broker to get buyers to overcome the sharp increase in price in the multifamily sector in Colorado. Investors had to take advantage of the low interest rate environment and lower their return expectations compared to previous years, if they were going to

be active on the buy side in last year’s market. Some of the long-term owners in the area were open to reevaluating their investment strategy due to appreciation and the increase in property taxes. These owners, who were never sellers in the past, changed their mind last year. We saw many of the higher prices being paid for apartments by out of state investors, with an influx of capital from California and New York, possibly due to rent control measures in those states.

**What are your predictions for your submarket for 2020?**

The multifamily sector will face the challenge of affordability as investors push rents to new levels. Even so, the demand will remain strong as millennials choose to live in apartments versus single-family rentals. The growing young adult population will continue to rent by choice because they are settling down and having children later in life. Investors will need to get creative on ways to create value with slimmer profit margins as prices continue to rise. With key indicators pointing to steady growth, the multifamily sector will remain a top investment choice in CRE during 2020.

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

Will the young population continue to move here, or will affordability be an issue with respect to that? Will the younger demographic be pushed to other cities with a similar quality of life but more affordable? The highly educated young population will draw some companies to move their headquarters to the Denver metro area so long as they can overcome the increased cost of living. Absorption rates in the multifamily sector should remain strong as new deliveries slowdown in comparison to the last few years. On a political level, rent control will be the hottest topic that could dramatically affect our business. The capital chasing multifamily may choose markets that aren’t threatened by rent control measures.

**YOUNG BROKER FINALISTS**



**2 Andrew Monette**  
Pinnacle Real Estate Advisors  
Multifamily



**5 Christopher Knowlton**  
Pinnacle Real Estate Advisors  
Multifamily



**8 Justin Gregory**  
Trevey Commercial Real Estate  
Retail



**3 Jake Shirek**  
Marcus & Millichap  
Investment



**6 Bryon Stevenson**  
Newmark Knight Frank Multifamily  
Land



**9 Parker Brown**  
CBRE, Inc.  
Investment



**4 Thomas Parsons**  
Marcus & Millichap  
Investment



**7 Corey Sandberg**  
Pinnacle Real Estate Advisors  
Investment



**10 Conner Piretti**  
Calibrate Real Estate  
Investment

**TOP SMALL SHOP BROKERS**



*Scott Patterson*

RINGSBY REALTY

**2019 PRODUCTION: \$42,585,939 - Industrial**



*Alex Ringsby*

RINGSBY REALTY

**2019 PRODUCTION: \$42,585,939 - Industrial**

**WALK-UP SONG**  
*Flying High Again*  
by Ozzy Osbourne

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

Our deal of the year was clearly the combined leasing and selling of the two building 250,000 square feet Centercore Distribution Center at 5725 and 5775 Broadway. The development project was our brainchild and took 4 years from idea to completion. We would like to thank our landlord, Huntington Industrial, as well as our largest equity investor and longtime client, Fiore Equities, for trusting us to shepherd their land investments, as well as the buyer, LaSalle Partners. The project produced results far above proforma including the lowest cap rate and the highest price per SF in the history of the North Central industrial market for a new multi-tenant development project.

**Describe the overall performance/state of your submarket for 2019.**

The performance of the North Central market has been stellar with the success of Centercore, Crossroads, Hub 25 and Center 62 which has kicked off a land rush in the North Central market place. The largest challenge moving forward will be the marriage between capital, developers, tenants and land sellers as land comps for larger well located parcels achieve \$15/SF and more. Leasing velocity and deal size may prove to be slower and smaller than proformas suggest for returns on those investments.

**What are your predictions for your submarket for 2020?**

Continued development and the threat of eventual oversupply as we move past equilibrium. The November election looms large as the economic impact gap between democratic socialism and Trump are as big as they have ever been, should Sanders or Warren win and install an immediate moratorium on fracking. Another four years of Trump or possibly a moderate Democrat like Bloomberg could mean another leg up for the market and potentially four more years of a growth in economy.

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

2020 could be a pivotal year for commercial real estate in Denver especially in the industrial sector. With 5.5 million square feet under construction entering 2020, we expect some softening in rent pace, vacancy staying flat, with rents continuing to rise but at a more moderate pace. Investors will remain enthusiastic about Denver's fundamentals but record high sales volumes will start to subside in 2020. The biggest commercial story for the Denver industrial market will be: is the boom over and will the tides turn? We believe it will be steady as she goes for 2020.

**SMALL SHOP FINALISTS**



**2**  
**John Propp**  
John Propp Commercial Group  
*Retail*



**5**  
**Kyle Malnati**  
Calibrate Real Estate  
*Investment*



**8**  
**Justin Gregory**  
Trevey Commercial Real Estate  
*Retail*



**3**  
**Joshua Cohen**  
John Propp Commercial Group  
*Retail*



**6**  
**Patrick McGlinchey**  
Trevey Commercial Real Estate  
*Retail*



**9**  
**Matt Smith**  
Vector Property Service  
*Office*



**4**  
**Russell Gruber**  
Gruber Commercial Real Estate Services, Inc.  
*Industrial*



**7**  
**Tanner Mason**  
Benchmark Commercial  
*Industrial*



**10**  
**Eric Gold**  
Sheldon-Gold Realty Inc.  
*Office*



**TOP RETAIL BROKER**

*Courtney Key*

SULLIVANHAYES BROKERAGE

**2019 PRODUCTION: \$32,676,356**

**WALK-UP SONG**

*Standing Outside the Fire*  
by Garth Brooks

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

Over the past 2 years, Brian Shorter and I worked on an aggressive expansion for Chase Bank. Although complicated and demanding, the rollout has been rewarding and fun. Working with an experienced dealmaker in Chase Bank making a high-volume expansion possible.

I helped Denver Beer co-founders envision and purchase a new building near Harvard Gulch for their great local brand that neighborhoods crave. Experiential and consumer-focused brands like DBC can activate and transform neighborhoods.

Torchy's Tacos: Brian Shorter and I continue to expand their brand across Colorado, most recently opening a restaurant in Boulder. They are one of the fastest growing and top-performing quick service restaurants in the business. It's fulfilling to watch their growth as a company and to see Denverites embrace their brand.

Landlord Work: I work closely with Bryan Slaughter and a couple stud junior brokers at SullivanHayes on listings throughout Colorado. We have national, regional and local landlords and a wide variety of product type from urban mixed use, small-shop leasing, pad sites to power centers. Our projects are dynamic and interesting and wrought with good problem solving.

**Describe the overall performance/state of your submarket for 2019.**

We saw a flurry of activity from pad users including fast food, gas stations, car washes, daycare, and automotive tenants. We continue to see growth within experiential categories such as boutique fitness, large format fitness and entertainment. Retailers continue to 'right size' to combat increasing construction costs, increasing taxes, and pressure from on-line sales. The tight labor market continues to challenge the local, regional and national restaurant category. Discount retailers continue to expand but rising construction costs make ground projects more difficult and force creativity in repositioning existing boxes.

Overall, 2019 activity was good, but undoubtedly, the retail landscape is changing. Those tenants, landlords and brokers that can stay flexible, creative and diversified continue to find success.

Good real estate, however, is still good real estate. For example, we are helping Confluent Development with a great mixed-use project in Lowry with a ton of activity and momentum. With strong interest from local groups — the darling of the industry as communities want authentic and local experiences — coffee shops, restaurants, flower shops, boutique fitness, breweries and more. Projects are taking more time, but when the real estate has good fundamentals, tenants of all credit profiles still flock.

**What are your predictions for your submarket for 2020?**

The retail space will continue to evolve in response to ecommerce, construction costs, tight labor markets and increasing taxes. Despite headwinds, there remains plenty of opportunity. We will continue to see pad activity along with mixed use urban development, repurposing of big boxes and densification of sites, as well as increased activity from franchisees. More entrepreneurial and local operators are taking advantage of the decrease in large national rollouts.

We're approaching 2020 with a focus on merchandising mix, making the right deals for the right tenants, and continuing to dig and work hard for our expanding retail clients.

With a flurry of growth in the restaurant and fitness segments over the past few years, we anticipate some of these spaces coming back in 2020. This will provide new opportunities for new tenants to expand at a lower cost but will be painful for the landlords in the interim.

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

Survival of the fittest. While landlords have been in control over the past couple years, retailers and tenants in healthy positions to grow will have more opportunities in 2020. It seems that power is shifting to active tenants.

**RETAIL FINALISTS**



**2**  
**Matthew DeBartolomeis**  
CBRE, Inc.



**4**  
**John Propp**  
John Propp Commercial Group



**5**  
**Carolyn Martinez**  
Newmark Knight Frank



**7**  
**Patrick McGlinchey**  
Trevey Commercial Real Estate



**3**  
**Jon Weisiger**  
CBRE, Inc.



**5**  
**Mike Lindemann**  
Newmark Knight Frank



**6**  
**James Lee**  
CBRE, Inc.



**8**  
**Justin Gregory**  
Trevey Commercial Real Estate



## TOP LAND BROKER

Chris Cowan

NEWMARK KNIGHT FRANK MULTIFAMILY

2019 PRODUCTION: \$98,166,988

## WALK-UP SONG

Atlantic City by The Band

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

2019 was a productive year in our space, our team had fewer overall transactions but larger average sales volume. The deals were diverse and ranged from a site in Union Station slated for a future micro-housing tower to a shovel ready opportunity in Boulder. One of the most memorable had to be the sale of a 2.5-acre site within the North Wynkoop development in RiNo. My client, Westfield Company, curated a new 1.25-plus million square foot, mixed-use development that has become “Denver’s new front door,” anchored around AEG’s Mission Ballroom. While there was strong buyer interest it was critical to find the right developer, who had the same overall vision, placing value on density and ground floor activation, but still had authenticity to RiNo’s cultural and art scene. The site was further complemented with a zoning overlay increasing the height to 12 stories and was in an Opportunity Zone. Hines stepped up and plans to execute a well fitted +/- 400 unit tower with 15,000 square feet of ground floor retail in 2020.

**Describe the overall performance/state of your submarket for 2019.**

Our narrow focus in the land market, concentrating on mixed-use and multifamily development sites, saw no slowdown in 2019. Appetite from developers and capital alike was strong all along the front range. In-migration and job growth continued to create demand that outpaced the supply, storylines around Bay tech companies relocating here and being identified as a mini-Tier 1 city fueled the buy. The bulk of the multifamily land market searched for suburban sites to offset the indefensible

hard cost creep and growing basis, but with limited available inventory the urban opportunities still saw more trades. The market saw larger more complicated deals as the low hanging fruit has been picked. Anti-growth showed up and will be a strong headwind going forward. 2019 will mark the peak in the land market.

**What are your predictions for your submarket for 2020?**

Denver will remain in the national spotlight.

So far, this year is emulating 2019. The topics of a young educated workforce, job growth, low cost of living – relative to coastal/gateway markets – solid infrastructure and the Colorado lifestyle will continue to be relevant and will propel us forward. Basic economics will win out again as demand will outstrip supply in all sectors, except retail. Attractive yields, again compared to coastal/gateway markets, will continue to bring new blood to the market with lower costs of capital and large appetites pushing prices higher. Hard costs will continue to be the largest inhibitor that paces our growth, seconded by public policy around affordable housing, anti-growth initiatives, and lack of housing diversity (for-sale condos).

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

Krylon announces corporate headquarters in RiNo. Jamie Gard lands biggest lease with Bay tech firm in One Platte – Nichols/Shorenstein office development.

## LAND FINALISTS



2

Eric Roth  
CBRE, Inc.

3

Mike Kboudi  
Cushman & Wakefield, Inc.

5

Bryon Stevenson  
Newmark Knight Frank  
Multifamily

2

Martin Roth  
CBRE, Inc.

4

Jim Capecelatro  
Cushman & Wakefield, Inc.

6

Larry Cornell  
Phill Foster and Company

**TOP INDUSTRIAL BROKER**

*TJ Smith*

COLLIERS INTERNATIONAL - DTC

**2019 PRODUCTION: \$89,116,436**

**WALK-UP SONG**

*Lunatic Fringe by Red Rider*

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

This year I was fortunate enough to rekindle a friendship from 25 years ago that resulted in a sizable transaction. Over lunch, we were discussing the dynamics of the North-Central Submarket where my friend was wrapping up a four-building project called Welby Gardens. Conveniently, or as luck has it sometimes in our business, we also had a client that was coming out of a sizable trade in the Hawaiian Islands and wanted to park that money in Denver. On New Year's Eve, we were able to wrap up a \$30 million deal with two parties that, we hope, both came out feeling like it was a great opportunity for all those involved. Perfect deal with perfect timing and no one was left bloodied in the gutter.

**Describe the overall performance/state of your submarket for 2019.**

It's no secret that the Industrial segment has been firing on all cylinders for the past few years, and 2019 was no different. We continue to push rents and experience all time low cap rates in our asset class. While vacancy rates have started to creep up, we are still experiencing strong lease up of our newest developments. Lease up projections have been extended – to be more realistic – and we are trying to come to grips with Tenant Improvement costs that exceed proformas originated 18–24 months ago.

**What are your predictions for your submarket for 2020?**

We anticipate that 2020 will continue to be strong in our segment. Industrial assets require less ongoing capital to stay stabilized, and with ever-increasing TI costs, we continue to see more investors wanting to own these types of buildings. However, our occupiers of space are starting to feel the ramifications of skyrocketing operating costs driven up by property taxes. Base rent growth will inevitably be tempered as we all adjust to the increases.

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

Positive net migration, job growth, rising wages, low interest rates and an ample supply of capital are the primary drivers for a successful real estate market, and nowhere else in the country is a market firing on all of those cylinders like Denver. Over six million square feet of industrial will be delivered in 2020 and vacancy rates will stabilize at 5.5 percent. There will be multiple industrial sales that will surpass \$200 per square foot and we may experience our first sub 4 percent cap rate.

**INDUSTRIAL FINALISTS**

2

**James Bolt**  
CBRE, Inc.



5

**Drew McManus**  
Cushman & Wakefield, Inc.



7

**Scott Patterson**  
Ringsby Realty



9

**Jason White**  
JLL



3

**Carmon Hicks**  
JLL



6

**Jeremy Ballenger**  
CBRE, Inc.



7

**Alex Ringsby**  
Ringsby Realty



10

**Todd Witty**  
CBRE, Inc.



4

**Mitch Zatz**  
JLL



6

**Tyler Carner**  
CBRE, Inc.



8

**Mike Wafer**  
Newmark Knight Frank



**TOP OFFICE BROKER**

*Doug Bakke*

CBRE, INC.

**2019 PRODUCTION: \$118,971,950**

**WALK-UP SONG**

*We are Family by Sister Sledge*

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

One of our clients had made an acquisition of another company who had a large headquarter site in southeast Denver. They decided to dispose of their newly acquired company’s headquarter building located in Lone Tree. This building consisted of 166,000 square feet and was going to be a challenge to sublease given the 12-year term remaining and large square footage relative to the demand in south Denver at the time. Our client was able to quickly sublease the entire building to another firm for their regional headquarters resulting in a great recovery for our client. This transaction was the largest in south Denver in 2019.

**Describe the overall performance/state of your submarket for 2019.**

The big story for 2019 continued to be the momentum of downtown as it maintained significant demand primarily from technology companies. Several users were new to the market, including Salesforce and others looking at Denver’s good labor market relative to west coast cities. The entire downtown core is seeing good activity from a variety of industries, but the majority is from nationally recognized technology and telecom companies. A tightening LoDo inventory drove rents higher. The obvious obstacle for 2020 will be availability of high-quality space near Union Station.

**What are your predictions for your submarket for 2020?**

Downtown Denver will continue to perform well in 2020, with new companies coming to the market, and existing ones expanding. We expect healthy leasing and absorption activity to continue into the new year. Although there is some reason for concern in the oil markets, downtown Denver’s economy has diversified with the addition of technology companies, financial services and law firms, which should keep the overall office market from dipping too much in the event of an energy

downturn. A couple of major developments are expected to deliver in 2020, adding some of the first new large blocks of office space to come to the downtown market since 2018. This is good news for economic development officials who might be trying to secure a “big fish” company for Colorado, and for those companies that are in temporary or flexible office space and are looking for room to grow.

The area’s historically low unemployment rate, while a positive sign for the economy, means that the talent pool is shallow and the market for qualified employees is competitive.

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

In a word, growth. But, not in the same way that growth has been the story for the last 10 years. After a decade of economic expansion, we’re in a great position, with strong job growth, a rising GDP and good levels of consumer spending, but anti-growth sentiment and the resulting ballot initiatives are problematic to say the least. How we as a community and how our elected officials handle growth and the issues that go along with it – such as rising housing costs and increased traffic congestion – will be the story to watch this year.

Nationally and globally it will be interesting to watch the continued emergence of flexible co-working space as a strategic solution to corporate enterprise users’ portfolios. This drive for flexible space will continue to increase and corporate tenants will require a certain segment of their portfolio to fall within a coworking venue. Tenants now have more choice as to who their flexible landlords will be – though we will see consolidation of these types of providers in 2020 as a response to landlords’ financial requirements on the flexible offerors as well as tenants’ demands that the providers offer a more sophisticated occupancy to these large enterprise tenants.

**OFFICE FINALISTS**



**2 James Roupp**  
JLL



**3 Mike Rooks**  
JLL



**5 Steve Billigmeier**  
Cushman & Wakefield, Inc.



**8 Robert Whittelsey**  
Colliers International



**3 Tim Bourdelais**  
JLL



**4 Michael Crane**  
JLL



**6 Todd Wheeler**  
Cushman & Wakefield, Inc.



**9 Eric Brynstad**  
JLL



**3 Dan McGowan**  
JLL



**4 Andy Ross**  
JLL



**7 Duncan Heitman**  
JLL



**10 Kevin Foley**  
JLL





**TOP INVESTMENT BROKER**

*Tim Richey*

CBRE, INC.

**2019 PRODUCTION: \$555,656,453**

**WALK-UP SONG**  
*Welcome to the Jungle*  
 by Guns N' Roses

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

One of my most memorable deals for 2019 would be 1700 Broadway which sold in June 2019. This 23-story building was Denver's first modern high-rise. Once called Mile High Center, 1700 Broadway was designed by the world-renowned architect I. M. Pei. The building was completed in 1954 and received the 2006 TOBY (The Office Building of the Year) Award for top Historical Building. We benefited greatly from working with a sophisticated seller and buyer on this transaction. Artis REIT purchased 1700 Broadway in March 2018 and sold to Beacon Capital Partners, a well-known buyer with an exciting vision for the trophy building. Denver will greatly benefit from the reinvention of one of I.M. Pei's landmark Denver towers. Understanding the potential challenges due to physical age of the asset was the largest obstacle.

**Describe the overall performance/state of your submarket for 2019.**

Denver had another great year in 2019. The suburban market saw a historical number of trades this year, which is a testament to the continuous capital flows. We saw challenges with the uncertainty of co-working across all markets.

**What are your predictions for your submarket for 2020?**

We will continue to see sale records broken as capital remains highly interested in the Denver office market. Downtown and RiNo are poised to do extremely well in 2020 and we will see a significant number of trades in both micro-markets. Foreign capital continues to familiarize themselves with these markets and are showing more interest.

**What is going to be the biggest commercial real estate story for the Denver area in 2020?**

The biggest story of 2020 will be several large development projects coming to life. Some notable projects include the development of Empower Field at Mile High's south parking lot, the Greyhound Bus Depot, and the River Mile redevelopment of Elitch Gardens. All three projects will bring significant upside to Denver as a city and will be great redevelopment opportunities to watch.

**INVESTMENT FINALISTS**



**2**  
**Mike Winn**  
 CBRE, Inc.



**5**  
**Brad Lyons**  
 CBRE, Inc.



**7**  
**Jenny Knowlton**  
 CBRE, Inc.



**10**  
**Jon Hendrickson**  
 Cushman & Wakefield, Inc.



**3**  
**James Bolt**  
 CBRE, Inc.



**6**  
**Jeremy Ballenger**  
 CBRE, Inc.



**8**  
**Drew Isaac**  
 Marcus & Millichap



**10**  
**Aaron Johnson**  
 Cushman & Wakefield, Inc.



**4**  
**John Jugl**  
 Newmark Knight Frank



**6**  
**Tyler Carner**  
 CBRE, Inc.



**9**  
**Charley Will**  
 CBRE, Inc.



TOP MULTIFAMILY BROKERS

*Terrance Hunt*

NEWMARK KNIGHT FRANK  
MULTIFAMILY

2019 PRODUCTION: \$755,007,878

*Shane Ozment*

NEWMARK KNIGHT FRANK  
MULTIFAMILY

2019 PRODUCTION: \$755,007,878

WALK-UP SONGS

*Sabotage by Beastie Boys &  
Boogie on Reggae Woman  
by Stevie Wonder*

**Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.**

**SO** | We were fortunate in 2019 to have had many memorable sales. A couple of deals that really stood out for me in the year were The Boulders and the Cherry Creek Portfolio.

The Boulders was one of only three properties built in Boulder in the 1990s and the last to be a value-add play. Out of the three properties, The Boulders was low density, located on a bike path and by far the best setting of almost any multi-family asset in the city. The seller was Broadshore Capital Partners and the buyer was Heitman. The property sold for \$62,500,000 or \$388,199 per unit which represented a cap rate of 4.05 percent. I think even though the pricing was high on a per unit basis, replacement costs in Boulder is well north of \$400,000 per unit and it is virtually impossible to build going forward.

Cherry Creek Portfolio consisted of three communities, a total of 1,023 units built between 1974 to 1977 and sold by the original developer. The sale price was \$177 million or \$173,021 per unit, at a cap rate of 3.84 percent. This was an amazing transaction to work on, and will give the buyer, BMC Investments, the opportunity to complete a value-add strategy and allowed the undisclosed seller to harvest profits and redeploy the capital as they had lost some of the tax advantages of real estate due to their ownership period.

**TH** | Our team completed many memorable transactions in 2019, including notable deals: Cherry Creek value-add portfolio, Savoy at Dayton Station and Luxe at Mile High.

Newmark Knight Frank represented the undisclosed owner and original developer in the sale of Cherry Creek Value-Add Portfolio

(now Ivy Crossing), made up of 1,023 units within three contiguous properties: Westwood Apartments, Woodhaven Apartments and Timberline Apartments now known as Ivy Crossing which, at the time of its sale, was metro Denver's largest multifamily sale since 2016. The assets are located within Cherry Creek School District in a strong multifamily submarket where workforce housing is in high demand, featuring low rents and extremely low cap rate. The sale marked the largest number of units in a single trade and the largest multifamily transaction by dollar volume in metro Denver since 2016.

Savoy at Dayton Station (now IMT Dayton Station), was a proven value-add property with an ideal transit-oriented development (TOD) location that was purchased by IMT Capital LLC after a competitive bid process. The 612-unit community steps from Dayton Light Rail Station, marked one of the largest properties to sell in 2019, second to Ivy Crossing. NKF represented the undisclosed seller in the transaction, with the property receiving more than 20 offers.

Luxe at Mile High, was a unique transaction – selling before it had received its Certificate of Occupancy, a rare event in multifamily product. San Antonio-based, Embrey, sold the Luxe at Mile High to an undisclosed buyer. The 382-unit multifamily community in Denver offers an amenity-rich location with access to RTD's Knox Light Rail Station. Luxe at Mile High sold at 0 percent occupancy, greatly reducing the risk for the developer.

**Describe the overall performance/state of your submarket for 2019.**

**SO** | The Denver economy has been booming for the last 9 years. We live in a city where governance is very proactive in building

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