

# COMMERCIAL | INVESTMENT Real Estate

The Magazine of the CCIM Institute

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2009 Preview

## Darkest Before Dawn

When will investment  
markets wake up?

p. 26

**Dual Designations  
Double Your Chances  
for Success** p. 22

**Clean Up With Carwash  
Investments** p. 36

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## The BIGGEST Deal



◀ **Clyde Rawlings, CCIM**, of Grubb & Ellis in Sacramento, Calif., and two partners represented Grove Investment Co. in the \$189 million, 20-year lease of the 285,000-sf Continental Plaza office building in Sacramento to the California Highway Patrol.

## Office



### BIG Deal

▲ **Marty Busekrus, CCIM**, of NAI-Rauch, Weaver, Norfleet, Kurtz & Co. in Fort Lauderdale, Fla., negotiated the more than \$8.7 million sale of a 30,000-sf office building in Coral Springs, Fla., from an undisclosed seller to an undisclosed buyer.

**Scott Bazoian, CCIM**, and **James W. Mosby, CCIM**, of Colliers Turley Martin Tucker in St. Louis and a partner represented Great American Insurance Co. in the \$4.9 million, 10-year lease of 27,631 sf of office space in St. Louis to Special School District of St. Louis County.

**William Scott Abernethy, CCIM**, and **Donald Murphy, CCIM**, of Colliers Turley Martin Tucker in Cincinnati and a partner represented Alliance Data Systems in the \$4.4 million, 10-year lease of 28,028 sf of office space in Cincinnati from Duke Realty.

▼ **Samuel Austin Walker IV, CCIM**, of Sperry Van Ness/Whitney Commercial Real Estate in Asheville, N.C., represented Pisgah Legal



Services in the \$3.5 million purchase of a 13,722-sf office building in Asheville from an undisclosed seller.

## Land

### BIG Deal

**Kevin Hodge, CCIM**, of Rock Commercial Real Estate in York, Pa., represented Jackson Holdings LLC in the \$15 million sale of 232 acres of land in York to First Industrial Realty Trust.



◀ **Cynthia R. Greenwell, CCIM**, and **Robin M. Kean, CCIM**, of Kean Properties LLC

in Kihei, Hawaii, represented SEG Kahului LLC in the more than \$6.4 million purchase of 88,888 sf of land in Kahului, Hawaii, from an undisclosed seller.

**David J. Stevens, CCIM**, of Investment Properties Corp. in Naples, Fla., negotiated the more than \$5.8 million sale of 21.7 acres of land in Naples from Toll FL V Limited Partnership to Westbury Quail Gardens LLC.

▶ **Christopher B. Fraser, CCIM**, of Grubb & Ellis/Barkley Fraser in Charleston, S.C., represented National Bank of South Carolina in the \$4.1 million purchase of 5.3 acres of land in Mount Pleasant, S.C., from Hipp Properties.



▶ **Fred Kermani, CCIM**, of CB Richard Ellis in Naples, Fla., represented Palm Springs LLC in the more than \$3.4 million sale of 10.7 acres of land in Naples to Sarencino LLC.



## Multifamily

**T. Scott Pollom, CCIM**, of Colliers Turley Martin Tucker in Indianapolis and a partner represented Robert L. Jarrett LLC in the \$6.4 million sale of the 192-unit Woodbridge Place Apartments in Evansville, Ind., to a private investor.

## Retail

### BIG Deal

**Chester Brown III, CCIM**, of Brown Investment Properties in Greensboro, N.C., represented R.L. Kern Properties LLC and Kern Properties LLC in the \$19.5 million purchase of a 94,000-sf retail center in Greensboro from an undisclosed seller.

**Sam S. Manoukian, CCIM**, of Re/Max Optima in Glendale, Calif., negotiated the \$15.5 million sale of the 2.2-acre Foothill Nissan dealership in Glendale, Calif., from La Crescenta Investments to a private investor.

▼ **Edward Hanley, CCIM**, of Hanley Investment Group in Irvine, Calif., negotiated the \$15 million sale of a 64,084-sf



shopping center in National City, Calif., from National Properties VII LLC to a private investor.

**Banks A. Hunter, CCIM**, of Hunter and Associates LLC in Raleigh, N.C., negotiated the more than \$12.8 million sale of a 60,529-sf shopping center in Raleigh from EIG Creekside LLC to Greenway Creekside LLC.



◀ **Arthur Stuart Nachman, CCIM**, of Calkain Cos. in Reston, Va., represented a

private investor in the \$7.2 million purchase of a 14,820-sf retail property in Winchester, Va., from Spectrum Development LLC. He also represented a private investor in the \$3.2 million purchase of a 4,500-sf retail property in Gastonia, N.C., from an undisclosed seller.



▲ **Thomas Patrick Murray, CCIM**, of Real Estate Investment Team in Fayetteville, N.C., represented an undisclosed lessee in the more than \$6 million, 9-year lease of a 21,171-sf retail property in Greensboro, N.C., from an undisclosed lessor.