

Commercial focus

2015 QUARTER 3

Across all property types and service groups, TCN Worldwide's 800+ brokers and salespeople have a well-earned reputation for independent thinking and cooperative problem solving in more than 200 markets worldwide.

Three New Firms Join TCN Worldwide

The past few months have marked some exciting changes at TCN Worldwide—both within our growing member roster and in the tools we provide to our members.

Late this summer, we welcomed Primecorp Commercial Realty/TCN Worldwide—a leading commercial real estate brokerage, management and development company headquartered in Ottawa, Canada. The firm, founded in 1998, has completed over \$6 billion dollars (CAD) in transactions in over 55 Cities, coast to coast. Primecorp's brokerage concentrations are in multi-family, retail and office investment sales and leasing, as well as senior housing and tenant representation.

Sam Firestone LL.B, COO, Co-Founding and Managing Partner, and Broker of Record at Primecorp Commercial Realty, said, "Joining TCN Worldwide is an exciting new chapter in our firm's history. My partners, Steve Lerner, Aik Aliferis, Nick Pantieras, and I are confident that this new partnership will bring tremendous opportunities to our company." In addition to Barclay Street Real Estate/TCN Worldwide serv-

ing Calgary and Edmonton and Terramont/TCN Worldwide in Montreal, Primecorp expands our organization's presence in Canada.

This September, Citadel Partners/TCN Worldwide—a commercial real estate advisory, brokerage, and services company headquartered in Dallas, Texas—joined our organization. The firm, founded in 2012 by Managing Partners Scott A. Morse, SIOR, CCIM and Scott M. Jessen, SIOR, CCIM, has been recognized with numerous local and regional awards.

Scott A. Morse, SIOR, CCIM stated: "We are so pleased to be a part of TCN Worldwide. We are joining forces with a group of strategy-based real estate professionals around the globe that will allow us to better serve our clients' needs with a greater depth and breadth of service."

The addition of Citadel Partners is another example of TCN Worldwide's commitment to providing its clients with preeminent independent real estate services firm in each market.

CMI Grupo—a leading full-service commercial real estate advisory, brokerage, and services company headquartered in Mexico City—is the

most recent addition to TCN Worldwide.

The firm, founded in 1992 by Enrique A. Carrillo and Pablo Carrillo, is led by 9 partners with four offices in Mexico. CMI Grupo has performed real estate services in all 32 states in Mexico and has successfully completed transactions totaling more than 128 million square feet over 23 years. Some of its recent clients include: Facebook, Investa Bank, Yahoo, Mabe, Herdez, USDOS & Bristol-Myers Squibb, Paramount, and Mattel.

Enrique Carrillo, Chairman of CMI Grupo, stated: "CMI Grupo's membership in TCN Worldwide represents enormous potential for international business. This organization shares our goal of providing the optimal response to clients' needs for advisory and consulting services for commercial real estate."

Please join me in welcoming our newest members to TCN Worldwide!

—H. Ross Ford III
President & CEO, TCN Worldwide

NEW AT TCN WORLDWIDE

We're excited to share two major improvements and additions to the tools we provide all of our Members: Our redesigned and upgraded website, and our new "State of the Market" Quarterly Market Intelligence for the West, Central, and East Regions.

Our website, designed and developed by New Jersey-based Cantilever Co., has been fully modernized and is now mobile-friendly. Cantilever has built a reputation as a dependable source for top-notch design thinking, practical strategy and smart engineering.

Economist Hugh F. Kelly PhD, CRE will lead our new Real Estate Economic Committee. Dr. Kelly will be tasked with evaluating real estate trends in the markets that TCN's member firms serve, generating quarterly reports for our members to use and share with your clients.

Reports will be available on our website, <http://www.tcnworldwide.com>.

The screenshot displays the TCN Worldwide website interface. At the top, the logo and navigation menu (SERVICES, ABOUT, LISTINGS, MARKET REPORTS, CONTACT) are visible. The main banner reads "Global Network, Local Expertise" and describes the company as an alliance of top independent firms serving over 200 markets. Below the banner, there are several overlapping market report thumbnails. One prominent report is titled "TCN Worldwide's State of the Market: Central Region, 3rd Quarter 2015 | by Hugh F. Kelly, PhD, CRE". Another report is titled "Overview of National Economic Context" and features a line graph showing GDP growth and expansion. The website also includes a "Market Reports" section with icons for different regions.

Top 10 TCN Member Deals

<u>MEMBER FIRM</u>	<u>AGENT NAME</u>	<u>PROPERTY TYPE</u>	<u>SQUARE FOOTAGE</u>	<u>TRANSACTION VALUE</u>
1. Starboard TCN Worldwide (San Francisco, CA)	Richard Gumbinner	Land (Sale)	82 Acres	\$18,000,000
2. Landmark Commercial Realty (Harrisburg, PA)	Chuck Heller & Drew Bobincheck	MultiFamily (Sale)	200 Units	\$12,100,000
3. Starboard TCN Worldwide (San Francisco, CA)	Yoav Ben-ShuShan	Mix-Office/Retail (Sale)	17,595 SF	\$9,500,000
4. Landmark Commercial Realty (Harrisburg, PA)	Jason Grace	Industrial (Sale)	100,000 SF	\$9,300,000
5. Landmark Commercial Realty (Harrisburg, PA)	Tom Posavec	Office (Lease)	66,264 SF	\$8,962,212
6. MHP Real Estate Services (Manhattan, NY)	Jesse Rubens	Building (Sale)	41,980 SF	\$8,400,000
7. Levrose Real Estate (Phoenix, AZ)	Jon Rosenberg	Office (Sale)	17,700 SF	\$7,700,000
8. MHP Real Estate Services (Manhattan, NY)	Jesse Rubens	Building (Lease)	35,388 SF	\$7,572,347
9. Berger Commercial Realty (Ft. Lauderdale, FL)	Joseph Byrnes	Office (Sale)	50,000 SF	\$6,100,000
10. DP Management, LLC (Omaha, NE)	Fred Scott	Church Campus (Sale)	26.5 Acres	\$5,800,000