

TCN WORLDWIDE REAL ESTATE SERVICES

Commercial focus

2016 QUARTER 4

Across all property types and service groups, TCN Worldwide's 5,500+ brokers and salespeople have a well-earned reputation for independent thinking and cooperative problem solving in more than 200 markets worldwide.

TCN Worldwide Ranks in Top 10 Brokerage Firms in NREI's 2016 Top Brokers Survey

Commercial real estate brokerage firms posted another strong year, growing both leasing and investment sales volumes, according to data provided to National Real Estate Investor as part of their annual ranking of top commercial real estate brokers.

We are pleased to announce TCN Worldwide was recognized as one of the industry's top brokerages, ranking 8th (by Deal Volume at \$58.6 Billion), in National Real Estate Investor's 2016 Top Brokers Survey.

The top commercial real estate brokerage firms posted robust year-over-year gains in deal volumes in 2015. National Real Estate Investor reported that the firms that ranked in the top 20 in each of the past two years posted average transaction volume growth of 15.0 percent from 2014 to 2015.

The NREI ranking reaffirms TCN Worldwide's position as an industry leader, and one of the top brokerages in the commercial real

estate industry. Representing more than 200 markets collectively worldwide, TCN Worldwide member firms are leaders within their respective marketplace and serve as the foundation for our organization's success. The TCN Worldwide transatlantic alliance with GVA Worldwide extends the scope and capabilities of our organization, consisting of more than

5,500 commercial real estate professionals in 173 offices across 25 countries, and collectively representing more than \$58.6 billion in transaction volume in 2015.

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



NEW AT TCN WORLDWIDE

TCN Worldwide's 3rd Quarter "State of the Market" Quarterly Commercial Real Estate Market Reports for the West, Central, and East Regions are now available.

Economist Hugh F. Kelly PhD, CRE, who leads TCN's Real Estate Economic Committee, is 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 clients.

These regional reports, as well as market specific reports published by TCN member firms, are available on our website at: <https://www.tcnworldwide.com/market-reports>

Top 10 TCN Member Deals | 3rd QTR 2016

1. **\$45,000,000 | 78,000 SF | Office Sale** – Yoav Ben Shushan & Richard Gumbiner at Starboard TCN Worldwide in San Francisco represented the buyer & seller
2. **\$24,100,000 | 346 Suites | Multi-Residential Sale, Five Property Portfolio** – Aik Aliferis & Sam Firestone of Primecorp Commercial/TCN Worldwide in Ottawa represented both parties, Interrent REIT (seller) & Skyline Real Estate Holdings (buyer)
3. **\$23,999,900 | 21,030 SF | Office Sale** – Hans Hansson & Craig Hansson of Starboard TCN Worldwide in San Francisco represented the buyer, North East Medical Services
4. **\$21,250,000 | 4.551 Acres | Land Sale** – Ed Wabick at Paine/Wetzel TCN Worldwide in Chicago represented the seller, Metal Management Midwest, Inc.
5. **\$20,150,000 | 210,000 SF | Medical Sale, Four Building Portfolio** – Craig Tucker and Tom Fields at Price Edwards/TCN Worldwide in Oklahoma City represented the seller, University of Oklahoma Board of Regents
6. **\$16,562,500 | 29,658 SF | Industrial Lease** – Jon Mook of Barclay Street Real Estate/TCN Worldwide in Calgary represented The Board of Governors of the Southern Alberta Institute of Technology as the tenant
7. **\$16,000,000 | 65 Suites | Multi-Residential Sale** – Sam Firestone & Aik Aliferis at Primecorp Commercial/TCN Worldwide in Ottawa represented seller, Foresite Furnished Suites Inc.
8. **\$13,500,000 | 82 Suites | Multi-Residential Sale, Four Property Portfolio** – Sam Firestone & Aik Aliferis at Primecorp Commercial/TCN Worldwide in Ottawa represented both parties, Littlewood Properties Group (seller) & Starlight Investments Inc. (buyer)
9. **\$11,500,000 | 136 Units | Multi-Residential Apartment Sale** – David Dirkschneider at Price Edwards/TCN Worldwide in Oklahoma City represented both parties
10. **\$8,880,614 | 106,014 SF | Office Lease** – Scott Morse, SIOR, CCIM & Scott Jessen, SIOR, CCIM of Citadel Partners/TCN Worldwide in Dallas represented landlord, Connecticut General Life Insurance Company