



Commercial *focus*

2023 QUARTER 4

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TCN Worldwide, a consortium of independent commercial real estate firms, provides complete integrated real estate solutions locally and internationally. With approximately \$47.3 billion in annual transactions, TCN Worldwide ranks as one of the largest service providers in the industry. An extensive range of real estate services coupled with a personal commitment to exceed client expectations is what allows TCN Worldwide to be a leader within the commercial real estate industry. Formed in 1989, TCN Worldwide is comprised of over 1,500 commercial real estate professionals serving more than 200 primary and secondary markets worldwide. For more information, visit tcnworldwide.com.

Top Ten TCN Worldwide Deals

1. **\$95,491,381 | 1,240,013 SF | Industrial Lease** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the tenant, Broadrange Logistics LLC.
2. **\$24,500,000 | 97,996 SF | Industrial Sale** – W. Jason Grace, CCIM, SIOR, Darren Smith, and Michael Rohm, CCIM, MAI at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the seller, Blue Ridge Capital, LLC.
3. **\$22,000,000 | 469,200 SF | Industrial Sale** – Seth Berry, SIOR at Shannon Waltchack/TCN Worldwide in Birmingham, AL represented the buyer, Southern Tire Mart.
4. **\$18,400,000 | 297,100 SF | Industrial Lease** – Signature Associates/TCN Worldwide in Detroit, MI represented both parties with Joe Hamway and Greg Hudas representing the landlord, Northpoint Development, LLC, and Joe Hamway and Jim Montgomery representing the tenant, Thai Summit America Corporation.
5. **\$16,420,976 | 600,576 SF | Industrial Lease** – Tom Ferguson at Premier Commercial Real Estate Services/TCN Worldwide in Indianapolis, IN represented the tenant, Cross Roads Center.
6. **\$13,750,000 | 59,000 SF | Retail Center Sale** – Ryan Johnson at Johnson Group Commercial/TCN Worldwide in Reno, NV represented the seller, Longley Center Annex.
7. **\$12,450,000 | 67,112 SF | Industrial Sale** – Tim Budelman at Norris & Stevens/TCN Worldwide in Portland, OR represented the buyer, LNR Holding, LLC.
8. **\$9,800,000 | 63,302 SF | Office Sale** – Sam Leger at Unique Properties/TCN Worldwide in Denver, CO represented the buyer, North Express, LLC, and the seller, 6782 Potomac St, LLC.
9. **\$8,100,000 | 68,110 SF | Industrial Sale** – Dan Lofgren at Forte Real Estate Partners/TCN Worldwide in Minneapolis/St. Paul, MN represented the buyer, Every Meal.
10. **\$7,900,000 | 67,300 SF | Industrial Sale** – Long & Foster Commercial/TCN Worldwide in Vienna, VA represented both parties with Michael Shor representing the seller, Fiber Technology Corporation, and Jon Butt and Katie Wieggers representing the buyer, Potomac Distro Corp.

Top Five TCN Worldwide Office Deals

1. **\$9,800,000 | 63,302 SF | Office Sale** – Sam Leger at Unique Properties/TCN Worldwide in Denver, CO represented the buyer, North Express, LLC, and the seller, 6782 Potomac St, LLC.
2. **\$6,912,793 | 33,449 SF | Office Lease** – Steve Brown, Jim Jetland, and Katie Trevena at Forte Real Estate Partners/TCN Worldwide in Minneapolis/St. Paul, MN represented the tenant, Infinite Health Collaborative, P.A.
3. **\$6,000,000 | 9,768 SF | Office Sale** – The DeLieto Team at MS&C Commercial/TCN Worldwide in Sarasota, FL represented the seller, Hyatt and CiCi Brown Revocable Trust.
4. **\$4,936,476 | 16,292 SF | Office Lease** – Joe Cosgrove at Levrose Real Estate/TCN Worldwide in Scottsdale, AZ represented the landlord, Neon Logistics, LLC.
5. **\$4,600,000 | 12,593 SF | Office Sale** – Steve Brown, Jim Jetland, and Katie Trevena at Forte Real Estate Partners/TCN Worldwide in Minneapolis/St. Paul, MN represented the seller, EP Development.

Top Five TCN Worldwide Retail Deals

1. **\$13,750,000 | 59,000 SF | Retail Center Sale** – Ryan Johnson at Johnson Group Commercial/TCN Worldwide in Reno, NV represented the seller, Longley Center Annex.
2. **\$5,300,000 | 11,576 SF | Retail Sale** – Todd VanDomelen and Mike Brown at Norris & Stevens/TCN Worldwide in Portland, OR represented the buyer, Perseverance, LLC.
3. **\$4,500,000 | 60,100 SF | Retail Investment Sale** – Steve Gordon at Signature Associates/TCN Worldwide in Detroit, MI represented both parties, Franklin Plaza Associates Ltd. Partnership (Seller) and Princeton Real Estate, LLC (Buyer).
4. **\$4,400,000 | Retail Sale** – George Larson and Manish Adiani at Barclay Street Real Estate/TCN Worldwide in Calgary, CA represented the seller, Glenmac Corporation.
5. **\$4,165,440 | 17,753 SF | Retail Center Sale** – Ryan Johnson at Johnson Group Commercial/TCN Worldwide in Reno, NV represented the seller, Geweke Enterprises, LLC.

Top Five TCN Worldwide Industrial Deals

1. **\$95,491,381 | 1,240,013 SF | Industrial Lease** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the tenant, Broadrange Logistics LLC.
2. **\$24,500,000 | 97,996 SF | Industrial Sale** – W. Jason Grace, CCIM, SIOR, Darren Smith, and Michael Rohm, CCIM, MAI at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the seller, Blue Ridge Capital, LLC.
3. **\$22,000,000 | 469,200 SF | Industrial Sale** – Seth Berry, SIOR at Shannon Waltchack/TCN Worldwide in Birmingham, AL represented the buyer, Southern Tire Mart.
4. **\$18,400,000 | 297,100SF | Industrial Lease** – Signature Associates/TCN Worldwide in Detroit, MI represented both parties with Joe Hamway and Greg Hudas representing the landlord, Northpoint Development, LLC, and Joe Hamway and Jim Montgomery representing the tenant, Thai Summit America Corporation.
5. **\$16,420,976 | 600,576 SF | Industrial Lease** – Tom Ferguson at Premier Commercial Real Estate Services/TCN Worldwide in Indianapolis, IN represented the tenant, Cross Roads Center.

Top Five TCN Worldwide Multi-Family/Land Deals

1. **\$4,750,000 | 15 Units | Multi-Family Sale** – Cameron Mercer and David Chatfield at Norris & Stevens/TCN Worldwide in Portland, OR represented both parties, Genesis Rentals, LLC (Seller) and F Raymond & Grace E Lester Family LP (Buyer).
2. **\$4,088,000 | 28 Units | Multi-Family Sale** – Cameron Mercer and David Chatfield at Norris & Stevens/TCN Worldwide in Portland, OR represented both parties, S28, LLC (Seller) and Gary Pope & Ron Montplaisir (Buyer).
3. **\$3,500,000 | 14.7 Acres | Land Sale** – Steve Gordon and Marvin Petrous at Signature Associates/TCN Worldwide in Detroit, MI represented the seller, Emerald Brooke II, LLC.
4. **\$3,200,000 | 34 Units | Multi-Family Sale** – Will McCauley, Elliott Polanchyck, Phil Dankner, Kevin Higgins, Marc Lippitt, and Justin Herman at Unique Properties/TCN Worldwide in Denver, CO represented the buyer, SASHCAP PROPERTIES LLC.
5. **\$2,350,000 | 7.79 Acres | Land Sale** – Cordell Brown at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the seller, HI-25 Properties.

Other Noteworthy TCN Worldwide Transactions

Top 5 From Markets with an MSA Population of Less Than 1.5M

1. **\$95,491,381 | 1,240,013 SF | Industrial Lease** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the tenant, Broadrange Logistics LLC.
2. **\$24,500,000 | 97,996 SF | Industrial Sale** – W. Jason Grace, CCIM, SIOR, Darren Smith, and Michael Rohm, CCIM, MAI at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the seller, Blue Ridge Capital, LLC.
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