



Commercial *focus*

2023 QUARTER 3

Across all property types and service groups, TCN Worldwide's 1,500+ brokers and salespeople have a well-earned reputation for independent thinking and cooperative problem solving in more than 200 markets worldwide.

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. **\$35,221,510 | 349,242 SF | Industrial Lease** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the tenant, JAS N.A. Bio-Distribution Center, Inc.
2. **\$26,500,000 | 100,000 SF | Self Storage Sale** – William Sitar Jr. and Andrew Burachinsky at Sitar Realty Company/TCN Worldwide in New Jersey represented both parties, 1 Holland Terminal, LLC (Seller) and Columbia Self Storage - Lyndhurst, LLC (Buyer).
3. **\$24,600,000 | 123,557 SF | Retail Sale** – Phillip Mazaheri at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the buyer, Memorial Square Partners.
4. **\$20,497,000 | 20,596 SF | Self Storage Sale** – Monty Spencer at Mid-Atlantic Commercial/TCN Worldwide in Yorktown, VA represented the buyer, Prime Storage Gastonia LLC.
5. **\$15,100,000 | 24,504 SF | Office Sale** – Craig Hansson at Starboard Commercial Real Estate/TCN Worldwide in San Francisco, CA represented the buyer, San Mateo Diversified LLC.
6. **\$14,121,392 | 112,500 SF | Industrial Lease** – Signature Associates/TCN Worldwide in Detroit, MI represented both parties, E & A Investments #112 Howell Industrial, LLC (Landlord) and Armaly Sponge Company (Tenant). Jim Montgomery represented the landlord and tenant, and Paul Hoge represented the landlord.
7. **\$14,000,001 | 110,706 SF | Industrial Building Sale** – Dan Lofgren at Forte Real Estate Partners/TCN Worldwide in Minneapolis/St. Paul, MN represented the buyer, Pioneer Industries.
8. **\$10,988,155 | 110,331 SF | Industrial Sale** – Sam Leger at Unique Properties/TCN Worldwide in Denver, CO represented the seller, North Express, LLC.
9. **\$10,000,000 | 5,000 SF | Hospitality Sale** – Dino Monteverde and Frank Chiu at Starboard Commercial Real Estate/TCN Worldwide in San Francisco, CA represented the buyer, LCRE Group.
10. **\$9,971,431 | 150,000 SF | Industrial Lease** – Danny Rivera and Andrew Holder at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the tenant, Blue Whale.

Top Five TCN Worldwide Office Deals

1. **\$15,100,000 | 24,504 SF | Office Sale** – Craig Hansson at Starboard Commercial Real Estate/TCN Worldwide in San Francisco, CA represented the buyer, San Mateo Diversified LLC.
2. **\$9,300,000 | 64,213 SF | Office Sale** – Tre Dupuy and Ian Self at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the buyer, State of Oklahoma Commissioners of the Land Office.
3. **\$6,100,000 | 25,802 SF | Office Sale** – Philip Yeddis at Unique Properties/TCN Worldwide in Denver, CO represented the seller, MVP 8089 Lincoln Building, LLC.
4. **\$5,700,000 | 14,186 SF | Office Sale** – Eric Massey at MS&C Commercial/TCN Worldwide in Sarasota, FL represented the buyer, Mark S Kauffman.
5. **\$4,550,000 | 25,925 SF | Office Sale** – Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented both parties. W. Jason Grace, CCIM, SIOR represented the buyer, 101 Erford Road LLC, and Michael Curran, SIOR represented the seller, Szeles Real Estate Development Company LP.

Top Five TCN Worldwide Retail Deals

1. **\$24,600,000 | 123,557 SF | Retail Sale** – Phillip Mazaheri at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the buyer, Memorial Square Partners.
2. **\$5,450,000 | 28,640 SF | Retail Sale** – Trent McCullough at Levrose Real Estate/TCN Worldwide in Scottsdale, AZ represented the seller, WOE, LLC.
3. **\$5,200,000 | 85,344 SF | Retail Sale** – Joe Rizqallah at Signature Associates/TCN Worldwide in Grand Rapids, MI represented the buyer.
4. **\$4,790,000 | 35,361 SF | Retail Sale** – Trent McCullough at Levrose Real Estate/TCN Worldwide in Scottsdale, AZ represented the buyer, Guadalupe Owner, LP.
5. **\$4,662,000 | 10,000 SF | Retail Lease** – Justin Shoemaker at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the landlord, Hawthorne SPE LLC.

Top Five TCN Worldwide Industrial Deals

1. **\$35,221,510 | 349,242 SF | Industrial Lease** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the tenant, JAS N.A. Bio-Distribution Center, Inc.
2. **\$26,500,000 | 100,000 SF | Self Storage Sale** – William Sitar Jr. and Andrew Burachinsky at Sitar Realty Company/TCN Worldwide in New Jersey represented both parties, 1 Holland Terminal, LLC (Seller) and Columbia Self Storage - Lyndhurst, LLC (Buyer).
3. **\$20,497,000 | 20,596 SF | Self Storage Sale** – Monty Spencer at Mid-Atlantic Commercial/TCN Worldwide in Yorktown, VA represented the buyer, Prime Storage Gastonia LLC.
4. **\$14,121,392 | 112,500 SF | Industrial Lease** – Signature Associates/TCN Worldwide in Detroit, MI represented both parties, E & A Investments #112 Howell Industrial, LLC (Landlord) and Armaly Sponge Company (Tenant). Jim Montgomery represented the landlord and tenant, and Paul Hoge represented the landlord.
5. **\$14,000,001 | 110,706 SF | Industrial Building Sale** – Dan Lofgren at Forte Real Estate Partners/TCN Worldwide in Minneapolis/St. Paul, MN represented the buyer, Pioneer Industries.

Top Five TCN Worldwide Multi-Family/Land Deals

1. **\$7,000,000 | 27 Acres | Land Sale** – Brett MacDougall and Michael DeSantis at Unique Properties/TCN Worldwide in Denver, CO represented the seller, Skitzo 17101, LLC.
2. **\$7,000,000 | 1.64 Acres | Land Sale** – Steve Brown, Jim Jetland, and Katie Trevena at Forte Real Estate Partners/TCN Worldwide in Minneapolis/St. Paul, MN represented the buyer, Children’s Minnesota.
3. **\$5,900,000 | Land Sale for Self-Storage Facility** – William Sitar Jr. and Andrew Burachinsky at Sitar Realty Company/TCN Worldwide in New Jersey represented both parties, Asset Realty & Construction Group, Inc. (Buyer) and Paramount Realty (Seller).
4. **\$4,750,000 | 11.57 Acres | Land Sale** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the seller, Spring Meadows Real Properties, LLC. Jason Grace had previously represented Spring Meadows Real Properties in their initial purchase of the property, helping them realize a significant profit in a short timeframe. The site was sold to JB Hunt Transportation.
5. **\$3,800,000 | 42 Units | Mixed Use/Multi-Family Sale** – Chuck Heller, SIOR and Adam Boussatta at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the seller in the sale of a 9 property/42 unit portfolio consisting of 34 apartments, 8 commercial units, and 21 parking spaces on .71 acres of land.

Other Noteworthy TCN Worldwide Transactions

From Markets with an MSA Population of Less Than 1.5M

1. **\$35,221,510 | 349,242 SF | Industrial Lease** – W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the tenant, JAS N.A. Bio-Distribution Center, Inc.
2. **\$24,600,000 | 123,557 SF | Retail Sale** – Phillip Mazaheri at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the buyer, Memorial Square Partners.
3. **\$9,971,431 | 150,000 SF | Industrial Lease** – Danny Rivera and Andrew Holder at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the tenant, Blue Whale.
4. **\$9,779,444 | 64,400 SF | Industrial Lease** – Michael Curran, SIOR and W. Jason Grace, CCIM, SIOR at Landmark Commercial Realty/TCN Worldwide in Harrisburg, PA represented the landlord, Capital Valley, LP.
5. **\$9,300,000 | 64,213 SF | Office Sale** – Tre Dupuy and Ian Self at Price Edwards and Company/TCN Worldwide in Oklahoma City, OK represented the buyer, State of Oklahoma Commissioners of the Land Office.