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ALLIANCE RESIDENTIAL TO DEVELOP BROADSTONE MIDTOWN APARTMENTS IN PHOENIX

Phoenix – **Alliance Residential Co.** in Phoenix (**Bruce Ward, Bob Hutt, Jay Hiemenz**, partners) plans to develop a 200-unit luxury apartment complex at the northeast corner of Third Avenue and Osborn Road in midtown Phoenix. A joint venture entity formed by Alliance Residential paid \$6 million (\$56.96 per foot) to buy the 2.4 acre site, which is now occupied by two buildings that were built in the late 1950's. The seller was **240 Osborn LLC**, formed by **NOVO Development LLC** in Scottsdale (**Kurt Rosene**, manager) and investor **Jacob Long** of Phoenix. Alliance Residential is developing the upscale apartment community in joint venture with **Appian Capital LLC** of Larkspur, Calif. (**Jonathan Lotter**, managing partner). The project is being called **Broadstone Midtown**. Design plans from **ORB Architects** in Phoenix show a four-story residential building above two levels of podium parking. The one-, two- and three-bedroom units will range from roughly 625 sq. ft. to 2,100 sq. ft. Monthly rental rates to run from \$1,200 to \$3,200. Construction scheduled to start second quarter of this year, with opening expected third quarter 2018. Build out to require 24 months. **Alliance Residential Builders** to serve as contractor. Development cost (land and buildings) estimated at more than \$40 million. **Construction financing has yet to be arranged.** The transit-oriented development will be located less than three blocks from a light rail station. The site for Broadstone Midtown is now occupied by the **Murdock Professional Building** at 240 W. Osborn Road and the **Federal Housing Administration Building** contiguous west at 244 W. Osborn Road. Those two-story structures were built in 1958 and 1959. A portion of one of the vacant buildings will remain in place and is being incorporated into the multi-family project. Alliance Residential, which has been the nation's busiest apartment developer the past two years, has acquired, developed and sold numerous multi-family communities in the Valley. The company, which has developed and sold some of the highest priced apartments ever recorded in Arizona, **is looking for additional apartment investment and development opportunities in the Phoenix area.** Alliance Residential and Appian Capital are also venture partners on **Broadstone Gilbert Heritage**, a 256-unit apartment project under construction at 230 E. Civic Center Drive in Gilbert. Alliance Residential managing director **Tom Lewis** is at (602) 778-2800.

GOLDMAN SACHS DIVERSIFIES VALLEY PORTFOLIO . . . PAYS \$41.335 MILLION FOR RETAIL PLAZA

Phoenix – After buying three office properties in Scottsdale over the past year in transactions totaling a combined \$103.8 million, a subsidiary of **Goldman Sachs Group Inc.** in New York City, N.Y. (NYSE:GS) has diversified its Valley holdings with the purchase of a shopping center in Phoenix. A company formed by **Goldman Sachs & Co.** paid \$41.335 million (\$135.20 per foot) to acquire the 305,742-square-foot **Bethany Towne Center** at the northeast corner of 35th Avenue and Bethany Home Road. Maricopa County records show **BTC Owner LLC** acquired the asset in a cash transaction. The seller was **PDG America Shopping Centers LLC**, a company formed by **PDG America Properties LLC** in Phoenix (**Rick Sodja**, principal). The lender-directed sale was managed by **NorthStar Asset Management Group** in Irving, Tex. The transaction was brokered through **Michael Hackett** and **Ryan Schubert** of **Cushman & Wakefield** in Phoenix. Bethany Towne Center, which was 92 percent occupied at closing, has addresses of 6135 and 6145 N. 35th Avenue. **Wal-Mart Super Center** and **Harbor Freight** are anchor tenants. The 33.28-acre property was developed by Sodja in 2005. In December 2003, *BREW* reported PDG America paying \$18.8 million to buy a 260,000-square-foot neighborhood shopping center that had existed on the site. That retail plaza, also called Bethany Towne Center, was demolished and the parcel was redeveloped as the 300,000 + square-foot project sold to Goldman Sachs. As reported 14 years ago, Wal-Mart leased a 18.3-acre parcel from PDG America and built its own building. Goldman Sachs Group is a Wall Street-based global investment banking, securities and investment management firm with \$861 billion in assets as of year-end 2015. The purchase of the Bethany Towne Center retail plaza stops a streak of three consecutive office property investments in the Valley for Goldman Sachs. From February 2016 to November 2016, *BREW* reported the New York City-based firm buying three office projects totaling a combined 405,053 sq. ft. Over the past 22 years, *BREW* has reported Goldman Sachs investing hundreds of millions of dollars in the acquisition, development and financing of numerous properties in the Phoenix area. Goldman Sachs, which was founded in 1869, has made direct investments and has participated as a joint venture partner in the Valley estate market. The deals have involved many asset types, including office, multi-family, retail and hotel. Sodja was active buying and developing numerous retail projects in the Phoenix area for about 10 years starting in the mid-90's. Bethany Towne Center is one of 12 retail properties in the Valley that were collateral on loans that went sideways for PDG America and some affiliated entities. Hackett and Schubert have the marketing assignment on the PDG America

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- Densely-Populated Trade Area

Litchfield Marketplace
NEC Litchfield Rd & Camelback Rd, Litchfield Park AZ



- Fry's Marketplace Shadow Anchored Shopping Center
- 100% Occupied
- **2016** Quality Construction
- **Price: \$9,735,000**

Queen Creek Marketplace
SWC Power Rd & Chandler Heights Rd, Queen Creek AZ



- Grocery Anchored Shopping Center with Grocery Anchor on Long-Term Lease
- 97,159 | 98.5% Occupied
- Upside with Developable Pads
- Adjacent to Master-Planned Residential Communities of Seville and Power Ranch

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portfolio and are expected to complete the sales of the other properties over the next few months. In October 2016, *BREW* reported PDG America Shopping Centers LLC (through Northstar Asset Management Group) selling a 197,235-square-foot retail plaza at the southwest corner of Southern Avenue and Country Club Drive in Mesa for \$8.02 million (\$40.66 per foot). **Joseph Sumberg** is the contact at Goldman Sachs . . . call him at (212) 902-1000. Reach Hackett and Schubert at (602) 954-9000.

MERITAGE AND ISTAR TO COMPLETE DEVELOPMENT OF ARTESIA COMMUNITY ON SCOTTSDALE ROAD

Scottsdale – **Meritage Homes of Arizona Inc.** in Scottsdale (**Fred Hermann**, division pres.) has formed a venture with **iStar Inc.** in New York City, N.Y. to complete development of 500 new luxury condominiums within a community in Scottsdale called **Artesia**. The prime property is located along the east side of Scottsdale Road and is just north of Indian Bend Road. A venture formed by Meritage and iStar paid \$36 million to buy the roughly 20 acres. The seller was **iStar Artesia Land LLC**. The deal was negotiated by **Greg Vogel, Ryan Semro and Bret Rinehart** of **Land Advisors Organization** in Scottsdale. Maricopa County records show **Artesia Development Partners LLC** (Meritage/iStar entity) acquired the property with a \$27 million loan from iStar. **Troy Hill**, director of urban development at Meritage Homes, says the company has to go through the development review process in Scottsdale before starting construction on the condominium-style residences. A site plan from **Bucilla Group Architecture Inc.** in Irvine, Calif. shows one- and two-level units in 20, two-story and four-story structures. The luxury residences, to be developed in multiple phases, are expected to range from around 1,250 sq. ft. to 3,750 sq. ft. The two-, three- and four-bedroom condos are expected to be priced from the low \$400,000's to over \$1 million. Some of the property fronts along the **McCormick Ranch Golf Course**, which will put a premium on the value of those residences. The 44-acre site that comprises Artesia, including a 10-acre park, was previously occupied by the **Scottsdale Radisson Resort**. The first phase of Artesia, which included 93 residences, 22,500 sq. ft. of retail space and an underground parking structure, was developed by **Starpointe Communities**. Residential sales stalled during the recession and iStar foreclosed on the property in 2011. The retail component at Artesia is still owned by iStar and the company has no plans to market that asset. Hill says Meritage is projecting a 10-year build out for the gated community, which will have a significant amenity package. When completed, the upscale residential development will feature a 10-acre park with a dog run, 20,000-square-foot clubhouse, resort pool, sport courts, fitness room, rooftop event center and other attractions. Preliminary plans for the initial phase of construction show 116 condominiums to be followed by 144 units in phase two. Those 260 residences will be built in five, four-story buildings and each structure will have a single level of underground parking. A sales center, which will include a full size model, is slated to open in December 2017. First closings are expected in January 2019. Tentative plans show another 174 condos in six more structures targeted for an area surrounded by the golf course. A second product type planned within the community is a higher end version of the popular

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Diamanté stacked-flat subdivision Meritage is developing at 64th Street and Thomas Road in Scottsdale. There are 66 of the stacked-flat units targeted for construction in the first phase of the continuation of Artesia. Those two-story residences will be located in nine buildings to be built along the southern portion of the project. Meritage Homes of Arizona is a division of **Meritage Homes Corp.** in Scottsdale (NYSE:MTH, **Steve Hilton**, CEO). The company builds entry level and move-up residences in the Phoenix area as Meritage Homes and high-end product as **Monterey Homes**. Get more from Hill at (480) 515-8164. **David Sotolov**, executive v.p. at iStar, is at (310) 315-7070. Talk to the Land Advisors Organization agents at (480) 483-8100.

KARLIN BUYS PIMA CROSSING SHOPPING CENTER IN SCOTTSDALE FOR \$46.15 MILLION

Scottsdale – With hopes of achieving similar success to its last Valley retail investment, **Karlin Real Estate** in Los Angeles, Calif. (**David Cohen**, **Matthew Schwab**, co-founders) has acquired the **Pima Crossing** shopping center located at the northwest corner of the 101 Loop and Shea Boulevard in Scottsdale. The privately-held investment firm paid \$46.15 million (\$193.68 per foot) to buy the 238,275-square-foot retail plaza. The seller was **Regency Centers L.P.**, a limited partnership formed by **Regency Centers Corp.** in Jacksonville, Fl. (NYSE:REG). The deal was brokered by **Michael Hackett** and **Ryan Schubert** of **Cushman & Wakefield** in Phoenix. Public records show **Karlin Pima LLC** (Karlin Real Estate entity) acquired the asset in a cash sale. The 27.47-acre project, which was developed in 1994, is 96 percent occupied. Anchor tenants include **PGA Superstore**, **Stein Mart** and **LifeTime Fitness**. The shopping center, with frontage along the west side of the 101 Loop, has addresses of 8624-8776 E. Shea Boulevard. *BREW* last reported Pima Crossing selling in September 1997 when **Pacific Retail Trust** of Dallas, Tex. paid \$29.95 million (\$125.70 per foot) to purchase the retail property (Regency Centers acquired the Dallas-based real estate investment trust in 1999). Originally designed as a neighborhood shopping center anchored by a **Bashas'** grocery store, Pima Crossing is less than two miles east of the last property Karlin Real Estate acquired in the Valley. In September 2011, *BREW* reported Karlin Real Estate paying \$50.32 million (\$181.49 per foot) to buy 277,253 sq. ft. of retail space in two centers located along the north side of Shea Boulevard and east of Scottsdale Road in Scottsdale. Karlin Real Estate resold the plazas in two separate sales in 2014 and 2015 for a combined \$77 million (\$277.72 per foot). If the So. Calif.-based investor is able to achieve similar success with its latest investment, Karlin Real Estate will resell Pima Crossing in 2019-2020 for \$69 million. While that is just a projection, no doubt the company would be pleased with that sort of return. Karlin Real Estate is an affiliate of **Karlin Asset Management Inc.**, a private investment firm that manages \$1.5 billion of unleveraged equity capital. Karlin Real Estate, which targets retail, office, industrial, hospitality and multi-family properties, **is looking for additional investment opportunities in the Valley**. The company likes value-added deals, bundled assets of real estate and will acquire performing and non-performing loans secured by real estate. *BREW* previously reported Karlin Real Estate selling several other retail properties in the Phoenix area that the company acquired after foreclosing on notes it had purchased. With the sale of Pima Crossing, Regency Centers (**Martin "Hap" Stein, Jr.**, chairman) has now sold all of its Valley assets. Find out more from Schwab at (310) 806-9728. **Howard Overton** is the contact for Regency Centers . . . call him at (904) 598-7000. Talk to Hackett and Schubert at (602) 954-9000.

OAKTREE/CYPRESS CLOSES \$151.25 MILLION PURCHASE OF RENAISSANCE SQUARE OFFICES

Phoenix – A joint venture formed by **Oaktree Capital Management L.P.** in Los Angeles, Calif. (**Howard Marks**, **Bruce Karsh**, co-chairmen) and **Cypress Office Properties** in San Diego, Calif. (**Ron Lack**, **Mark Wayne**, principals) paid \$151.25 million (\$156.12 per foot) to buy the nearly 1 million-square-foot **Renaissance Square** office towers in downtown Phoenix. *BREW* reported the deal in the works two weeks ago. The two-building, 968,790-square-foot office plaza is comprised of the 25-story, 494,004-square-foot **One Renaissance Square** at 2 N. Central Avenue and the 28-story, 474,786-square-foot **Two Renaissance Square** located at 40 N. Central Avenue. The office structures were sold by two limited partnerships managed by **Hines Interests Limited Partnership** in Houston, Tex. (**Gerald Hines**, chairman). The sale was being brokered by **Adam Edwards**, **K.C. Scheipe** and **Justin Shepherd** of **Eastdil Secured** in Irvine, Calif. The new owner plans to spend \$50 million on upgrades. Oaktree, a global investment manager with \$100 billion in assets, provided the equity for the purchase. The investment will be operated by Cypress Office Properties, a real estate investment and operating company. Both of the privately-held firms have a history of owning office buildings in the Valley. The Renaissance Square office towers, developed in 1987 and 1989, are 63.4 percent leased. Tenants include: **Ernst & Young**, the **GSA (General Services Administration)** and law firms **Quarles & Brady LLP**, **Gammage & Burnham PLC**, **Bryan Cave LLP** and **Jones Skelton & Hochuli PLC**. The leasing is being handled by **Jerry Noble** and **Pat Devine** of **Cushman & Wakefield** in Phoenix. At year-end 2007, entities formed by **Hines U.S. Core Office Fund L.P.** paid a reported \$272.9 million (\$282 per foot) to buy Renaissance Square. The land underneath the Renaissance offices and parking garages is owned by the **City of Phoenix** and the Oaktree/Cypress joint venture has assumed the ground leases. The landmark buildings, clad in red granite, are connected via a pedestrian sky bridge. The office project, parked at 2.1 spaces per 1,000 sq. ft., is served by two, underground parking garages with 606 and 1,090 stalls. In April 2015, an Oaktree venture paid \$58 million (\$223.31 per foot) to acquire the 259,745-square-foot **Biltmore Commerce Center** office property at the northeast corner of 32nd Street and Camelback Road in Phoenix. Oaktree, which specializes in opportunistic and value-added deals, has also invested in multi-family properties in the Valley. In the past three years, *BREW* has reported Cypress ventures spending \$88 million to buy 644,211 sq. ft. of office space in three Valley properties. Get more from **Mark Jacobs** of Oaktree Capital at (213) 830-6300. Talk to Lack and Wayne of Cypress Office Properties at (858) 831-9240. **Chris Anderson**, managing director for Hines in Phoenix, is at (602) 385-4000. Call the Eastdil Secured agents at (949) 930-7474.

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ANCHOR | Sprouts



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Tempe, AZ

SALES PRICE | \$11,200,000
BUILDING SIZE | ±97,915 SF
ANCHOR | Bashas'



SHADE AT DESERT RIDGE | Nov 2016
Phoenix, AZ

SALES PRICE | \$17,000,000
BUILDING SIZE | ±41,848 SF
ANCHOR | Walgreens, Wells Fargo



SOUTHERN PALMS | Oct 2016
Tempe, AZ

SALES PRICE | \$36,750,000
BUILDING SIZE | ±257,979 SF
ANCHOR | Sprouts



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COMMERCIAL TRANSACTIONS

Tempe – **KWC Acacia Court LLC**, a company formed by the **Kramer-Wilson Co. Inc.** in Encino, Calif. (**Weldon Wilson**, CEO), paid \$15.15 million (\$145.24 per foot) to acquire a 104,310-square-foot office project located at 950 and 960 W. Elliot Road in Tempe. The seller was **New Acacia LLC**, a company formed by **DPC Development Co.** in Greenwood Village, Colo. (**Chris King, Donald Cook, Gary Wilson**, managers). The cash transaction was brokered by **Barry Gabel** and **Chris Marchildon** of **CBRE** in Phoenix. The two-building complex, known as **Acacia Court**, was 87.5 percent occupied at closing. In July 2011, *BREW* reported DPC Development paying \$9.5 million (\$91.21 per foot) to buy the Tempe office project. The 6.4-acre property was developed in 2000 and renovated in 2011. The privately-held Kramer-Wilson, which has acquired two office assets in the Valley in the past two months, **is looking for additional real estate investment opportunities in the Phoenix area as well as other markets in the Southwestern U.S.** In November, the company paid \$14.7 million (\$233.07 per foot) to acquire a 63,071-square-foot office project located within the **Scottsdale Airpark** near the southeast corner of Scottsdale Road and Butherus Drive.

Tempe – **Industrial Property Trust Inc.** in Denver, Co. (**Dwight Merriman**, CEO) has added to its Valley real estate holdings by paying \$9.5 million (\$93.47 per foot) to purchase a 101,641-square-foot industrial building at 685 W. La Vieve Lane in Tempe. The seller was **LBA Realty Fund III-Company IV-A LLC**, a company managed by **LBA Realty** in Irvine, Calif. (**Phil Belling**, managing principal). Public records show **IPT Tempe BC LLC** (Industrial Property Trust entity) acquired the asset in a cash transaction. The buyer was represented by **Bob Buckley, Steve Lindley, Tracy Cartledge** and **Ben Geelan** of **Cushman & Wakefield** in Phoenix. The seller was represented by **Will Strong, Mike Haenel, Andy Markham** and **Phil Haenel** of C&W. The manufacturing-distribution facility is fully occupied by **Kovach Building Enclosures**. In July 2007, *BREW* reported LBA Realty paying \$8.055 million (\$81.24 per foot) to purchase the Tempe industrial building. The 6.69-acre property was developed in 1992. The investment is the fifth in the Valley for Industrial Property Trust, a real estate investment trust (REIT) that buys distribution-warehouse buildings throughout the U.S. The privately-held firm is managed by **Dividend Capital Group**. As of October 2016, Industrial Property Trust has invested roughly \$2.9 billion in acquiring ownership interest in 38.6 million sq. ft. of industrial space in 242 buildings located across the country. In March 2016, the company paid \$14 million (\$102.43 per foot) to buy a 136,683-square-foot warehouse-office located at 4707 E. Baseline Road in Phoenix. The privately-held LBA Realty has been active buying and selling office and industrial properties in the Valley. In November 2016, *BREW* reported LBA Realty selling 1.335 + million sq. ft. of industrial space in the Phoenix area for \$107.194 million (\$80.26 per foot blended average). The properties were sold to **Blackstone Group L.P.** in New York City, N.Y. (NYSE:BX) as part of a \$1.5 billion portfolio deal involving roughly 12 million sq. ft. of industrial buildings in the Western U.S.



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COMMERCIAL TRANSACTIONS

Gilbert – **Emerald Industries LLC** in Phoenix (**Parviz Moghimi**, principal) paid \$9.5 million (\$306.30 per foot) to buy a 31,015-square-foot special use building at 1305 S. Gilbert Road in Gilbert. The seller was **IPF Rancho Solano LLC**, a company formed by **Fenway Properties** in San Diego, Calif. (**Larry Jackel**, principal). The cash transaction was brokered through **Marcus Muirhead, Todd Noel, Steve Gonzalez** and **Greg Guglielmino** of **Colliers International** in Phoenix. The two-story structure is fully occupied by **Lauren’s Institute For Education (L.I.F.E.)**. The non-profit organization, which assists developmentally disabled children, has nine years remaining on its lease. In July 2015, the Fenway Properties entity paid \$4.5 million (\$145.09 per foot) to acquire the asset. The 9.39-acre property was developed in 1977 and renovated in 2015. Moghimi’s company completed four real estate investments in the Valley market in 2016. In September, *BREW* reported Emerald Industries paying \$5.7 million (\$245.79 per foot) to purchase a 23,191-square-foot special use building located at 7496 E. Tierra Buena Lane in Scottsdale that is leased to a charter school. Earlier in the year, the privately-held firm acquired a 15-unit apartment complex and a 26,000-square-foot office-retail project in Phoenix. Fenway Properties has also been active in the Valley buying and selling numerous office and commercial buildings. While Jackel’s company sold the Gilbert Road building at year-end and a 63,639-square-foot Phoenix office project in October, in February of last year, *BREW* reported Fenway Properties paying \$24.6 million (\$139.39 per foot blended average) to buy 175,892 sq. ft. of office space in Peoria and Scottsdale. The San Diego company **is looking for more investment opportunities in the Valley.**

Phoenix – A company formed by **The Boyer Co. LC** in Salt Lake City, Utah (**Jake Boyer**, principal) paid \$9.05 million (\$237.98 per foot) to buy a 38,029-square-foot office building at 4020 E. Indian School Road in Phoenix. The seller was **Tolleson 40 LLC**, a company formed by **Helix Properties LLC** in Phoenix (**Ryan Spiekerman**, principal). The deal was brokered through **Bill Bayless** of **CBRE** in Phoenix. The two-story project, called **Fourty20**, is leased to **Carvana** through March 2017. **Bryan Taute** of **CBRE** has been hired to lease the building. Maricopa County records show **Boyer 4020 L.C.** acquired the asset with a \$7.73 million loan from **Bank of Arizona (BOKF)**. The Helix Properties entity acquired the Indian School Road building at year-end in a multi-property exchange with **Verde Investments Inc.** in Phoenix (**Ernie Garcia**, principal). Over the past 15 months, The Boyer Co. has invested \$18.881 million to acquire 127,980 sq. ft. of industrial, special use and office buildings in three properties in Phoenix and planning to develop a 102,816-square-foot spec office building located along the south side of the 202 Loop and just west of the 101 Loop in Tempe. The privately-held Salt Lake City-based company, which has also developed medical facilities in the Phoenix and Tucson areas, **is looking for additional investment and development opportunities in the Valley.**



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- **Phoenix/Desert Hills – Construction of Two Spec Houses**
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- **Queen Creek - Construction of Spec House**
\$375,000.00 loan,
*9.5% interest only, 12 months
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- **Prescott Valley/Lonesome Valley - Construction of Two Spec Houses**
\$486,000.00 loan,
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CBRE's Mike Parker and Evan Koplan on Successfully Closing Out Turner Crossing at Southbank Project

Turner Real Estate Investments (TREI) would like to thank CBRE's Mike Parker and Evan Koplan for successfully closing seven total transactions, totaling 108,408 SF of industrial/flex buildings at Turner Crossing at Southbank in Phoenix, Arizona. During the project span of two and a half years, the CBRE team provided expert market knowledge and insight, along with unwavering effort that allowed the project to close on time and deliver superior returns to TREI's valued investors.

Thank you for a job well done, Mike and Evan, from the team at Turner Real Estate Investments.

For more information on **Turner Real Estate Investments**, please visit <http://www.TurnerREI.com>.



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KEYNOTE: Reimagining Community in the Age of Empowerment

Kim Lear, Founder, Inlay Insights

We are in the midst of a period of great change at work, in the marketplace and in our communities. Hierarchies are flattening, the traditional "American Dream" is being reexamined, and unprecedented access has created a culture of empowerment. The time has come to challenge conventional thinking and explore bold new approaches to relationship building and community formation. Supported with cutting edge research and category leading case studies, Kim Lear will decode trends, shifts and disrupters, that can be used to create a roadmap in building stand-out experiences in the marketplace, workplace, and in our communities.



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COMMERCIAL TRANSACTIONS

Chandler – A company formed by **Extra Space Storage Inc.** in Salt Lake City, Utah (NYSE:EXR, **Kenneth Wooley**, director) paid \$9.52 million (\$110.17 per foot) to buy a 86,411-square-foot self-storage facility located at 2150 N. Arizona Avenue in Chandler. The seller was **Global Chandler 2150 LLC**, a company formed by **Global Commercial Real Estate Services Inc.** in Carlsbad, Calif. (**Tucker Lewis**, pres.). The sale was brokered through **Paul Boyle** and **Rick Danis** of **Cushman & Wakefield Inc.** in Phoenix, and **Greg Wells** of C&W in San Diego, Calif. Maricopa County records show **Extra Space Properties Two LLC** acquired the asset in a cash transaction. The 783-unit project, now being operated as a **StorQuest Self-Storage**, was 62 percent occupied at closing. In July 2014, Global Commercial Real Estate Services paid \$2.55 million to acquire the building, which was previously occupied by a **Target Store**. Lewis' company repositioned the asset in 2015 and converted the project for use as a storage facility. The 8.74-acre property was originally developed in 1989. The publicly-traded Extra Space Storage owns more than 1,400 self-storage properties across the U.S. The company has 29 self-storage facilities in the Valley, **is looking for more properties in the Phoenix area as well as other markets across the country.**

Scottsdale – **Blue Diamond Properties LLC** in Gilbert (**Harjinder Singh**, principal) paid \$8.25 million (\$125.51 per foot) to acquire a 65,732-square-foot office project at 3200 N. Hayden Road in Scottsdale. The seller was **3200 Hayden Plaza LLC**, formed by **William Metzler** of **West Coast Capital Partners** in Scottsdale and Torrance, Calif. The seller was represented by **Eric Wichterman** and **Mike Coover** of **Cushman & Wakefield** in Phoenix. The buyer was represented by **Matt Leonard** of **LevRose Commercial Real Estate** in Scottsdale. The two-building complex, called **Hayden Professional Park** is 98 percent occupied. Maricopa County records show the buyer acquired the asset with a \$5.925 million loan from **Starwood Mortgage Capital LLC**. The financing was arranged by **Tim Storey** of **Newmark Realty Capital Inc.** in Phoenix. In March 2006, *BREW* reported Metzler's company paying \$5.6 million (\$89 per foot) to buy the Hayden Road offices. The 3.964-acre property was developed in 1981.

Queen Creek – A company formed by **Mid Pacific Assets Advisors LLC** in Honolulu, Hi. (**Easton Manson**, **Will Crowley**, partners) paid \$5.875 million (\$270.71 per foot) to purchase a 21,702-square-foot retail building at 24930 S. Ellsworth Road in Queen Creek. The seller was **Queen Creek Development Group LLC** in Southern Pines, N.C. (**William Ronalter**, manager). Maricopa County records show **HRC Queen Creek LLC** (Mid Pacific entity) acquired the asset in a cash transaction. The deal was brokered through **Joe Compagno** of **CBRE** in Phoenix. The freestanding structure is fully occupied by **Tractor Supply Co.** The 3.987-acre property was developed in 2016 by the seller. **David Long** of **Long Devco** in Scottsdale managed the development.



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MULTIFAMILY TRANSACTIONS

Glendale – A company formed by **Christian Relief Services** in Alexandria, Va. (**Bryan Krizek**, CEO) paid \$5.9 million (\$59,000 per unit) to purchase the 100-unit **Maryland West** apartments located at 4530 W. McLellan Road in Glendale. The seller was **Maryland West Partnership** in Cave Creek (**Hans Thiele**, principal). **Doreen Coutelin** of **Metro Realty** in Phoenix represented the buyer in the sale. **Cass Stephens** of **RE/MAX Platinum Living** in Phoenix represented the seller. Maricopa County records show **CRS McClellan Housing Co.** (Christian Relief Services entity) acquired the multi-family asset with a \$3.835 million loan issued by **New York Community Bank**. Thiele’s company had owned the apartments for almost 40 years. The complex was built in 1970. Christian Relief Services, a non-profit organization that operates affordable housing across the country, has been buying apartment properties in the Valley for more than 20 years. In March 2016, *BREW* reported Christian Relief Services paying \$1.557 million (\$45,809 per unit) to buy the 34-unit **Casa Paradise** apartments at 2521 W. Elm Street in Phoenix.

Phoenix – **Coronado Apartment Homes LLC** in Seal Beach, Calif. (**Derek Smith, Fannie Smith**, members) paid \$3.1 million (\$114,815 per unit) to acquire the 27-unit **Encanto Oasis** apartments located at 1840 W. Thomas Road in Phoenix. The seller was **EQ Encanto 26 LLC**, a company formed by **Equus Management Inc.** in Phoenix (**Charles Duff**, pres.). The deal was brokered by **Brian Tranetzki** and **Rich Butler** of **Marcus & Millichap Real Estate Investment Services** in Phoenix. The purchase included a single-family residence that is leased and part of the rental pool. Maricopa County records show the buyer acquired the asset with a \$1.85 million loan from **South County Bank** in Irvine, Calif. In September 2014, Equus Management paid \$1.25 million (\$48,077 per unit) to purchase Encanto Oasis. The complex was built in 1962. Last month, *BREW* reported the Smiths selling the 22-unit **Coronado apartments** located at 8605 E. Coronado Road in Scottsdale for \$1.92 million (\$87,273 per unit).

Phoenix – **Joseph Gentner** and **Rebecca Gentner** in Seal Beach, Calif. paid \$2.727 + million (\$94,052 per unit) to buy the 29-unit **Level on 17th** apartments at 6725 N. 17th Avenue in Phoenix. The seller was **Level on 17th LLC** in Phoenix (**Benjamin Covaciu, Corina Covaciu**, members). The deal was negotiated through **Ryan Ash** and **Mike Woodrick** of **Apartment Realty Advisors** in Phoenix. Maricopa County records show the buyer acquired the asset with a \$1.98 million loan from **Washington Federal**. In July 2015, *BREW* reported the Covacius’ company paying \$1.65 million (\$63,793 per unit) to acquire Level on 17th (at that time called **La Casa** apartments). The complex was built in 1974. While the multi-family investment is the first for the Gentners in the Valley, the Covacius have been the buyers and sellers of several apartment projects in the Phoenix area. In September, *BREW* reported the Covacius selling the 20-unit **Summer Cove** apartments at 1941 W. Morten Avenue in Phoenix for \$1.6 million (\$80,000 per unit).

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 <p>Surprise Pointe Bldg. G Location: Surprise, AZ Closing Date: 11.3.2016 Sales Price: \$2,950,000</p>	 <p>Westwood Village Location: Mesa, AZ Closing Date: 10.26.2016 Sales Price: \$1,300,000</p>	 <p>SEC Higley & Guadalupe Location: Gilbert, AZ Closing Date: 8.29.2016 Sales Price: \$1,650,000</p>	 <p>Centerpoint at Anthem Location: Anthem, AZ Closing Date: 6.30.2016 Sales Price: \$2,700,000</p>	 <p>Manistee Ranch Location: Glendale, AZ Closing Date: 6.22.2016 Sales Price: \$1,100,000</p>	 <p style="color: #008000; font-weight: bold;">Team Contact Information:</p> <p>Steve Julius 602-735-5216 Steve.Julius@cbre.com</p> <p>Jesse Goldsmith 602-735-5217 Jesse.Goldsmith@cbre.com</p> <p>Courtney Luedemann 602-735-5218 Courtney.Luedemann@cbre.com</p> <p style="font-size: 24pt; font-weight: bold; margin-top: 20px;">CBRE</p> <p style="font-size: 8pt; margin-top: 10px;">© 2016 CBRE, Inc. This information has been obtained from sources believed reliable. We have not verified it and make no guarantee, warranty or representation about it. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.</p>
 <p>Township Plaza Location: Gilbert, AZ Closing Date: 6.10.2016 Sales Price: \$2,109,500</p>	 <p>Higley Shops Location: Mesa, AZ Closing Date: 5.27.2016 Sales Price: \$1,735,000</p>	 <p>Arrowhead Gateway Location: Peoria, AZ Closing Date: 5.3.2016 Sales Price: \$10,100,000</p>	 <p>Stratford Plaza Location: Phoenix, AZ Closing Date: 4.29.2016 Sales Price: \$2,275,000</p>	 <p>Shops at Desert Ridge Location: Phoenix, AZ Closing Date: 4.25.2016 Sales Price: \$9,150,000</p>	
 <p>Sundown Plaza Location: Peoria, AZ Closing Date: 4.15.2016 Sales Price: \$1,200,000</p>	 <p>Surprise Pointe, Bldg. B Location: Surprise, AZ Closing Date: 3.10.2016 Sales Price: \$1,431,889</p>	 <p>Surprise Pointe Bldg. F Location: Surprise, AZ Closing Date: 3.8.2016 Sales Price: \$2,075,000</p>	 <p>Surprise Pointe Bldg. C Location: Surprise, AZ Closing Date: 2.18.2016 Sales Price: \$1,810,000</p>	 <p>83rd & Camelback Plaza Location: Phoenix, AZ Closing Date: 1.21.2016 Sales Price: \$1,790,000</p>	

MULTI-FAMILY TRANSACTIONS

Phoenix – A company formed by **Pratik Jogani** of **Pro Residential Services** in Los Angeles, Calif. paid \$5.3 million (\$44,167 per foot) to buy the 120-unit **Las Ventanas** apartments at 6801 N. 25th Drive in Phoenix. The sellers were five separate entities, including: **TER Arizona LLC** in Scottsdale (**Thomas E. Reilly, IV**, principal), **Golden Ticket LLC** in San Marcos, Calif. (**Serena Carlson**, manager), and **Cole Holdings LLC**, **Tara Holdings LLC** and **Shane Holdings LLC** – all of San Marcos (**Arie de Jong**, manager). The sale was brokered by **Bill Hahn**, **Jeff Sherman** and **Trevor Koskovich** of **Colliers International** in Phoenix. Maricopa County records show **Las Ventanas Investments LLC** (Jogani’s entity) acquired the asset with a \$3.975 million loan from **Opus Bank**. The financing was arranged by **Adam Finkel** and **Kyle McDonough** of **Tower Capital** in Phoenix. In April 2010, *BREW* reported the sellers paying \$2.25 million (\$18,750 per unit) to purchase Las Ventanas. In the past two years, Pro Residential Services has invested \$87.86 million in buying 2,637 apartment units in 17 Valley projects. Two weeks ago, Jogani paid \$1.08 million (\$45,000 per unit) to buy the 24-unit **Mesquite Court** apartments at 2502 W. Ocotillo Road in Phoenix. Three weeks ago, Reilly, de Jong, et al., sold the 62-unit **Park Greenvale** apartments at 2950 E. Greenway Road in Phoenix for \$3.2 million (\$51,613 per unit).

Phoenix – **Christown Manor LLC** in Phoenix (**William Kurohara**, manager) paid \$2.83 million (\$83,235 per unit) to acquire the 34-unit **Christown Manor** apartments located at 5045 N. 17th Avenue in Phoenix. The seller was **GP Family Holdings LLC** in Phoenix (**John Pittman**, manager). The deal was negotiated by **Ryan Ash** and **Mike Woodrick** of **Apartment Realty Advisors** in Phoenix. Public records show the buyer acquired the asset with a \$1.96 million loan from **Washington Federal**. In October 2001, Pittman paid \$1.542 + million (\$45,368 per unit) to buy Christown Manor (then called **Christown Manor II** apartments). The complex was built in 1985. *BREW* has reported Kurohara buying several other multi-family projects in the Valley.

Phoenix – **Rimini Properties LLC** in Novato, Calif. (**Angelo Cardareli**, principal) paid \$2.463 + million (\$153,947 per unit) to purchase **The Haven**, a 16-unit apartment project located at 6501 N. 3rd Avenue in Phoenix. The seller was **SBD Ventures II LLC** in Phoenix (**Bryan O’Keefe**, **Shelley O’Keefe**, principals). The transaction was brokered by **Brian Tranetzki** and **Rich Butler** of **Marcus & Millichap Real Estate Investment Services** in Phoenix. Maricopa County records show the buyer acquired the asset with a \$1.197 million loan from **Mutual of Omaha Bank**. In December 2015, *BREW* reported SBD Ventures II paying \$1.4 million (\$87,500 per unit) to buy The Haven (then called **Fountain Springs** apartments). The complex was built in 1977 and renovated last year. In August, the O’Keefes sold a 7,620-square-foot project at 402 W. Roosevelt Street in Phoenix for \$1.2 million (\$157.48 per foot). The former apartment building was converted for office use and is now reverting back as an 8-unit multi-family complex.

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MULTI-FAMILY TRANSACTIONS

Phoenix – **Investment Concepts Inc.** in Orange, Calif. (**George Chami, George Mobayed**, principals) has diversified its Valley holdings by paying \$19 million (\$65,972 per unit) to buy the 288-unit **Solano Terrace** apartments at 4715 N. Black Canyon Highway and 4802 N. 23rd Avenue in Phoenix. The seller was **Solano Terrace LLC**, a company formed by **3rd Avenue Investments LLC** in Phoenix (**Zev Hendeles**, principal). The transaction was brokered through **Bill Hahn, Jeff Sherman** and **Trevor Koskovich** of **Colliers International** in Phoenix. Maricopa County records show **Park Terrace 288 LP** (Investment Concepts entity) acquired the asset with a \$15.116 million **Fannie Mae** loan issued by **Arbor Commercial Funding I LLC**, formed by **Arbor Realty Trust Inc.** in Uniondale, N.Y. (NYSE:ABR). In July 2015, *BREW* reported Hendeles' company paying \$12.25 million (\$42,535 per unit) to acquire Solano Terrace (then called **Sonoma Grand** apartments). The complex was built in 1985. *BREW* has previously reported the privately-held Investment Concepts Inc. spending \$23.6 million to buy 117,575 sq. ft. of retail space in two Glendale properties. After the sale of Solano Terrace, 3rd Avenue Investments owns 1,287 apartments in five Valley projects. In December, *BREW* reported Hendeles selling the 193-unit **Dwell** apartments at 1923 N. 70th Street in Scottsdale in a \$20.85 million deal (\$108,031 per unit).

Mesa – A company formed by **OpenPath Investments LLC** in San Rafael, Calif. (**Peter Slaugh**, principal) paid \$9.4 million (\$95,918 per unit) to purchase the 98-unit **Green Leaf Vista** apartments located at 1440 Val Vista Drive in Mesa. The seller was **Green Leaf Vista LLC**, formed by **Green Leaf Partners Inc.** in Danville, Calif. (**Mike O'Neil, Thomas Hall, Farrokh Billimoria**, co-founders). The sale was brokered by **Cliff David** and **Steve Gebing** of **Marcus & Millichap Real Estate Investment Services** in Phoenix. Maricopa County records show **OP Vista LLC** (OpenPath Investments company) acquired the asset with a \$6.9 million **Freddie Mac** loan issued by **NorthMarq Capital**. In October 2012, Green Leaf Partners paid \$7.9 million (\$124,000 per unit) to buy Green Leaf Vista (at that time called **Val Vista Gardens** apartments). The complex was built in 1985. OpenPath Investments, formerly known as **Su Casa Investments LLC**, now owns 645 apartments in four Valley communities. Green Leaf Partners still owns 902 apartments in three Valley properties. In December, *BREW* reported the company paying \$42 million (\$164,063 per unit) to purchase **The Isle at Arrowhead Ranch**, a 256-unit rental project located at 20250 N. 67th Avenue in Glendale.

Phoenix – **Guido St LLC** in Carlsbad, Calif. (**Eleni Economus**, manager) paid \$1.335 million (\$44,500 per unit) to buy the 30-unit **Denton** apartments located at 1603 W. Denton Lane in Phoenix. The seller was **Urban Living Luxe LLC** in Dana Point, Calif. (**Tracy Blumenthal**, principal). The buyer was represented by **Scott McGill** of **MCG Realty** in Phoenix. The seller was represented by **Ryan Smith** of **ABI Multifamily** in Phoenix. Maricopa County records show the buyer acquired the asset with a \$830,000 loan from **Opus Bank**. In November 2013, *BREW* reported Blumenthal's company paying \$1.05 million (\$35,000 per unit) to acquire Denton apartments. The complex was built in 1980.



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