



**CBG**

COMMERCIAL BROKERS GROUP INC.

# Commercial Broker's Group Deal of the Year 2023

Welcome to the deal of the Year Ceremony

*March 6, 2024*



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# Silver Sponsors

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# Bronze Sponsors

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# Thank you to this year's Selection Committee



**Daniele Thompson**

*St. Marie Law*

Turke & Strauss LLP

**Peter Turke**

*Turke & Strauss LLP*



**Tim Cleary**

*Ideal Builders*



**Tonya Zurfluh**

*Inspired Workplace Interiors*



# Retail

Retail Nominations 2023

Retail Deal of the Year 2023



# 101 N Hamilton St

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**Brian Wolff | Toby Matson**

*CBRE / NAI*

- Draper Brothers Chophouse
- Extensive number of hours were spent onsite with the client and contractors
- The negotiating process from LOI to Lease involved several drafts
- A complete design and brand theme was developed by Brian for the client



Retail Nominee 2023



# 505 S Gammon Rd



## Jesse Schluter

*Wisconsin Commercial Real Estate*

- It took 10 months to negotiate the Bank of America lease followed by 7 months of working through lease contingencies
- Creative marketing led Bank of America to this site, and it will be their **1st** location in Wisconsin
- This deal marks the highest land lease rate ever achieved for a parcel of this size in the greater Madison area

Retail Nominee 2023

# 250 State St

Max Jacobson | Jamani Bergh |  
John Bergh

*JCRE / White Box*

- Persistence over a LONG period of time and never gave up
- Looking beyond Madison to find the right tenant for the space
- Meeting the demands of the owner and the city
- Win-win for State Street, the owner and new to market restaurant



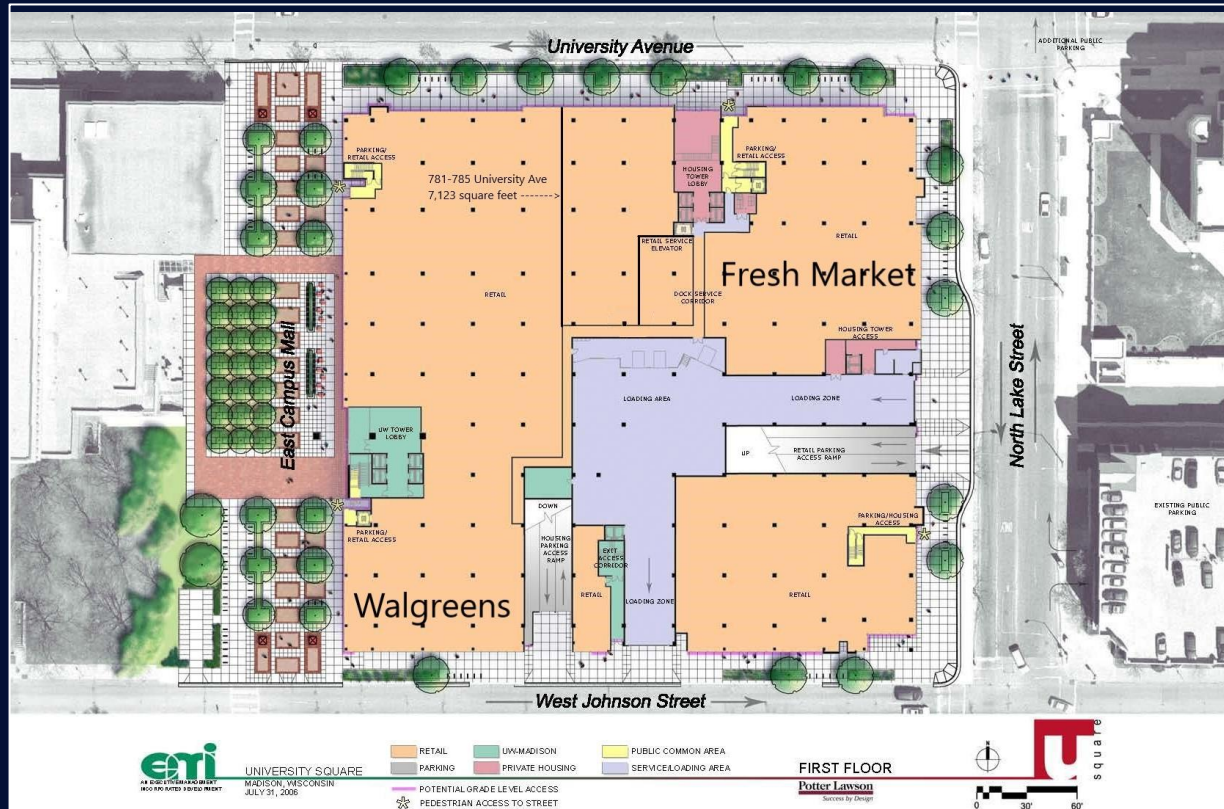
Retail Nominee 2023

# 795 University Ave

Heather Ewing, CCIM

*ABSTRACT Commercial Real Estate LLC*

- Meeting the demands of the property owner and the city
- Win-win for State Street, the owner and new to market restaurant
- Navigating last minute Landlord surprises
- Extensive lease (>80 pages)



Retail Nominee 2023



# And the winner is...

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Retail Deal of the Year 2023



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Retail Deal of the Year 2023

# 505 S Gammon Rd Madison, WI

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**Jesse Schluter**

*Wisconsin Commercial Real Estate*

- Challenges with lease negotiations
- Challenging tenant
- Highest land lease rate



# Office

Office Nominations 2023

Office Deal of the Year 2023



# 2335 City View Dr

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## Chuck Redjinski

*Newmark*

- Lots of 'heavy lifting' involved by numerous people, especially by Angie Black, to secure the necessary approvals at the city level
- Persistence and dedication by an outstanding team of professionals
- This was an exceptional use of a vacant building during a time when employees are working from home



Office Nominee 2023

# 45 Nob Hill

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## TJ Blitz

*CRESA*

- Relocation/expansion of a firm
- Large SF transaction of the post-covid world
- Pure awesomeness of all parties involved



Office Nominee 2023



# 1600 Aspen Cmns

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**Chase Brieman | James West |  
Kyle Robb**

*CBRE / Artis REIT*

- Northwestern Mutual
- Large office lease done in lackluster market conditions
- \$6-7M Deal size / 30,000 SF
- Long term commitment to office space for continued tenant growth in the market

Office Nominee 2023



# 2501 Parmenter St

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## Cory Lucke

*Artisan Graham Real Estate*

- Complexity caused by composition of multiple transactions and sublets, encompassing four distinct tenants across two entire floors, simultaneously
- Leasing 30,000 s/f of Class A office space in a down office market environment
- Listing Broker having to prepare and coordinate all documentation without participating Tenant Representation



Office Nominee 2023

# And the winner is...

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Office Deal of the Year 2023



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Office Deal of the Year 2023

# 2501 Parmenter St Middleton, WI

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**Cory Lucke**

*Artisan Graham Real Estate*

- Complicated transaction
- Broker added value
- Good overview of deal





# Industrial

Industrial Nominations 2023

Industrial Deal of the Year 2023

# 5609 Medical Circle

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**Mike Herl**

*Madison Commercial Real Estate LLC*

- Lick your wounds and get back to doing deals
- It's a lesson in not giving up after being screwed
- Learn to really cover your butt on local deals with outside players



Industrial Nominee 2023

# 2918 Agriculture Dr

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**Tony Keuntjes | Bryant Meyer**

*Oakbrook Corporation*

- Brokers' deep market knowledge to resolve complex lease issues and a lease renewal prior to sale
- Tony & Bryant's ability to overcome time constraints posed by an upcoming loan expiration date and refinance period
- Brokers' ability to execute a lease renewal over a year early and source a Buyer without placing the asset on the market for sale



Industrial Nominee 2023



# 5487 Blue Bill Park

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**Chase Brieman | Jenny Lisak**

*CBRE / Key Commercial Real Estate*

- Research Products Corp Sale
- Large square footage – 270,000 SF
- Large Price - \$14,300,000 (and 2<sup>nd</sup> time building was sold in just 2 years)
- Large manufacturer expanding and adding jobs in the area

Industrial Nominee 2023





# 505 Stokely

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**Chase Brieman | James West**

*CBRE*

- Placon
- Large square footage – 262,000 SF
- Major expansion by strong local manufacturer
- Complex transaction involving many parties



Industrial Nominee 2023



Industrial Nominee 2023

# 4101 Lien Rd

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**Robert Fulford |**

**Chad Vande Zande | Nick Unger**

*Cushman & Wakefield / Boerke*

- TekniPlex Flexibles doubled down on its existing Madison location, creating additional medical manufacturing jobs for the region and spent over \$46M on a state-of-the-art facility
- Largest Class A industrial deal in Dane County for 2023
- Deal took over 3 years to find the right location for its business and in the end required a fast track of deal terms, municipal approvals and construction completions





# 2950 Innovation

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## Jeff Whipple

*Interstate Partners*

- These leases completed the build out at Park 151 that started in 2017
- The new professional volleyball team will elevate Madison as a great place to be
- The new building allowed two companies to stay and grow in Dane County

Industrial Nominee 2023

# And the winner is...

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Industrial Deal of the Year 2023



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Industrial Deal of the Year 2023

# 505 Stokley DeForest, WI

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**Chase Brieman, CCIM**  
**James West**

*CBRE*

- Complex transaction
- Strong local manufacturer
- Good write-up



# Investment

Investment Nominations 2023

Investment Deal of the Year 2023

# 200 Interstate Blvd

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**Chase Brieman | James West**

*CBRE*

- Over \$50M transaction value
- Collaboration with brokers in 3 states
- Bringing a significant new business to Dane County, adding jobs and investment into the building

Investment Nominee 2023





# 8400 Fairway Place

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**Robert Fulford | Ben Adank**

*Cushman & Wakefield / Boerke*

- Including 2300, 2330 and 2235 Eagle Drive
- Brokers successfully handheld the transaction through an increasingly difficult debt market
- Secured qualified buyer for former American Girl multiple-building Campus in an off-market transaction during very tight lending environment
- On a dollar value, deal was one of the highest industrial transactions in the state for the year



Investment Nominee 2023



# And the winner is...

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Investment Deal of the Year 2023



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Investment Deal of the Year 2023


# 200 Interstate Blvd Edgerton, WI

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**Chase Brieman, CCIM**  
**James West**

*CBRE*

- Buy/Sell - Buy-Sell
- Stress of closing and hacking
- Brokers' ability to manage client



# Land-Other

Land-Other Nominations 2023

Land-Other Deal of the Year 2023



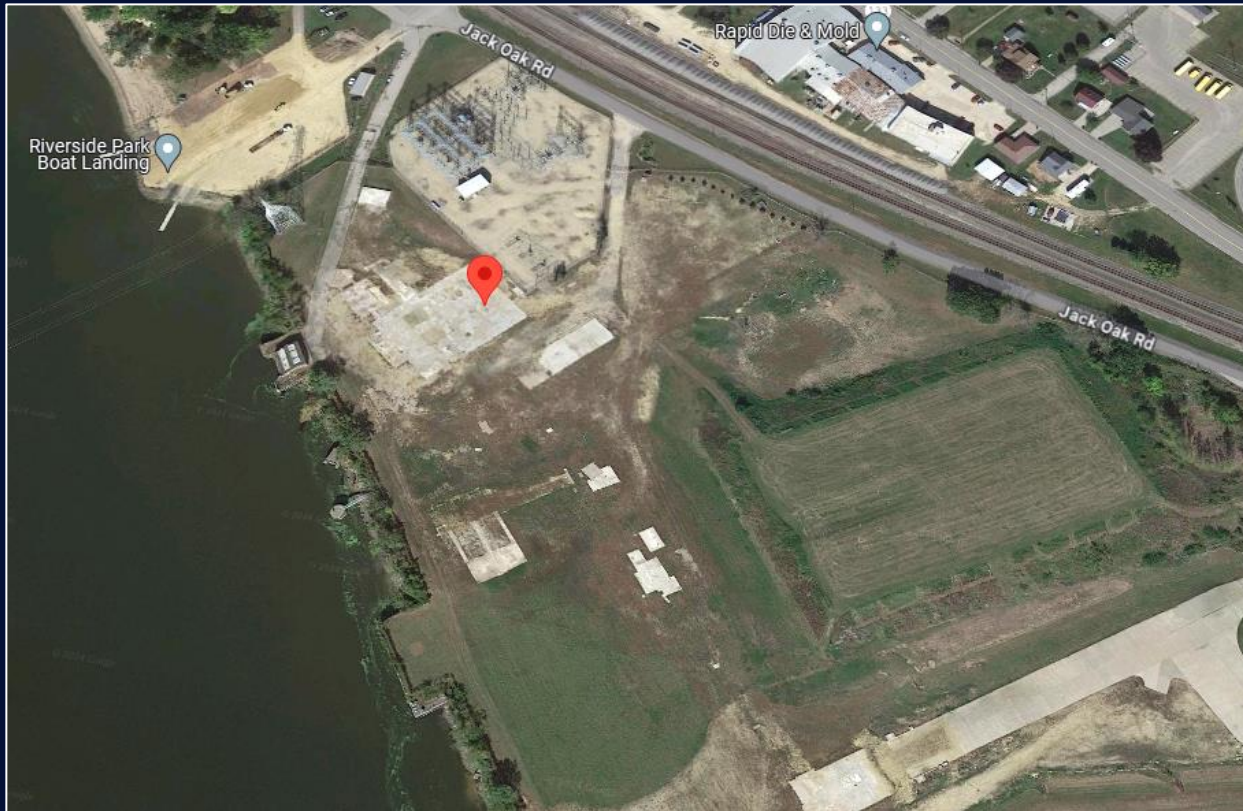
# 716 Jack Oak Rd

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**Bryant Meyer | Chris Caulum**

*Oakbrook Corporation*

- Required constant attention to detail for 15 months of Due Diligence and WiDNR closure requirements
- Small Market- Limited Buying Pool
- Required Land Lease in order to complete transaction



Land-Other Nominee 2023



# 2002 Pankratz St

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**Jenny Lisak | Aimee Bauman**

*Key Commercial Real Estate*

- Ale Asylum
- Escalating interest rates coupled with a ground lease made financing for multi buyers very difficult
- Zoning changes severely restricted permitted uses requiring creative marketing and out of the box thinking for buyer prospecting
- Deal had better terms than that of the prior accepted offer demonstrating perseverance in the face of mounting pressure to sell the property



Land-Other Nominee 2023



Land-Other Nominee 2023

# 654 Williamson St

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## Jenny Lisak | Mallory Rekoske

*Key Commercial Real Estate*

- Represented Red Caboose in the purchase of a new site, development of the new facility and the sale of the existing facility over a period of 10 years
- Accepted offer exceeded the seller's expectations as the buyer would be redeveloping the site but executed a completely contingency free offer
- Collaboration between Red Caboose and Movin Out was a creative solution to bring affordable childcare and affordable housing together in one project

# 4750 Eastpark Blvd

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## Chuck Redjinski

*Newmark*

- The American Center deal was complicated and had lot of hard challenges over a lengthy period of time
- This will be an outstanding development and one of the highest quality residential projects in greater Madison
- This development will provide housing for many of the employees who will work in the new UW Eastpark Medical Center in Tac



Land-Other Nominee 2023



# And the winner is...

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Land/Other Deal of the Year 2023



**CBG**  
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Land/Other Deal of the Year 2023

# 2002 Pankratz St Madison, WI

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**Jenny Lisak, CCIM**  
**Aimee Bauman**

*Key Commercial Real Estate LLC*

- Zoning, space and use challenges
- Found perfect buyer
- Most entertaining



# Top Deal

Overall Deal of the Year 2023

Top Deal of the Year 2023

# AND THE TOP DEAL WINNER IS...

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Top Deal of the Year 2023



**CBG**  
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# Chase Brieman & James West | *CBRE*



200 Interstate Boulevard, Edgerton, WI



# 2023 Deal of the Year Winners

## Retail

**Jesse Schluter**

*Wisconsin Commercial  
Real Estate*

## Office

**Cory Lucke**

*Artisan Graham Real  
Estate*

## Industrial

**Chase Brieman, CCIM**

**James West**

*CBRE, Inc.*

## Top Deal

**Chase Brieman, CCIM**

**James West**

*CBRE, Inc.*

## Land/Other

**Jenny Lisak, CCIM**

**Aimee Bauman**

*Key Commercial Real  
Estate*

## Investment

**Chase Brieman, CCIM**

**James West**

*CBRE, Inc.*





**CBG**

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# Thank you all & Congrats on a great year

Cheers to a great year CBG Members!

*Looking forward to 2024...*

