Green Street

Real Estate Alert

THE WEEKLY UPDATE ON THE INSTITUTIONAL MARKETPLACE

AUGUST 1, 2023

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Industrial Sales Sink; CBRE Leads Ranking

Large industrial-property sales plunged further during the first half, though the sector continued to fare better than most others amid rising interest rates and falling valuations.

The sector recorded $24.76 billion of trades valued at $25 million or more from January to June, according to **Green Street's** Sales Comps Database, down 25% from the previous six-month period and 39% below the 2022-first half total.

Despite the pullback, the industrial sector's first-half sales volume **outpaced** that of the struggling office sector by a whopping 61% — all but ensuring it will surpass that property type's annual volume for the first time this year.

Perennial champ **CBRE** led the brokerage race for industrial-property trades at midyear, followed by **Eastdil Secured, JLL** and **Cushman & Wakefield.** Each of those firms recorded markedly lower volumes year over year.

One major drag on activity: Large portfolio deals, which helped fuel outsize

See INDUSTRIAL on Page 8

Hotel Sales Plunge in H1; Eastdil Out Front

Large hotel-property sales in the first half dropped 39.2%, marking another rocky six months for a sector that's endured a series of fits and starts since the pandemic crushed transaction volume three years ago.

From January through June, $7.35 billion of hotels valued at $25 million and up changed hands, down from $12.09 billion in the first half of 2022, according to **Green Street's** Sales Comps Database. Amid debt-market volatility that started last year, the most recent six-month tally came in below the $9.82 billion recorded in the first half of 2021, when the market began a comeback from the nadir of 2020.

In the brokerage race, **Eastdil Secured** bucked the larger market trend by more than doubling its brokered sales volume over last year, landing it in the top spot. The firm closed almost $2 billion of sales in the first six months, capturing a 34.8% market share. **JLL** came in second, up 10.6% over last year to $1.83 billion, good for

See HOTEL on Page 10

CIM Pitching Luxury LA Apartment Tower

CIM Group is shopping a luxury multifamily high-rise in Downtown Los Angeles valued at roughly $263 million.

The 525-unit 888 at Grand Hope Park was built in 2018 and is 94% occupied. Bids at the estimated valuation would translate to $500,000/unit. **Cushman & Wakefield** is marketing the property on behalf of Los Angeles-based CIM.

The 34-story tower, also known as 888 Hope, has 10,000 sf of retail space that's fully leased to **Petco** and **Habit Burger.** It's connected to a seven-story, 797-stall garage used by residents and the retailers.

The listing also includes two nearby parking structures with 1,184 spaces and 20,000 sf of ground-floor retail space that may be acquired with the tower or separately. The retail space is fully occupied and primarily leased to **Keck Medicine of USC.**

The pitch is that the tower can be purchased at a price 40% below replacement

See TOWER on Page 16

THE GRAPEVINE

JLL hired **Eastdil Secured** broker **Drew Isaacson** this week as a senior managing director in New York. He had been a director at Eastdil, which he joined in 2021 as a senior vice president. Isaacson moved to the brokerage business from a New York-based buy-side position at **SL Green Realty,** where he worked for seven years. Before that, he spent time at **Waterman Interests** and **JPMorgan Chase.** At JLL, Isaacson is on the investment-sales team led by senior managing director **Andrew Scandalios.**

Lodging veteran **Andrea Grigg** joined **CBRE** last week as a senior managing director and global head of the firm's

See GRAPEVINE on Back Page

Big NJ Warehouse Portfolio Teed Up

Urban Edge Properties is shopping a fully leased industrial portfolio in Northern New Jersey that could fetch $245 million and set a record for that market.

The package encompasses seven buildings totaling 1.2 million sf in affluent Morris County. Bids are anticipated to come in just over $200/sf, which would give a buyer an initial annual yield of 4.5%.

JLL has the listing for Urban Edge, a New York-based retail REIT. The listing represents all the company's industrial-property holdings, market pros said.

The pitch is that the offering is a rare opportunity to buy a large portfolio in one of the strongest industrial markets in the nation. Northern New Jersey's biggest industrial trade to date came in 2019 with the $151.2 million sale of a Secaucus warehouse, according to **Green Street's** Sales Comps Database.

The offered portfolio has 13 tenants with a weighted average remaining lease term of 4.2 years. In-place rents are a whopping 86% below market rates, which could position a buyer to dramatically raise rents upon rollover. Average asking rents for such smaller warehouses jumped 39% in Morris County over the past year, according to marketing materials.

The so-called shallow-bay warehouses average 174,000 sf and range from 88,000 sf to 237,000 sf. On average, they are 58 years old and have 158 loading positions and ceiling heights of 21 to 26 feet. Most tenants have long tenures at the properties and have invested significantly in improvements.

The properties, all in East Hanover, are at 601 and 901-906 Murray Road, and 151 Ridgedale Avenue. Morris County has 24.2 million sf of warehouse and distribution space that was 98.1% leased at midyear, according to a JLL report. Rents averaged $16.78/sf. ❖

Matured Debt on Minn. Offices Shown

A lender is pitching a matured senior loan on a Class-A office building in a suburban Minneapolis office park.

The $63.2 million loan, which matured last month, is backed by the 467,000-sf building known as 8500 Tower in the 1.7 million-sf Normandale Lake Office Park in Bloomington. The debt was originated a year ago when **Opal Holdings** bought the complex for $366 million. Lender **Columbia Pacific Advisors** is shopping the loan via **Newmark.** According to marketing materials, a buyer could pursue "various resolution opportunities."

The Normandale Lake acquisition — the Minneapolis area's largest office-property trade ever, according to **Green Street's** Sales Comps Database — was an early bet on the return of the office market. However, rising interest rates have sent the cost of debt soaring, likely complicating Opal's ability to refinance the property or extend the loan.

The loan originally had an 11% interest rate and one six-month extension option that required a fee. It's now accruing interest at a 25% default rate.

8500 Tower has a stabilized profile. It's 92% occupied by 29 tenants, with a weighted average remaining lease term of four years. **Schwan's Consumer Brands** occupies 18% of the building as its headquarters. There's also a mix of financial-service and technology firms.

The 24-story building, at 5800 West 84th Street, has a fitness center, conference space and parking. It's on track to earn a LEED-gold designation. The property is close to restaurants, stores and recreational facilities within the park. ❖

Central NJ Apartment Complex Listed

A local developer is shopping an apartment complex in Central New Jersey that could attract bids of $175 million.

The estimated value of the 356-unit Grande at Metropark, in the Iselin section of Woodbridge, works out to $492,000/unit. **JLL** is marketing the property on behalf of **Charles Avery,** a private developer and investor.

The garden-style complex was developed in two stages. The initial 232-unit phase was finished in 2018 and is 95.3% occupied. The second phase, which added 124 units, was completed in the second quarter and is in its early lease-up stage. The complex has 36 affordable units.

The owner is working on plans to convert some ground-floor retail and office space into three additional units, according to marketing materials. The total size of this space and its occupancy status are not clear.

The Grande's studio to two-bedroom apartments average 982 sf. They have quartz counters, stainless-steel appliances, subway-tile backsplashes and full-size washer/dryers. Most units have patios or balconies. Amenities include a clubhouse lounge, a saltwater pool, car-charging stations and a gated garage. There are 422 covered parking spaces and 169 surface spaces. Complimentary transportation is provided to NJ Transit's Metropark station a mile away.

The property, at 3 Ronson Road, has a 30-year municipal tax abatement under a pilot payment-in-lieu-of-taxes agreement with Woodbridge.

According to marketing materials, most other apartment properties within 5 miles of the complex are older, with an average vintage of 1988 for those comprising 25 or more units.

The average household income within 3 miles of the complex is $140,000, and the average home value is $455,000. Major area employers include **Ernst & Young, Johnson & Johnson, Paramount Group,** Robert Wood Johnson University Hospital and **Wells Fargo.**

The property is a quarter-mile from the interchange of the Garden State Parkway and U.S. Route 1, a mile from Interstate 95 and 2 miles from Interstate 287. Downtown New Brunswick — home to **Rutgers University** and an abundance of bars, restaurants, coffee shops and entertainment venues — is 8 miles away. ❖

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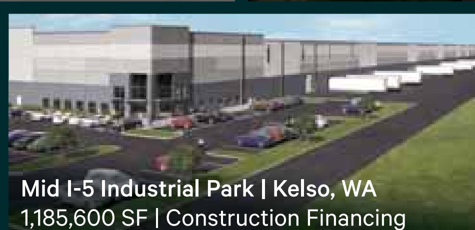
I-10 Logistics Center | Cherry Valley, CA (Inland Empire)
1,832,667 SF | Sale & Leasing


GSW Infill Core Portfolio
Dallas/Fort Worth, TX
797,478 SF | Sale


Mid I-5 Industrial Park | Kelso, WA
1,185,600 SF | Construction Financing


DalParc Logistics Center | Dallas, TX
920,275 SF | Sale & Acquisition Financing


Terminal 106 | Seattle, WA
695,000 SF | Construction Financing


Twinbridge NJ Light Industrial Portfolio
Pennsauken, NJ (Southern NJ)
1,321,603 SF | Sale & Acquisition Financing


95 Logistics Center Phase I & II
Savannah, GA
564,489 SF | Sale

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Clarion Lists Manhattan Office Condo

Clarion Partners is looking to sell a Midtown Manhattan office condominium for some 40% less than what it paid 10 years ago.

The investment manager is marketing 277,000 sf of space in the Midtown South submarket. The condo is 79% leased and anchored by **Adobe** and **Apple.**

At the estimated value of $500/sf, the space would attract bids just under $140 million. Clarion bought the building in 2013 for $230 million, or $830/sf. The seller was a joint venture between **Invesco Real Estate** and **Kaufman Organization.**

Newmark has the listing for New York-based Clarion.

The property spans adjacent buildings at 100 and 104 Fifth Avenue. The 17-story building at 100 Fifth Avenue, at the northwest corner of West 15th Street, was built in 1905. The 20-story high-rise at 104 Fifth Avenue was developed seven years later. Retail space on the lower levels is separately owned and isn't part of the listing.

The vacant office space is mostly on the upper floors. While office leasing in the city remains depressed, the pitch is that the higher floors will have added appeal for tenants. The vacant floors are being upgraded with new flooring, heating-and-cooling systems, and modernized kitchens and bathrooms.

In the past year, Clarion has signed leases on more than 50,000 sf, or 15% of the total space, which marketing materials point to as a sign of the property's strength.

Adobe leases 56,000 sf through August 2029, and Apple occupies 53,000 sf through August 2024. While Adobe recently signed an extension, it's not clear what Apple's plans are for its space. Other tenants include media company **Red Ventures** and residential real estate broker **Brown Harris Stevens.** The property's weighted average remaining lease term is four years.

Part of the sales pitch is that Clarion has invested nearly $15 million in capital improvements over the past decade, including restoration of the facade, modernized lobbies and upgraded elevators. Additionally, almost $12 million has been spent on tenant buildouts, according to marketing materials. Amenities include terraces on several floors.

If the listing fetches the price Clarion is looking for, it would come close to the property's valuation in 2008, when **Rock Joint Ventures,** led by developer **Paul Kemsley,** bought it for $152 million from local player **Atlas Capital.** After Rock Joint filed for bankruptcy the following year, Dallas-based Invesco and local operator Kaufman bought the condo in a 2010 auction from **Bank of Scotland** for $93.5 million. ❖

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PUBLIC SALE NOTICE

Please take notice that MANNION AUCTIONS, LLC, Matthew D. Mannion, licensed auctioneer (DCA #1434494), on behalf of FAIRBRIDGE STRATEGIC CAPITAL LLC, a Delaware limited liability company ("**Secured Party**"), offers for sale at public auction on September 11, 2023 at 11:00 a.m. (Eastern Time) at the offices of Braunstein Turkish LLP, 7600 Jericho Turnpike, Suite 402, Woodbury, New York 11797, and simultaneously by remote auction via Zoom (Meeting link: https://bit.ly/381Myrtle; Meeting ID: 870 6567 1918; Meeting passcode: 429545; Call-in number: +1 646 558 8656), in connection with a Uniform Commercial Code sale of two hundred shares of stock ("**Shares**") in ALEXA AND ROGER, INC., a New York corporation ("**Borrower**"), which entity is the fee owner of real property located at 381 Myrtle Avenue, Brooklyn, NY 11205. The Shares represent one hundred percent (100%) of the ownership interest in the Borrower.

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All interested parties shall be required to provide a minimum deposit of $150,000 with Secured Party's counsel at least 5 days prior to the auction, and all bids (other than credit bids of the Secured Party) must be in U.S. Dollars, and the successful bidder must be prepared to deliver immediately available good funds by wire or bank check to the Secured Party, within twenty-four (24) hours after the sale and otherwise comply with the bidding requirements.

Interested parties who would like additional information concerning the sale of the Shares should contact the Secured Party's counsel, Braunstein Turkish LLP, 7600 Jericho Turnpike, Suite 402, Woodbury, New York 11797, Attn: Vincent L. Georgetti, Esq., Tel: (516) 802-0700 x312, E-mail: vg@braunsteinturkish.com.

Builder Shows Rentals in Jacksonville

A new apartment complex in Jacksonville is up for grabs, with expectations that bids could reach $72 million.

The 312-unit property, dubbed Exchange at Orange Park, is being pitched as a pre-stabilized opportunity. As of July 10, it was 61% leased and 50% occupied. The estimated valuation translates to $231,000/unit.

CBRE is representing the seller, Atlanta-based **Hathaway Development.**

The garden-style complex, at 4925 Collins Road in Jacksonville's Orange Park submarket, was completed this year. It encompasses 13 three-story buildings plus a leasing office on a 17-acre site.

The property's one- to three-bedroom apartments average 866 sf and rent for an average of $1,691, or $1.95/sf.

According to marketing materials, the Orange Park submarket saw an 8.5% increase in rents last year. For 2023, data-analytics firm **RealPage** is forecasting more moderate rent growth of 4.3%. Additionally, Jacksonville added 42,800 jobs in the past 12 months, translating to a 5.6% growth rate — well above the national average of 2.9%.

Exchange at Orange Park is 3 miles from a new Interstate 295 interchange providing access to the beltway loop. Nearly 80,000 cars pass the property along the interstate daily, according to marketing materials.

The complex is 5 miles west of the Mandarin submarket, which has popular stores including **Aldi, Publix, Target, Trader Joe's, Walmart** and **Whole Foods.** ❖

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Apartment Fund Holds Initial Close

Security Properties has held a first close on about $95 million of equity for its latest multifamily-property fund.

The Seattle-based manager corralled the capital in the past few weeks for SP Multifamily Fund 7. The vehicle, which targets a 10% to 12% return, already has made its first investment.

Security buys market-rate and affordable properties outright and in partnership with large institutional investors. The fund also is looking to make co-general partner investments. It buys across the country but is focused on Texas, the Southwest and the Sun Belt.

Between its investment structures, the fund could end up owning stakes in billions of dollars of apartments.

When the vehicle launched in February, the equity goal was $300 million, which would have made it the largest fund in Security's history. The firm is now telling potential investors it may end up closing below that, given the dramatic slowdown in multifamily-property sales over the last six months.

While volatile capital markets have depressed property trades in the sector, the sales pitch for the fund is that a wave of deals could arrive as owners facing distress are forced to sell. In addition, Security could look to provide joint-venture rescue capital for deals.

The manager doesn't use a placement agent, raising money directly from wealthy individuals and other investors. Managing director **Edward McGovern** handles investor relations and capital raising.

The firm, which has an affiliated property-management arm, is led by chief executive and chief financial officer **Bob Krokower.** However, Krokower is expected to move to a vice chair role, with chief investment officer **Dan Byrnes** becoming CEO. In addition, managing director of asset management **Jason McKinley** has been promoted to chief operating officer.

The shop's first six funds raised $312.5 million of equity combined, starting in 2011. The largest vehicle to date was Fund 6, which held a final close on $200 million of equity in January 2022 and is now fully invested. ❖

GTIS Building Out Development Team

GTIS Partners has added a head of asset management for industrial properties as it expands its development team.

Amanda Matthews joined the New York-based investment manager at the end of June as a vice president. Based in Atlanta, she moved over from **Macquarie** and reports to senior director **Scott Bordogna,** head of asset management for the firm.

GTIS also added **Daniel Greene** as an associate on the asset-management team in Boston. He started on July 17 and works on industrial and residential properties, also reporting to Bordogna. Greene was previously a senior development associate in the Boston office of **HYM Investment.**

The hires are among a dozen staffers the shop has brought aboard this year — and 30 since the beginning of 2022. Many of those are tied to GTIS' 2021 decision to bring more development functions in-house, which it pitched to investors as a way to better manage projects and profitability.

While the fund operator still allocates equity to joint ventures with developers, it hired **Gary Davis** as head of development in August 2021 and has been building its internal team since. Davis previously worked for himself and as a director of development at **Mack Real Estate.**

The recent hiring wave also includes **Gaurav Sahay,** who joined in June as a managing director from **IDI Logistics,** and **Andy Kerkhoff,** a vice president of development focused on build-to-rent and multifamily projects in the Southeast. He started in March after stints at **Brookfield** and **Newland.**

GTIS focuses on industrial and residential properties in the U.S. and invests across property types in Brazil. ❖

North Jersey Warehouse Offers Upside

AEW Capital is marketing a fully leased warehouse in Northern New Jersey with rents that are 90% below market rates.

The 200,000-sf property is at 301 Mayhill Street in Saddle Brook, 9 miles from the George Washington Bridge. A purchase at the estimated value of about $47 million, or $237/sf, would give a buyer an initial annual yield of 3.4%.

AEW gave the listing to **JLL,** which is touting the "staggering" opportunity to raise rents upon rollover. Packaging-material manufacturer **Sealed Air** fully occupies the building under a lease with 3.9 years remaining and one five-year renewal option at fair market value. The publicly traded company has Baa2/BB+ ratings from **Moody's** and **S&P.**

Northern New Jersey has 386 million sf of industrial space that was 97% leased at midyear, according to a JLL report.

Investor demand for industrial properties in Northern and Central New Jersey has remained strong despite capital-markets disruptions. The region posted $498 million of industrial-property trades worth at least $25 million in the first three months of 2023, according to **Green Street's** Sales Comps Database. That was a record for the first quarter and put those markets on track to top $1 billion of combined sales for the seventh straight year. Last year, sales in the region hit $1.7 billion, second only to the $2.1 billion annual record set in 2021. ❖

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RANKINGS

Industrial ... From Page 1

volume in recent years, remained scarce amid a troubled CMBS lending market. Only two deals topped $500 million this year through June, compared with nine such trades at the sector's peak in the second half of 2021.

"Large portfolio or platform transactions, which were pretty prevalent in 2021 and 2022, have seen the greatest decline in volume because of the debt capital markets," said **Adam Berns,** chief investment officer in the U.S. for **GLP Capital Partners.** "In addition … there are fewer groups that have discretionary equity due to the more challenging fundraising environment."

Investors also have been less likely to make big bets amid fears of recession and greater economic uncertainty. Industrial titan **Prologis** purchased a $3.1 billion portfolio from **Blackstone** in June, and other big

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Industrial Sales Have Surpassed Office

Sales of at least $25 million in six-month increments ($Bil.)

Industrial Sales

	Amount ($Bil.)	No. of Prop.
2014	$14.2	874
2015	18.2	617
2016	17.5	514
2017	23.1	1,040
2018	30.6	1,038
2019	43.4	1,493
2020	42.2	1,644
2021	95.6	3,722
2022	73.5	2,365
1H-23	24.8	649

Top Brokers of Industrial Properties in the 1st Half

Brokers representing sellers in deals of at least $25 million

		1H-23 Amount ($Mil.)	No. of Properties	Market Share (%)	1H-22 Amount ($Mil.)	No. of Properties	Market Share (%)	'22-'23 % Chg.
1	CBRE	$5,586.1	181	27.1	$11,716.8	268	32.2	-52.3
2	Eastdil Secured	4,499.6	107	21.8	6,179.5	337	17.0	-27.2
3	JLL	3,715.8	111	18.0	5,845.8	215	16.1	-36.4
4	Cushman & Wakefield	3,161.9	59	15.3	6,273.7	231	17.2	-49.6
5	Colliers	1,831.8	40	8.9	2,208.1	91	6.1	-17.0
6	Newmark	692.4	18	3.4	2,156.0	54	5.9	-67.9
7	Kidder Mathews	427.6	5	2.1	77.6	2	0.2	451.1
8	Kassin Sabbagh Realty	160.3	2	0.8	0.0	0	0.0	
9	Marcus & Millichap	83.4	4	0.4	56.5	2	0.2	47.6
10	TerraCRG	66.0	1	0.3	30.0	1	0.1	120.0
11	Berger Commercial Realty	65.8	3	0.3	0.0	0	0.0	
12	Besen Partners	65.5	1	0.3	0.0	0	0.0	
13	Avison Young	60.0	2	0.3	789.3	31	2.2	-92.4
14	GFI Realty Services	42.6	1	0.2	0.0	0	0.0	
15	NAI Global	38.9	1	0.2	90.6	6	0.2	-57.1
16	McBride Corporate Real Estate	31.3	1	0.2	0.0	0	0.0	
17	New York Commercial Realty Group	28.0	1	0.1	0.0	0	0.0	
18	Voit Real Estate Services	27.5	1	0.1	90.1	2	0.2	-69.5
19	Lee & Associates	25.0	1	0.1	45.6	1	0.1	-45.1
	OTHER	0.0	0	0.0	848.0	24	2.3	-100.0
	Brokered Total	**20,609.3**	**532**	**100.0**	**36,407.7**	**1,258**	**100.0**	**-43.4**
	No Broker	4,152.6	117		4,262.2	147		-2.6
	TOTAL	**24,761.9**	**649**		**40,669.8**	**1,405**		**-39.1**


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RANKINGS

Hotel ... From Page 1

a 32.1% market share. No other brokerage surpassed $1 billion of sales.

While investor interest in the sector is high, obstacles remain. In general, the high cost of debt is inhibiting mega-deals that would move the needle on volume, the pipeline of listings has been thin, and sales are taking relatively longer to close. Nonetheless, pros expressed tempered optimism for the months ahead.

"Market activity is poised to increase in the back half of the year" compared with the first six months, said **Louis Stervinou,** a managing director and a member of Eastdil's management committee. "New capital sources continue to emerge in the sector given the positive fundamentals, and legacy investors that have [previously] been active in lodging have determined the timing is opportune to grow their portfolios via strategic purchases."

To be sure, buyers still face headwinds such as rising interest rates, increasing labor and insurance costs, and potential economic uncertainty. But they're confident they'll be able to navigate the choppy waters in the coming months.

"I am extremely bullish on the hotel market," said **Nolan Hecht,** senior managing director and head of real estate at **Certares.** "The supply-demand fundamentals are the best I've seen in the last three decades. Future new hotel supply will be low due to the cost of construction as well as the lack of financing available for new hotels." For investors, that provides room to run on revenue as demand continues to improve. "We are in the middle innings of a lodging recovery," he said.

Revenue per available room is expected to continue rising this year, albeit at a slower rate than the year prior. The forecast of $97.95 would surpass last year's $93.29 average, according to **STR** and **Tourism Economics.** Gross operating profit per available room fully recovered last year and is expected to notch more sizable gains next year, STR said.

Deals crossing the finish line now tend to be on the smaller side given constraints in the lending market. "Over the next six months, small is big, meaning deals that are $75 million and less are getting the most traction in the market," said **Kevin Davis,** chief executive of JLL's hotel unit in the Americas. "There will selectively be some large trades that get done, but the large trades are incredibly difficult to get done given that the cost of financing is high and the equity check required is large."

Case in point: the two largest hotel sales — which ranked among the top five largest trades across property sectors in the first half — both managed to circumvent current debt markets. In February, a venture among **Trinity Investments, Credit Suisse Asset Management** and **Koor Industries** closed on the $835 million purchase of the 1,000-room Diplomat Beach Resort Hollywood in Hollywood, Fla. In that deal, struck last year, the buyers assumed a CMBS loan. JLL was the broker.

Meanwhile, **Ryman Hospitality,** a REIT, completed its $800 million purchase of the 1,000-room JW Marriott San Antonio Hill Country Resort & Spa in June entirely with cash. Eastdil brokered that trade.

Comparatively, it's deals under $25 million that are receiving the warmest welcome from both buyers and lenders right

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Hotel Sales

	Amount ($Bil.)	No. of Hotels
2014	$21.8	530
2015	28.0	526
2016	21.8	231
2017	17.6	506
2018	22.4	296
2019	19.1	365
2020	5.9	135
2021	25.3	530
2022	21.0	500
1H-23	7.3	105

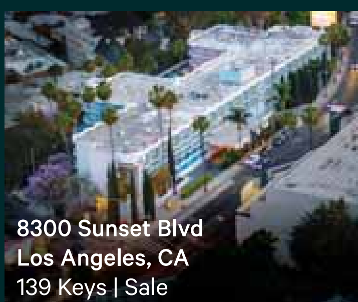
Top Brokers of Hotels in the 1st Half

Brokers representing sellers in deals of at least $25 million

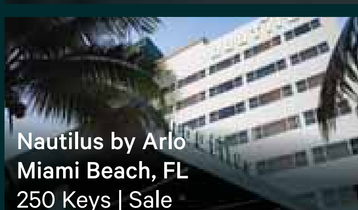
		1H-23 Amount ($Mil.)	No. of Hotels	Market Share (%)	1H-22 Amount ($Mil.)	No. of Hotels	Market Share (%)	'22-'23 % Chg.
1	Eastdil Secured	$1,989.2	12	34.8	$971.5	11	10.1	104.7
2	JLL	1,833.3	15	32.1	1,657.9	17	17.3	10.6
3	CBRE	932.6	28	16.3	2,349.2	62	24.5	-60.3
4	Hunter Hotel Advisors	324.5	14	5.7	1,256.8	79	13.1	-74.2
5	Cushman & Wakefield	305.5	5	5.3	437.9	6	4.6	-30.2
6	Berkadia	142.4	3	2.5	68.5	2	0.7	107.9
7	Newmark	110.8	2	1.9	885.2	8	9.2	-87.5
8	Transwestern	40.9	1	0.7	0.0	0	0.0	
9	Hodges Ward Elliott	32.5	1	0.6	1,348.0	27	14.1	-97.6
	OTHERS	0.0	0	0.0	619.1	14	6.5	-100.0
	Brokered Total	**5,711.6**	**78**	**100.0**	**9,594.2**	**226**	**100.0**	**-40.5**
	No Broker	1,633.9	27		2,494.2	43		-34.5
	TOTAL	**7,345.6**	**105**		**12,088.4**	**269**		**-39.2**

As travel exceeds expectations, we unpack new opportunities for **hotel** investors with access to the most active capital across the globe, making CBRE the #1 choice.

Check in with us.


8300 Sunset Blvd
Los Angeles, CA
139 Keys | Sale

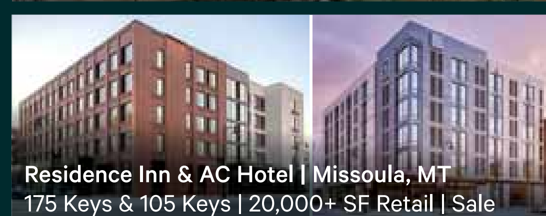
National Select Service
& Extended Stay Portfolio
Multiple U.S. Markets
16 Assets | 2,155 Keys | Sale

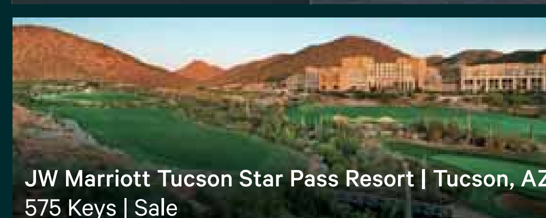

Nautilus by Arlo
Miami Beach, FL
250 Keys | Sale


Select Service Portfolio | Multiple U.S. Markets
9 Assets | 1,113 Keys | Refinancing

Kimpton Hotel Born | Denver, CO
200 Keys | Sale


National La Quinta Portfolio | Multiple U.S. Markets
58 Assets | 7,922 Keys | Refinancing


Residence Inn & AC Hotel | Missoula, MT
175 Keys & 105 Keys | 20,000+ SF Retail | Sale


JW Marriott Tucson Star Pass Resort | Tucson, AZ
575 Keys | Sale

Select CBRE 2023 Hotels Transactions

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Debt & Structured Finance
Real Estate Investment Banking
Loan Servicing & Asset Management

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CBRE

RANKINGS

Self-Storage, Data-Center Sales Down Year over Year

Sales of self-storage properties fell 76% in the first half, with **CBRE** taking an early lead in the brokerage race.

Just $787.2 million of properties valued at $25 million or more changed hands in the first six months of the year, down from $3.28 billion in the first half of 2022. The percentage decline outpaces the first-half drop in large office sales, which plummeted 60%.

CBRE advised sellers on $455.1 million of trades, good for a 59.7% market share. **Cushman & Wakefield** ($150 million of sales, 19.7% market share) and **Marcus & Millichap** ($131.1 million, 17.2%) rounded out the top three. **Midcoast Properties,** which advised on a lone $25.5 million trade, was the only other broker to receive credit for a deal in the first half.

In a separate league table for the data-center space, sales fell 51% in the first six months of the year, to $533.6 million from $1.09 billion. As previously reported, **Real Estate Alert** broke out data centers from the office sector beginning this year. CBRE advised on $447.3 million of sales, which equaled an 83.8% market share. **Eastdil Secured** was the only other broker to receive credit, working on one $86.3 million transaction.

Broker rankings are based on property transactions that closed January through June and involved full or partial stakes valued at $25 million or more. When multiple brokers shared a listing, the dollar credit was divided evenly, but each broker was credited with one transaction. Only brokers for sellers were given credit. Portfolio transactions were included if the package price was at least $25 million. ❖

Self-Storage Sales

	Amount ($Bil.)	No. of Prop.
2019	$1.3	123
2020	0.6	22
2021	12.5	410
2022	6.2	303
1H-23	0.8	49

Data-Center Sales

	Amount ($Bil.)	No. of Prop.
2018	$1.8	17
2019	1.3	25
2020	0.3	5
2021	2.0	14
2022	1.6	10
1H-23	0.5	11

Top Brokers of Self-Storage Properties in the 1st Half

Brokers representing sellers in deals of at least $25 million

		1H-23 Amount ($Mil.)	No. of Properties	Market Share (%)	1H-22 Amount ($Mil.)	No. of Properties	Market Share (%)	'22-'23 % Chg.
1	CBRE	$455.1	21	59.7	$58.3	2	2.6	681.2
2	Cushman & Wakefield	150.0	1	19.7	498.5	22	21.9	-69.9
3	Marcus & Millichap	131.1	25	17.2	53.3	2	2.3	146.2
4	Midcoast Properties	25.5	1	3.3	0.0	0	0.0	
	OTHER	0.0	0	0.0	1,669.9	62	73.2	-100.0
	Brokered Total	**761.7**	**48**	**100.0**	**2,279.9**	**88**	**100.0**	**-66.6**
	No Broker	25.5	1		996.4	80		-97.4
	TOTAL	**787.2**	**49**		**3,276.3**	**168**		**-76.0**

Top Brokers of Data-Center Properties in the 1st Half

Brokers representing sellers in deals of at least $25 million

		1H-23 Amount ($Mil.)	No. of Properties	Market Share (%)	1H-22 Amount ($Mil.)	No. of Properties	Market Share (%)	'22-'23 % Chg.
1	CBRE	$447.3	10	83.8	$789.0	2	91.0	-43.3
2	Eastdil Secured	86.3	1	16.2	0.0	0	0.0	
	OTHERS	0.0	0	0.0	78.0	2	9.0	-100.0
	Brokered Total	**533.6**	**11**	**100.0**	**867.0**	**4**	**100.0**	**-38.5**
	No Broker	0.0	0		222.5	1		-100.0
	TOTAL	**533.6**	**11**		**1,089.5**	**5**		**-51.0**

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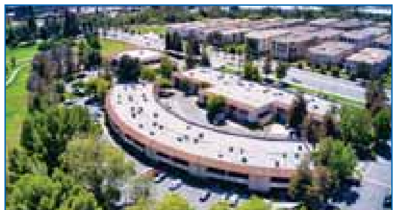
2023 MID-YEAR INDUSTRIAL INVESTMENT SALES HIGHLIGHTS

BRIDGE POINT LACEY

LACEY, WA
717,000 SF
Sold on behalf of:
Institutional Seller



1580 OLD OAKLAND ROAD

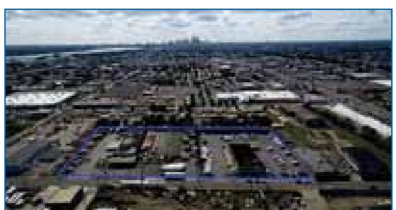
SAN JOSE, CA
177,117 SF
Sold on behalf of:
Institutional Seller

FORNEY LOGISTICS CROSSING

FORNEY, TX
904,495 SF
Sold on behalf of:
Grandview Partners & Stillwater Capital

PROJECT SEQUOIA

NORTHERN VIRGINIA
856,000 SF
Sold on behalf of:
Institutional Seller



IG LOGISTICS IOS PORTFOLIO

PHILADELPHIA, PA
15.82 Acres
Sold on behalf of:
IG Logistics

8700 RITCHIE DRIVE

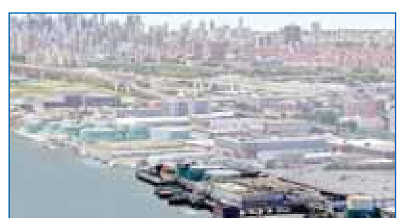
CAPITOL HEIGHTS, MD
102,702 SF
Sold on behalf of:
Principal RE Investors

CENTCONN LOGISTICS

CHELSHIRE, CT
527,000 SF
Sold on behalf of:
DRA Advisors

AHF PRODUCTS BEVERLY

BEVERLY, WV
818,642 SF
Sold on behalf of:
AHF Products, LLC



1020 E 149 STREET

BRONX, NY
5.1 Acres
Sold on behalf of:
Buckeye Terminals

nmrk.com

Industrial ... From Page 8

deals have started to surface, but market pros expect them to remain few and far between.

"We've been in a risk-off mentality marketplace," said **Chris Riley,** a CBRE president who leads the firm's industrial and logistics capital-markets team. "Putting the capital stack aside for a second, it's investor sentiment. It is one thing to get a $100 million deal done. But if you are doing $1 billion or bigger, you have to have a lot of conviction."

To meet the market, sellers who previously may have sought large-scale portfolio dispositions have been forced to break up their packages into smaller offerings that are more palatable to investors and easier to finance. And after a slow start, that part of the market is showing signs of life.

"The lower-middle-market space, which is our bread and butter with $25 million to $100 million deals … that is where the bulk of activity is," said **Shike Goedar,** president and chief investment officer of **Arden Logistics Parks.** "There is a lot of career risk to making an office loan right now. If you are still making loans, you are favoring [industrial], where you see fundamental growth and good performance."

John Huguenard, co-head of industrial capital markets for JLL, noted that given the relatively smaller deal valuations on most industrial properties, it's easier to break up portfolios into more manageable offerings. That has allowed warehouse sellers to avoid having to entice bidders with sweeteners such as seller financing, which has emerged in some office-properties offerings.

"You can cater to the market by providing smaller deal sizes for buyers," he said. "That is how owners have cured the need for seller financing."

The pricing gap between buyers and sellers also has narrowed, Huguenard noted. Institutional sellers are finding valuation readjustments tolerable, while buyers — predominantly private entities targeting smaller deals — have been lured by discounts to peak pricing and less competition as the market disruption has pushed other bidders to the sidelines.

"The ask is meeting the bid," Huguenard said. "We are finding plenty of buyers and sellers who are willing to transact."

Industrial-property values have held up relatively well. According to a July 7 report from Green Street, the parent of **Real Estate Alert,** prices are 8% below their peak early last year — far milder than the declines seen in the office (31%), multifamily (21%) and strip-retail (14%) sectors, and less than half the 16% average drop across all property types.

"The primary driver of sales is really to harvest gains," said Arden's Goedar. "Anybody who bought industrial in the past five years is sitting on a pretty healthy gain, and the asset probably outperformed your business plan because nobody underwrote the high rent growth you saw last cycle."

The environment also has appeal for buyers.

"The ability to buy high-quality assets at a discounted price while the sector still has some fundamental tailwinds may lead this to be a pretty attractive vintage," said Berns, of GCP. "The fundamentals in the sector, while certainly moderated from what were the best years on record, are still positioned to lead to outperformance relative to other asset classes."

Because of the robust rent growth of recent years, many in-place rents are dramatically below market. The most popular offerings are multi-tenant properties with shorter lease terms that offer the opportunity to raise rates upon rollover. Buyers remain willing to use negative leverage — with interest rates higher than initial yields — confident they can quickly increase the stabilized capitalization rates.

"The ability to increase going-in yield and see a path to positive leverage is less straightforward, and much more important, than it was in a lower-interest-rate environment," Berns said.

The industrial leasing market is "moderating from historic highs," but remains "very healthy," Cushman said in a midyear report. Occupancy slipped 60 bp to 95.9% in the second quarter but remains above the 15-year historical average of 93.6%. The firm projects annual rent growth will decelerate to the 10% to 11% range in 2023 and slow further (3% to 4%) in 2024.

Market pros don't see a major rebound in sales volume anytime soon, but they do expect the second half of this year to be busier than the first. Riley, of CBRE, said the number of listings his firm has on the market is 64% higher than what it had during the fourth quarter of last year. The deals that have closed so far are helping to provide pricing clarity, he said. And the deal-size sweet spot, which topped out at about $150 million for much of the first half, has expanded to $250 million.

"Last year, owners might not have understood the market as well," Riley said. "There has been enough price discovery that sellers who are going to market are pretty intentional now. The bid-ask spread has really tightened."

CBRE, which has topped the industrial brokerage ranking for the past 12 years, closed $5.59 billion of deals in the first half for a 27.1% share of brokered trades. Eastdil, last year's third-place finisher, had $4.50 billion (21.8% market share), followed by JLL ($3.72 billion, 18.0%) and Cushman ($3.16 billion, 15.3%). **Colliers** rounded out the top five, closing $1.8 billion of deals for an 8.9% market share.

Sales activity for all those firms was sharply lower from year-ago levels, ranging from a 17% decline for Colliers to a 52.3% fall for CBRE. However, **Newmark,** which ranked sixth at midyear, saw the biggest fall of any major brokerage — down 67.9% to $692.4 million, for a 3.4% market share. The firm made several high-profile hires in the first half that it hopes will soon boost its fortunes in the sector. ❖

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Hotel ... From Page 10

now, said **Joe Delli Santi,** chief investment officer at **MCR.** That segment "is only marginally down in transaction volume versus last year," thanks to an abundance of well-capitalized family offices and local and regional operators as well as a growing number of debt funds that are willing to lend in that space and are competing on loan terms. "There's capital on the debt and equity side."

In the months ahead, pros expect opportunities to arise from owners facing debt maturities in a more expensive lending market and assets held in investment vehicles reaching the ends of their hold periods. Likewise, REITs seeking to raise capital to buy back their own stock, which continues to trade at steep discounts to net asset values, are expected to bring more properties to market.

But any sales that do arise likely will spill over into the new year given the amount of time transactions are taking to close. "The good news about the second half is the year-over-year comparison — it will be an easy one to beat," said **Bob Webster,** president of **CBRE Hotels Institutional Group.** "But compared to norms, transaction volume will likely be down significantly."

CBRE landed in third place with $932.6 million of closed sales, a 60.3% drop from last year. **Hunter Hotel Advisors,** in fourth place, closed $324.5 million of deals, followed by **Cushman & Wakefield** with $305.5 million.

Eastdil captured the bulk of market share in Texas, which made up roughly half of its volume in the first six months. That coincided with investor interest in growing markets there and the hire last year of broker and managing director **John Bourret** in Dallas.

The firm aims to further that strategy with the hire of **Jeff Davis,** a veteran hotel broker who joined the firm this month in New York as a managing director and member of the hotel senior leadership team, focusing on East Coast markets. Davis spent the last 18 years at JLL, where he was a senior managing director and head of the U.S. hotel investment sales capital-markets team.

Broker rankings are based on property transactions that closed January through June and involved full or partial stakes valued at $25 million or more. When multiple brokers shared a listing, the dollar credit was divided evenly, but each broker was credited with one transaction. Only brokers for sellers were given credit. Portfolio transactions were included if the package price was at least $25 million. ❖

Portion of Paramus Mall on the Block

Investors are getting a crack at a grocery-anchored portion of a Northern New Jersey mall in a deal valued at about $40 million.

The listing encompasses 168,000 sf at Paramus Park, in Paramus. The offered space is 73% leased. **CBRE** has the marketing assignment for **Brookfield.**

Grocery anchor **Stew Leonard's** occupies 100,000 sf under a lease with 21 years remaining. The agreement includes an 11.9% rent increase in 2025 and 10% hikes every five years after that. There are also five five-year renewal options. Some 150 corporate employees work on the second floor of the store, a former **Sears.**

Atlantic Health System occupies 22,000 sf in an outparcel under a lease that ends in 12.5 years. The agreement includes yearly rent increases of 2% and two five-year renewal options. Owner **AHS Hospital Corp.** has an investment-grade credit rating. Atlantic Health uses its space for imaging, physical therapy, urgent care and orthopedics, and is seeking licenses to perform outpatient surgery.

Paramus Park mall totals 765,000 sf and has over 100 retailers, including **L.L.Bean, Macy's, Sephora, Ulta Beauty** and **Uniqlo.** There are 422,000 residents with an average household income of $151,000 in the surrounding area, according to marketing materials.

The offered space, developed in 2000, is at 700 and 3025 Paramus Park, between State Route 17, on which 138,000 vehicles pass each day, and the Garden State Parkway. Paramus generates $5 billion of annual retail sales and has the highest per-capita retail spending in the U.S., according to marketing materials. ❖

Tower ... From Page 1

costs. Rents for the apartments are around $3,000. The studio to two-bedroom units average 811 sf and have floor-to-ceiling windows with blackout shades, unfinished concrete ceilings and wood-style flooring. Amenities include an indoor/outdoor penthouse lounge and a 30,000-sf park on the eighth floor with groves, landscaping, paths, and a pool and cabanas.

Tenants' average household income is $271,000, equating to a rent-to-income ratio of 13%. Major tenant employers include **Amazon, Apple, Google, Hyperloop One, NBCUniversal Media, Netflix** and the **University of Southern California.**

Marketing materials note that rents are expected to grow due to a limited supply of apartments in the area and an 89% decline in expected new-apartment deliveries next year. The 2028 Summer Olympics are projected to generate over $9.6 billion of economic impact for the area, creating 64,000 jobs and increasing rental demand. Additionally, there are 2 million sf of new movie and television studio developments and 45 soundstages planned in the area.

The tower, at 888 South Hope Street, is a few blocks from the local campuses of **Arizona State University,** the **Fashion Institute of Design & Merchandising, California State University** and USC. Over 51,000 students and 22,000 faculty and staff are within 2 miles of the property. **UCLA** also plans to establish a campus in the vicinity, buying the 334,000-sf Trust Building at 433 South Spring Street in June. ❖

Green Street
Week in Review

Property Insights:
San Francisco – When Perception Becomes Reality
7/20/2023
A new Market Analytics report addresses the challenges facing San Francisco and their impact on commercial real estate investors.

Property Insights: Wall of Worry
7/26/2023
The CMBS market is a key source of credit that benefits from transparency compared to other real estate loan sources.

InvenTrust Properties (IVT):
(Inven)Trusting The New Strip on the Block
7/25/2023
Green Street initiated coverage on InvenTrust Properties (IVT), owner of a $3B strip center portfolio focused on the Sun Belt and the smallest REIT in our strip center coverage by enterprise value (~$2.4B).

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Placement Agent Adds Business Lines

A capital-raising firm is expanding into direct investing and the executive-search business.

Incubation Capital Partners of Chicago, founded in 2011 by **Jonathan Glick,** is rebranding its capital-raising business as Incucap Advisory. It also launched two new subsidiaries: Incucap Ventures and Incucap Search.

The placement-agent business has long focused on middle-market and entrepreneurial firms, and the new business lines will cater to similar shops, Glick said, calling the expansion "an inevitable evolution."

"We're leveraging the ecosystem we've built over the years," he said.

The principal investing practice will look to provide co-general partner equity and infrastructure support to small- and midsize real estate firms looking to grow. Incubation Capital has provided direct funding to investment vehicles before, including **Outbound Hotels,** a company Incubation Capital co-founded with fund operator **Waterton.**

Incucap Ventures focuses on smaller firms, in part to not compete with potential placement-agent assignments. But Glick also said he hopes to fill a void in the market for seeding and platform strategies, particular with startup groups.

In addition, Glick said the current market dislocation likely will create opportunities from more real estate teams either spinning out from a parent, or just pros launching new shops to try to take advantage of the cycle.

The recruiter business is similarly focused on arranging job placements for burgeoning firms. Glick said he's already hired two junior staffers to work on the initiative and has handled a couple of job searches.

Glick started Incubation Capital after a four-year stint at another placement agent, New York-based **Allegro Advisors,** where he left as a managing director. He previously worked at **Rothschild Realty Managers,** now known as **Almanac Realty Investors.** ❖

Suburban New Jersey Rentals Pitched

An apartment property in suburban New Jersey is on the block.

The 96-unit Summerhill Gardens, in East Brunswick, opened this year and is expected to be at least 90% leased by the time a trade happens. Bids could come in around $37.5 million, or $390,000/unit. **Cushman & Wakefield** has the sales assignment for the developer, **AMS Acquisitions** of Fort Lee, N.J.

The one- to three-bedroom apartments are in four three-story buildings. Twenty-four units are set aside as affordable. The market-rate apartments average 981 sf, with average rent of $2,787, or $2.84/sf. The affordable units average 1,014 sf and have an average rent of $1,380, or $1.36/sf.

Interiors have nine-foot ceilings with oversize windows, granite counters, stainless-steel appliances, vinyl-plank flooring, walk-in closets and washer/dryers. The property was designed to cater to tenants working from home, and amenities include garages, grills, firepits, a fitness center, a resident lounge, car-charging stations and office workstations.

The property, at 1 Nolan Way, is across the street from a shopping center anchored by a **ShopRite** grocery store and is adjacent to a new **CVS.** It's 7 miles from a NJ Transit station connecting to Midtown Manhattan, some 30 miles northeast. The property is less than 10 miles from **Rutgers University** and Robert Wood Johnson University Hospital.

The marketing campaign is touting the strength of the local tenant base. Average household income within a mile of the property is $155,000, and 76% of the population in that radius has a white-collar job. ❖

Raleigh Offices Have Upside Potential

BentallGreenOak is shopping a Raleigh office building that's expected to fetch bids topping $30 million.

The 167,000-sf property, dubbed Landmark at North Hills, is being pitched as an opportunity to fill vacant space and raise below-market rents. A valuation above $180/sf would produce an initial annual yield just over 9%. **JLL** has the marketing assignment.

The building is 84% occupied, well below the 98.5% average for the North Hills submarket. It's in a densely developed area surrounded by shops, hotels and wealthy residential neighborhoods. New office buildings in the area are fetching rents close to $50/sf.

That offers a buyer the opportunity to bring occupancy in line with the market while lifting in-place rents, which average $27/sf. Tenants in the building have a weighted average remaining lease term of 3.2 years.

The 1980s-vintage building is on 7 acres at 4601 Six Forks Road. It has Class-A finishes and a newly renovated and landscaped courtyard. The property's replacement costs are estimated at $600/sf, according to marketing materials.

BentallGreenOak and its predecessors have owned the building for 16 years. ❖

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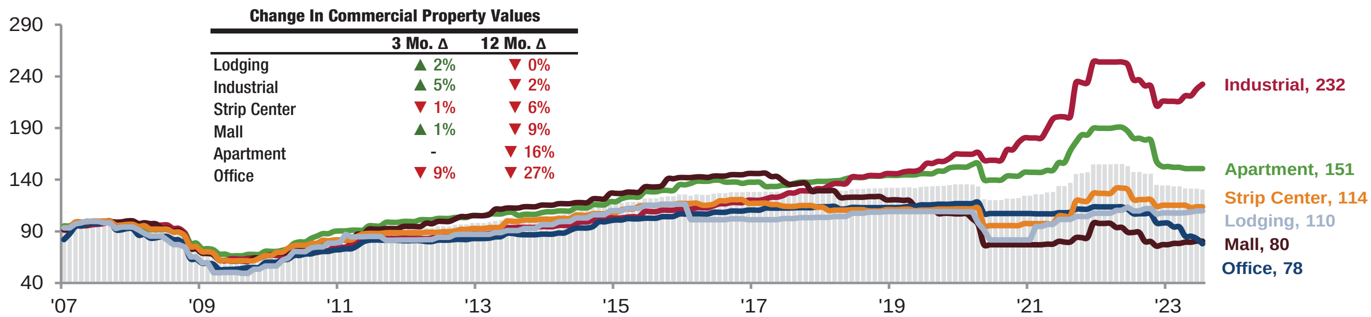
MARKET MONITOR

SUMMARY

- On average, apartment REIT stocks have performed in line with the RMZ index so far this year.
- Apartment REITs are trading at a 5.8% implied capitalization rate and a 13% discount to underlying property values, on average.
- Real estate capital-raising was up 182% sequentially in the second quarter due to a resurgence in private-equity fundraising.
- Real estate buying power increased about 16% in the second quarter but is 23% below its peak in late 2021.

GREEN STREET COMMERCIAL PROPERTY PRICE INDEXES



Source: Green Street

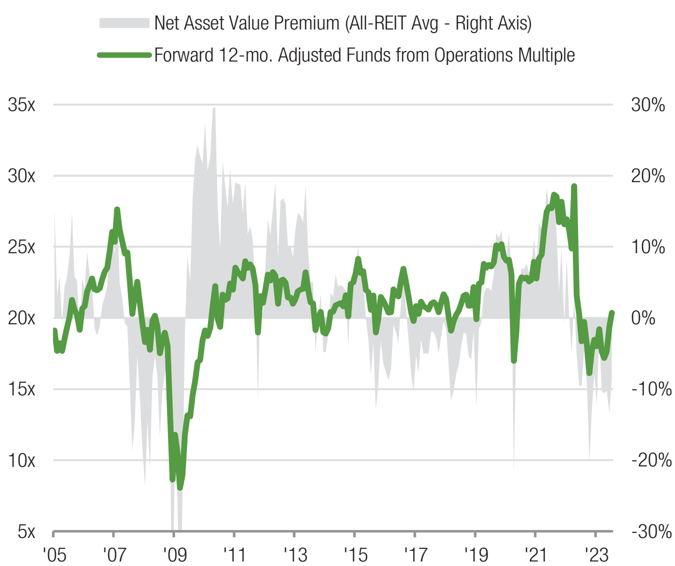
PUBLIC MARKET PERFORMANCE

	Total Returns*			Pricing Metrics		
	1 mo.	YTD	Last 12M	Prem to NAV	Prem to Assets	Nominal Cap Rate
RMZ	2%	8%	-6%			
S&P	3%	20%	13%			
US 10-Yr.	-1%	1%	-7%			
Apartment	-2%	8%	-14%	-17%	-13%	5.1%
Healthcare	3%	11%	-9%	11%	7%	6.2%
Lodging	4%	9%	-4%	-24%	-16%	8.5%
Industrial	1%	10%	-4%	-5%	-4%	4.2%
Mall	8%	10%	21%	0%	0%	7.7%
Manu. Housing	3%	1%	-11%	-3%	-2%	4.8%
Net Lease	2%	-1%	-8%	17%	11%	7.0%
Office	13%	-5%	-24%	-32%	-17%	7.2%
Storage	-4%	5%	-12%	-19%	-15%	5.1%
Strip Center	4%	5%	2%	-8%	-5%	6.5%
Wtd. Avg.	**2%**	**8%**	**-6%**	**-12%**	**-8%**	**6.1%**

**Pricing as of 07/31/2023*

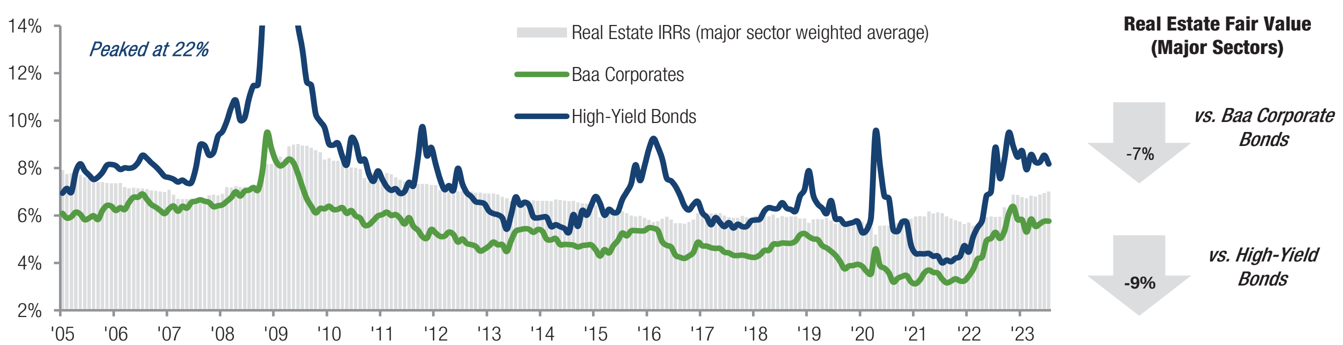
Sources: Bloomberg, Green Street

NAV PREMIUMS AND REIT AFFO MULTIPLES



Source: Green Street

REAL ESTATE RETURNS VS. BOND YIELDS

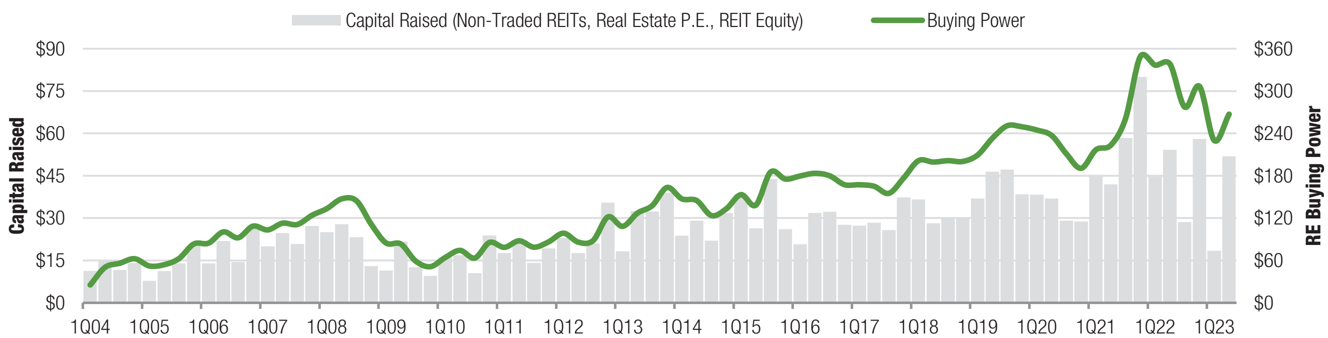


Sources: Bank of America, Moody's, Green Street

MARKET MONITOR

US REAL ESTATE CAPITAL RAISING AND BUYING POWER ($BIL.)

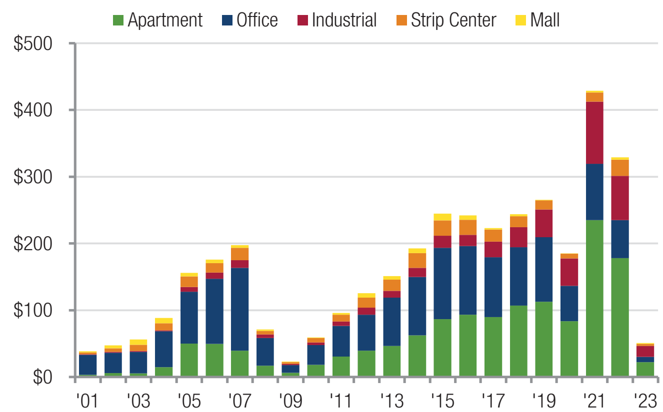
Buying power calculated as cash plus estimated incremental debt



Sources: Robert A. Stanger & Co., Preqin, SNL, Green Street

SALES VOLUME BY PROPERTY TYPE ($BIL.)

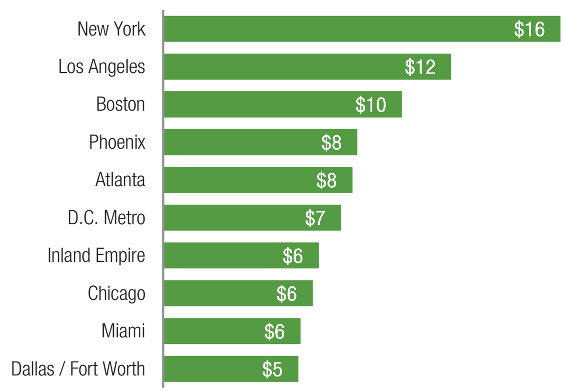
Volume representative of verified transactions $25 million or more



Source: Green Street

LAST 12 MONTHS TRANSACTION VOLUME ($BIL.)

Volume representative of verified transactions $25 million or more



Source: Green Street

NOTABLE RECENT TRANSACTIONS

Individual property transactions of $25 million or more. Excludes portfolios and partial-stake sales.

	Property Name	Date	Sector	Market	Price ($Mil.)	SF/Units	Price PSF/ Unit	Buyer	Seller
1.	4833-4835 Old Louisville Road	07/26/23	Industrial	Savannah	$74.7	136K	$548	JPMorgan Real Estate Income Trust	InLight Real Estate Partners; Black Salmon
2.	Seasons of Cherry Creek	07/25/23	Apartment	Denver	$225.0	587	$383,305	Broe Real Estate	RedPeak Properties
3.	DoubleTree Resort/ Paradise Val.-Scottsd.	07/21/23	Lodging	Phoenix	$115.2	378	$304,762	Cai Family; Global Hospitality Investment	Southwest Value Partners
4.	Spring Valley Shopping Center	07/21/23	Strip Center	D.C. Metro	$47.5	95K	$500	PRP Real Estate Investment	Rosenthal Properties
5.	6212 Hellyer Avenue	07/21/23	Industrial	San Jose	$37.7	111K	$340	Prologis	Revantage
6.	Westfield Mission Valley Shopping Center	07/21/23	Mall	San Diego	$290.0	1,100K	$264	Lowe's Cos.; Real Capital Solutions; Sunbelt Invest.	Unibail-Rodamco-Westfield
7.	17618 Harvill Avenue	07/20/23	Industrial	Inland Empire	$25.1	147K	$170	MDH Partners	TA Realty
8.	Presidium Town Center	07/20/23	Apartment	Jacksonville	$97.5	370	$263,514	Olympus Properties	Presidium Group
9.	Arizona Center	07/19/23	Mall	Phoenix	$27.0	462K	$58	Presson Corp.	Angelo Gordon
10.	Hatcher Industrial Park	07/19/23	Industrial	Phoenix	$92.7	906K	$102	Westcore Properties	Ryan Cos.

Visit the News Library to access the data in the Market Monitor charts.

Source: Green Street

THE GRAPEVINE

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hotel asset-management practice. She spent the last 16 years at **JLL,** where she had been a managing director and led the company's global hotel asset-management business since 2021. At CBRE, Grigg works with owners, investors and lenders across the capital-markets and advisory business lines to boost returns, identify opportunities and navigate ownership challenges. Those could include ramping up a property's performance, branding and management, and disposition strategies.

Longtime multifamily professional **Brian Murdy** has hung his own shingle as a consultant, starting **BTM Investors** in the Vancouver, Wash., area in the past few weeks. He works across property types, with services including asset and portfolio management and capital raising. Murdy most recently spent a year-plus at **Holland Property Investors** in Vancouver, and before that, he was a managing director and head of portfolio management at **Berkshire Residential Investments.** His prior stints include national director of **Marcus & Millichap's IPA** unit and managing director and portfolio manager at **Cornerstone Real Estate Advisers,** now known as **Barings.**

Nikko Politis has moved to multifamily investment shop **Calida Group** as a senior vice president of acquisitions. He started on July 1 in Denver and is the acquisitions lead for multifamily deals in the Mountain West, the Pacific Northwest and Atlanta. He reports to chief investment officer **Josh Nelson.** Politis joined from **BMC Investments,** also of Denver, where he spent two-plus years as a senior vice president of acquisitions and asset management. He has also worked at **Ascentris, Jamestown, Starwood Capital** and **JLL.** Las Vegas-based Calida was founded in 2007 by **Douglas Eisner** and **Eric Cohen.**

JLL has added a senior director to its New York valuation-advisory practice. **James "Jamie" Molloy** started this week. He's tasked with drumming up business from institutions and helping grow the group's coverage in the metropolitan area. Molloy previously was at **SitusAMC** and spent 28 years before that at **Deutsche Bank** and one of its predecessors, **Bankers Trust.**

Alec Werner last month decamped from **SHVO** and joined **Evenhar Development.** As a vice president of development and acquisitions at the New York-based firm, he manages existing projects and looks for new deals. Werner reports to principal **Oren Evenhar.** In addition to his day job, Werner runs his own local real estate consultancy, **Horatio Street Ventures.** He was at SHVO for three-plus years, leaving as a director of development. Werner started his career at **Ceruzzi Properties.**

BlackPearl Capital added **Gabe Stern** as an analyst last month to work on acquisitions and asset management. He spent the last nine months at **DLP Capital** as an investment analyst. At BlackPearl, he reports to chief executive officer **Seth Oliver,** chief investment officer **Michael Tacorian** and chief financial officer **Alison Tan.** The trio co-founded the New York firm, which has been an active hotel buyer amid the turbulent market of the last few years.

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