

TOP 10 INDUSTRIAL TRANSACTIONS

Top Industrial Deals of Q3 2020 with a closing or commencement date between July 1 - September 30, 2020.

#1

Sale of a 713,810 square foot space for **\$88,500,000**. Bo, Mark, and Kevin all represented VanTrust Real Estate and RREEF America, L.L.C.



Bo Mills, SIOR
KBC Advisors | Capital Markets
Los Angeles, Calif.



Mark Detmer, SIOR
JLL
Los Angeles, Calif.



Kevin Higgins, SIOR
CBRE
Las Vegas, Nev.

#2

Sale of a 322,560 square foot space for **\$45,267,000**. Kevin and Garrett both represented PHI Northgate 17, LLC and MMB Management, LLC.



Kevin Higgins, SIOR
CBRE
Las Vegas, Nev.



Garrett Toft, SIOR
CBRE
Las Vegas, Nev.

#3

Sale of a 215,462 square foot space for **\$44,000,000**. Bo and Mark both represented Exeter Property Group.



Bo Mills, SIOR
KBC Advisors | Capital Markets
Los Angeles, Calif.



Mark Detmer, SIOR
JLL
Los Angeles, Calif.

Collected from deals submitted on or before October 5, 2020.

All transactions are self-reported. SIOR takes no responsibility for erroneously reported data.

#4

Sale of a 257,149 square foot space for **\$43,500,000**. Bo, Mark, James, Paul, and Jerry all represented Captone Partners & PCCP, LLC.



Bo Mills, SIOR
KBC Advisors | Capital Markets
Los Angeles, Calif.



Mark Detmer, SIOR
JLL
Los Angeles, Calif.



James Ellis, SIOR
JLL
Portland, Ore.



Paul Breuer, SIOR
Colliers International
Portland, Ore.



Jerry Matson, SIOR
Colliers International
Portland, Ore.

#5

Sale of a 122,806 square foot space for **\$32,455,000**. Bo and Mark both represented McWhinney.



Bo Mills, SIOR
KBC Advisors | Capital Markets
Los Angeles, Calif.



Mark Detmer, SIOR
JLL
Los Angeles, Calif.

#6

Lease of a 1,067,674 square foot space for **\$31,972,000**. Stephen, David, and Lloyd all represented Pacific Cycle.



Stephen Ezelle, SIOR
Cushman & Wakefield | Gilbert and Ezelle
Savannah, Ga.



David Sink, SIOR
Colliers International
Savannah, Ga.



Lloyd Cooper, SIOR
Cushman & Wakefield
Montreal, QC, Canada

#7

Lease of a 72,722 square foot space for **\$30,782,614**.



Mark Miller, SIOR
NAI Robert Lynn
Dallas, Texas



Stephen Cooper, SIOR
NAI Robert Lynn
Dallas, Texas

#8

Sale of a 224,471 square foot space for **\$28,500,000**. Mark and Bo both represented Jackson Shaw/LaPour Partners.



Bo Mills, SIOR
KBC Advisors | Capital Markets
Los Angeles, Calif.



Mark Detmer, SIOR
JLL
Los Angeles, Calif.

#9

Sale of a 213,818 square foot space for **\$27,225,000**. Kevin and Garrett both represented Speedway 10 Industrial, LLC and 6405 East Centennial, LLC.



Kevin Higgins, SIOR
CBRE
Las Vegas, Nev.



Garrett Toft, SIOR
CBRE
Las Vegas, Nev.

#10

Sale of a 317,874 square foot space for **\$21,000,000**.



Scott Anderson, SIOR
Cushman & Wakefield Waterloo Region
Kitchener, ON, Canada



Submit your transactions online at www.sior.com/transactions. See all the details on the SIOR website under "Transactions & Data."

TOP 10 OFFICE TRANSACTIONS

Top Office Deals of Q3 2020 with a closing or commencement date between July 1 - September 30, 2020.

#1

Lease of a 26,500 square foot space for **\$25,249,200**. Jill represented Xchange MOB Partners, LLC.



Jill Rasmussen, SIOR
Davis
Minneapolis, Minn.

#2

Debt/Equity Financing of a 48,660 square foot space for **\$21,000,000**.



Gabriel Silverstein, SIOR
SVN | Angelic
Austin, Texas

#3

Lease of a 50,686 square foot space for **\$17,706,807**.



Damian Rivera, SIOR
ESRP
Frisco, Texas

#4

Lease of a 58,868 square foot space for **\$15,763,186**. Andy and Barbara both represented Industry Salt Lake City and Sarcos Corporation.



Andy Wheeler, SIOR
Windermere Commercial Real Estate | Utah
Salt Lake City, Utah



Barbara Johnson, SIOR
CBRE
Salt Lake City, Utah

#5

Lease of a 19,000 square foot space for **\$14,322,450**. Jill represented Xchange MOB Partners, LLC.



Jill Rasmussen, SIOR
Davis
Minneapolis, Minn.

Collected from deals submitted on or before October 5, 2020.

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#6

Lease of a 11,268 square foot space for **\$13,980,134.**



Melissa Molyneaux, SIOR
Colliers International
Reno, Nev.

#7

Lease of a 30,745 square foot space for **\$10,100,000.** Tony represented Campus 435, LLC.



Tony Fluhr, SIOR
NTS Development Co.
Louisville, Ky.

#8

Sale of a 31,200 square feet of office space and 230,877 square feet of land for **\$7,050,000.** Raquel and Jordan both represented Cumberland North, LLC and Plains Commerce Bank.



Raquel Blount, SIOR
Lloyd Companies
Sioux Falls, S.D.



Jordan Rieffenberger, SIOR
Lloyd Companies
Sioux Falls, S.D.

#9

Sale of a 40,056 square foot space for **\$6,850,000.**



Street Jones, SIOR
Rich Commercial Realty
Raleigh, N.C.



Bo Hargrove, SIOR
Rich Commercial Realty
Raleigh, N.C.

#10

Lease of a 36,819 square foot space for **\$6,669,987.46.**



Melissa Molyneaux, SIOR
Colliers International
Reno, Nev.



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SIOR CHAPTER LEADERBOARDS

Transactions highlight the largest submitted deal (by dollar volume) within an SIOR Chapter between July 1 - September 30, 2020.

SIOR Chapter	Member(s)	Type	Property Type	Sq. Ft. / Acreage*	Transaction Vol.
SIOR Arizona Chapter	Todd Hamilton, SIOR	Sale	Industrial	20,310 sq. ft.	\$2,295,000 USD
SIOR Canada Central Chapter	Scott Anderson, SIOR	Sale	Industrial	317,874 sq. ft.	\$21,000,000 CAD
SIOR Canada East Chapter	Alan Doak, SIOR	Lease	Office	153,828 sq. ft.	\$111,395,580 CAD
SIOR Canada West Chapter	Sebastian Espinosa, SIOR	Lease	Industrial	122,698 sq. ft.	\$15,674,669 CAD
SIOR Carolinas Chapter	Blaine Hart, SIOR	Lease	Office	98,531 sq. ft.	\$31,215,762 USD
SIOR Chicago Chapter	Daniel Smolensky, SIOR	Lease	Office	11,000 sq. ft.	\$412,500 USD
SIOR DFW/North Texas Chapter	Damian Rivera, SIOR	Lease	Office	50,686 sq. ft.	\$17,706,807 USD
SIOR European Regional Chapter	Alberto Iori, SIOR	Sale	Industrial	374,045 sq. ft.	€ 19,850,000 Euro
SIOR Florida Chapter	Jason Sundook, SIOR	Sale	Office	243,000 sq. ft.	\$49,750,000 USD
SIOR Georgia Chapter	Gabriel Silverstein, SIOR	DEF [†]	Office	100,400 sq. ft.	\$57,475,000 USD
SIOR Greater Los Angeles Chapter	Bo Mills, SIOR, and Mark Detmer, SIOR	Sale	Industrial	713,810 sq. ft.	\$88,500,000 USD
SIOR Idaho Chapter	Gary Buentgen, SIOR, and Greg Gaddis, SIOR	Sale	Industrial	9,100 sq. ft.	\$3,300,000 USD
SIOR Indiana/Kentucky Chapter	Tony Fluhr, SIOR	Lease	Office	30,745 sq. ft.	\$10,100,000 USD
SIOR LA / MS / AL / NWFL Chapter	Chad Knaepple, SIOR	Lease	Office	25,000 sq. ft.	\$6,569,327 USD
SIOR Michigan Chapter	Jason Capitani, SIOR	Sale	Land	6 acres	\$912,000 USD
SIOR Minnesota Chapter	Jill Rasmussen, SIOR	Lease	Office	26,500 sq. ft.	\$25,249,200 USD
SIOR New England Chapter	Michael Giuttari, SIOR	Lease	Industrial	43,600 sq. ft.	\$1,831,200 USD
SIOR Northern California Chapter	Melissa Molyneaux, SIOR	Lease	Office	36,819 sq. ft.	\$6,669,987.46 USD

*Acreage noted with "Land" Transaction Types only.

[†]Debt/Equity Financing

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SIOR Chapter	Member(s)	Type	Property Type	Sq. Ft. / Acreage*	Transaction Vol.
SIOR Ohio Chapter	David Hexter, SIOR	Lease	Industrial	33,824 sq. ft.	\$1,031,662 USD
SIOR Oregon Chapter	James Ellis, SIOR; Paul Breuer, SIOR; and Jerry Matson, SIOR	Sale	Industrial	257,149 sq. ft.	\$43,500,000 USD
SIOR Philadelphia Chapter	Brian Glancey, SIOR	Sale	Land	32 acres	\$7,364,613 USD
SIOR San Diego Chapter	Mike Erwin, SIOR, and Tucker Hohenstein, SIOR	Sale	Industrial	63,315 sq. ft.	\$10,750,000 USD
SIOR Southern Nevada Chapter	Kevin Higgins, SIOR	Sale	Industrial	714,460 sq. ft.	\$88,500,000 USD
SIOR Upstate New York Chapter	Kerry Mannion, SIOR, and Joshua Podkaminer, SIOR	Lease	Office	21,000 sq. ft.	\$3,743,000 USD
SIOR Utah Chapter	Andy Wheeler, SIOR, and Barbara Johnson, SIOR	Lease	Office	58,868 sq. ft.	\$15,763,186 USD
SIOR Washington Chapter	Tony Miltenberger, SIOR	Lease	Industrial	158,100 sq. ft.	\$22,993,650 USD
SIOR Wisconsin Chapter	Christian Caulum, SIOR	Sale	Land	161,172 sq. ft.	\$1,950,000 USD

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