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Deal Makers

The Biggest Deal

Christopher J. Brown, CCIM, of [Avison Young](#) in Toronto represented Canadian Bank in the 15-year, more than \$100 million lease of 170,000 sf of office space in Toronto from an undisclosed lessor.

CCIM ROI

"MailBridge gives you the ability to share information like no other platform," explains Christopher Q. Jackson, CCIM, of Woodward Commercial Realty in Evansville, Ind. When representing Land Bearon LLC in the more than \$2 million purchase of a 20-year, 1.75-acre Chase Bank ground lease in Indianapolis, "I used it to find out what cap rates Chase Bank ground leases were trading for at varied price points and lease terms, particularly in the Midwest. There is no other place you can find more experienced commercial real estate practitioners willing to share their experiences and information," Jackson says. "It is invaluable for me and, more importantly, my clients!"

Office

BIG Deal

Craig R. Newlands, CCIM, and Timothy C. Macker, CCIM, of Coldwell Banker Commercial Westmac in Los Angeles represented 12304 Santa Monica Blvd LLC in the \$16 million purchase of an 82,000-sf office building in Los Angeles from PMCF Properties LLC.

Steven Craig Eisenshtadt, CCIM, of Friedman Real Estate Group in Farmington, Mich., and a partner represented Schoolhouse Finance in the \$7 million sale of 78,529 sf of office space in Southfield, Mich., to Edison Oakland Public School Academy.

Chris Runyen, CCIM, of Charles Dunn Co. in Los Angeles represented Cox Reps in the 10-year, \$7 million lease of 20,530 sf of office space in Los Angeles from Equity Office.

David E. Newton, CCIM, of Lee & Associates in Anaheim, Calif., represented Chung & Co. LLC in the \$2.9 million sale of a 38,316-sf office building in Santa Ana, Calif., to Interactive USA.

Brett A. Sherman, CCIM, of Angel Commercial Real Estate in Fairfield, Conn., represented Herbert J. Sims & Co. in the 10-year, more than \$2.5 million lease of 9,415 sf of office space in Fairfield from David Marcus Partners.

Andrew D. Martin, CCIM, of Cassidy Turley in Indianapolis represented Backhaul Direct LLC in the more than 7-year, \$2.3 million lease of 16,213 sf of office space in Indianapolis from Jefferson Plaza LLC.

Industrial

BIG Deal

Andrew Briner, CCIM, and John McManus, CCIM, of Cushman & Wakefield in Oakland, Calif., and two partners represented an undisclosed seller in the \$10 million sale of a 523,273-sf industrial property in Oakland to AMERCO.

Ian M. Grusd, CCIM, of Sperry Van Ness/Richter Grusd in Iselin, N.J., represented Continental Concession Supply in the more than \$5 million purchase of a 95,000-sf industrial property in Bayonne, N.J., from an undisclosed seller.

Daniel A. Berger, CCIM, of NAI Commercial Partners in Lancaster, Pa., represented Harbinger Properties in the \$4 million purchase of a

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