

COMMERCIAL BROKERAGE **Sales & Leasing**



COMMERCIAL

TENANT REPRESENTATION LANDLORD REPRESENTATION ACQUISITIONS DISPOSITIONS ADVISORY SERVICES



DEPTH & BREADTH | **BROKERAGE SERVICES**

RESULTS DRIVEN SALES & LEASING

ACHIEVE YOUR GOALS: Our team achieves your goals and represents your interests as we implement successful strategies for your commercial real estate assets.

Our experienced professionals are specialists in their field of expertise and are equipped with extensive market data. We are the region's market leader because of the results we deliver to our clients each and every day.

LANDLORD REPRESENTATION

ACCOUNTABILITY: A landlord's success depends on occupied buildings and an accountable leasing agent determined to fill vacancies. Our brokerage team has led the region's markets for over 30 years. We apply proven marketing techniques and communicate frequently.

RESULTS: Our professionally designed signage and compelling marketing materials attract attention. We promise to expose your property regularly to more prospects than any other firm.

TENANT REPRESENTATION

SITE SELECTION AND ANALYSIS: Selecting the right location for your business is crucial. We help you evaluate location, competition studies, demographics, size and lease structures.

COMPETITION STUDIES: We'll show you where the competition is located and offer insight concerning the properties that give your business the best exposure, access and position. On your behalf, we will negotiate terms which positively impact your company's profitability.

ACQUISITION & DISPOSITION

RESULTS: We've sold 28 million square feet over the past 10 years. Whether your investment interests are as a buyer or a seller, we can represent you.

ACQUISITION: Acquiring the right property at the right value is complex. We evaluate historical and projected vacancy trends, the asset's current market position, replacement cost and future value projections.

DISPOSITION: We provide an array of disposition options including standard listing services, auction services, and call for offer programs.

BUILDING ON GROWTH

We do business with the country's most notable companies, investors and brokerage firms.

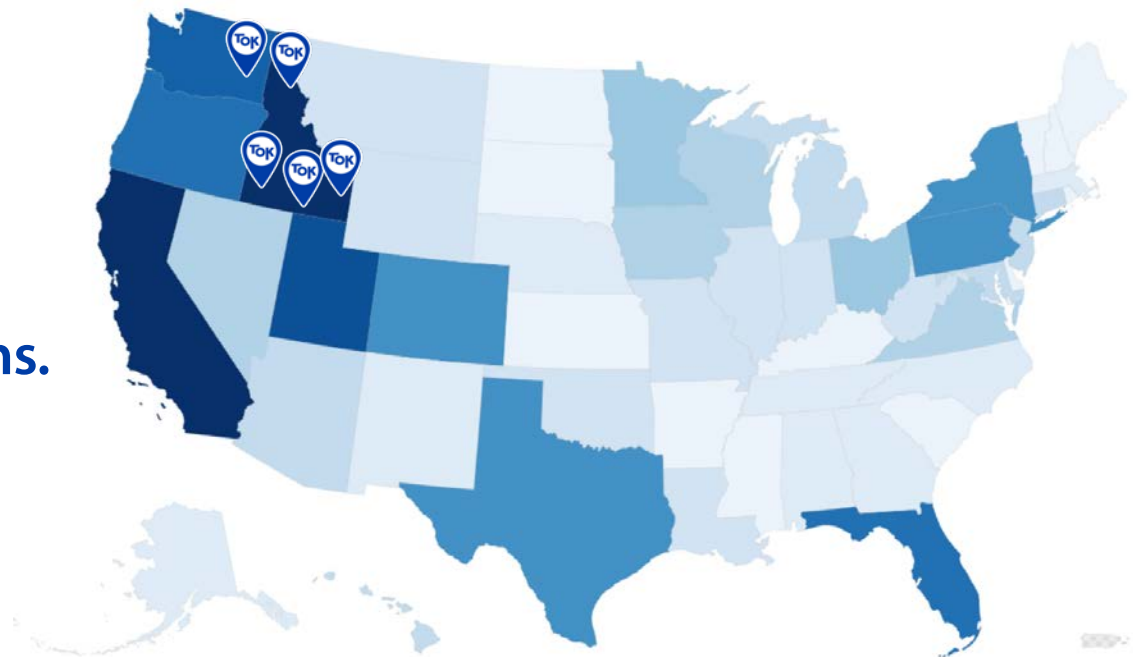
A vibrant economy, unmatched quality of life, and a low cost of living has placed the region on the radar of businesses, small and large. We are the #1 choice for referral business from brokerage firms outside of our markets.

RESULTS TELL THE STORY

Our independent firm represents clients from a broad spectrum of classes.

We compete head-to-head against major franchises for your business. Our limitless connections provide us market dominance, the clear advantage to your success.

1,000+



Our limitless connections.
Your clear advantage.



tokcommercial.com

+15,000
VISITORS PER
MONTH

#1 Idaho
CRE Search
ON GOOGLE

+10 MILLION
Searchable
Square Feet

RELENTLESS EFFORTS

Our team of marketing professionals work diligently to position our listings to rank the highest in searches, ensuring our listings' landing pages are always top performers.

We utilize Google My Business, blog posts, email blasts, social media and more, to increase our organic exposure.



NATIONAL CAMPAIGNS

From Loopnet to Crexi, we syndicate to the the top commercial real estate platforms that will most effectively showcase your property.

All of our listings are linked to targeted listing platforms searched nationally by tenants, investors and agents.

OUR NETWORKS WORK

Franchises only offer exclusive connectivity. Our affiliations allow us to connect us to the top brokerage professionals in the U.S. – we partner with the nation's top firms.

Over the past five years our team has leased or sold over 20,000 SF per business day. We build relationships that deliver results.

LOCAL MARKETING

Compelling, high visibility signage coupled with custom ads distributed to top performing local media channels, attract maximum exposure for listings.

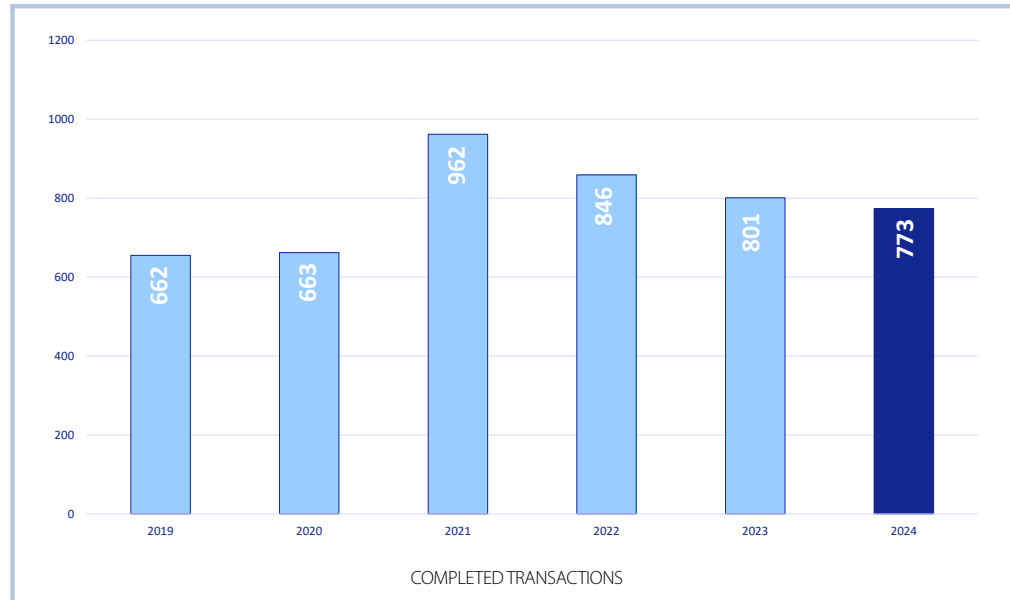
Nearly 40% of our transactions begin with a sign call. Our signage is curated thoughtfully and strategically placed.

BROKERAGE

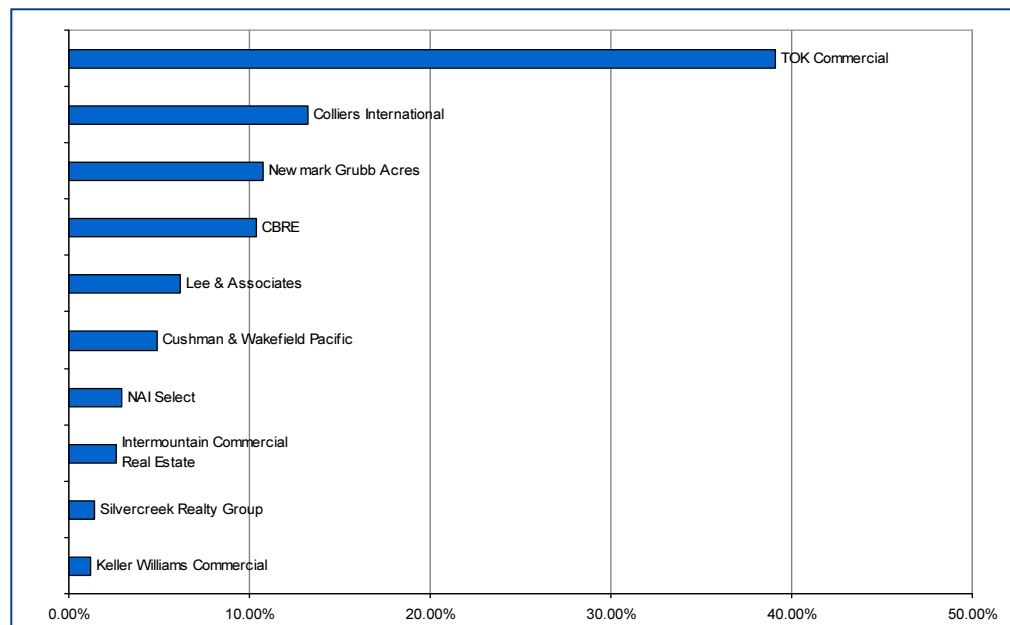
OUR TEAM IS LEADING THE MARKET

TOK
COMMERCIAL

QUANTIFIABLE RESULTS



OVERALL MARKET SHARE



(BASED ON LANDLORD/SELLER REP TRANSACTIONS OVER THE LAST 12 MONTHS)



Our team boasts active members in the nation's most influential commercial real estate professional affiliations.

SIOR

The Society of Industrial and Office Realtors is an industry identification signifying a qualified office and industrial practitioner. This designation certifies service knowledge, experience, competence and high ethical standards.

TOK membership: 10 agents.

CLS

The Certified Leasing Specialist designation is offered through the International Council of Shopping Centers (ICSC). Retail leasing professionals must meet experience requirements and demonstrate detailed knowledge of retailing, shopping center development, and shopping center leasing.

TOK membership: 1 agent.

CCIM

A Certified Commercial Investment Member is a recognized professional in the commercial real estate brokerage activities of leasing, asset management, valuation, and investment analysis.

TOK membership: 13 agents.

RBN

The Retail Brokers network, with 65 offices in 48 states, is a retail networking group comprised of independent firms who work together on a regional, national, and even international level in all areas of commercial real estate including: tenant representation, investment sales and project leasing.

TOK firm membership.

10 BARREL BREWING | 826 WEST BANNOCK
SOLD AT AUCTION

AFFORDABLE STORAGE | 450 SOUTH MAPLE GROVE
SOLD AT AUCTION

ROYAL PLAZA CONDOS
SOLD AT AUCTION

START THE AUCTION PROCESS

WE PARTNER WITH DOWNS AUCTION
TO PROVIDE THIS DISPOSITION SERVICE

- Established in 1979, locally owned by Larry and Debi Downs.
- Specializes in liquidating Real & Personal property.
- Clients sign a separate contract with Downs Auction.

A FRESH APPROACH TO MARKETING

WE CAN PROVIDE CREATIVE MARKETING
SOLUTIONS FOR PROPERTIES

Auction services offer a viable alternative to traditional marketing and can be a fresh approach that exposes the property to a large number of pre-qualified prospects and quickly disposes of a property.

This service has proven highly successful for many of our clients.

MINIMAL COSTS MAXIMUM BENEFITS

WE DEVELOP A STRATEGY THAT FITS YOUR
BUDGET AND YOUR TIMELINE

- Advertising costs are paid up front by the seller.
- The marketing period typically lasts for 30 days and closing usually occurs 30 days after the auction date.
- Advertising may include newspaper, signs, flyers, web site, MLS, radio, local TV, national magazines and newspapers.
- Seller commissions are normally 5% but can be adjusted to fit seller needs. Buyer's premium can play a factor.

GETTING TO SOLD

THE AUCTION PROCESS VARIES DUE TO
OWNER CIRCUMSTANCES AND THE TYPE OF
PROPERTY.

Here are some examples of auctions:

- Auction with Reserve
- Multi-parcel and multi-property auctions
- Absolute Auction also known as Auction without Reserve

BROKERAGE LEADERSHIP



Michael Ballantyne, SIOR, CCIM
Managing Partner

John Stevens, CCIM
Sales Manager, Boise & Magic Valley Partner



INVESTMENT

Peter Oliver, SIOR, CCIM
Investment Brokerage, Partner

Mike Greene, SIOR, CCIM
Investment Brokerage, Partner

Nick Schuitemaker, CCIM
Investment Brokerage, Partner

Andrew Boespflug
Investment Brokerage

Mike Keller
Investment Brokerage

OFFICE

Patrick Shalz, SIOR
Office Brokerage, Partner

Al Marino, SIOR
Office Brokerage, Partner

Laurie Reynoldson, CCIM, CLS
Office Brokerage

Kekaula Kaniho
Office Brokerage



INDUSTRIAL

Lance Hendricks
Office Brokerage

Chris Pearson, SIOR
Industrial Brokerage, Partner

Dan Minnaert, SIOR, CCIM
Industrial Brokerage, Partner

Devin Pierce, SIOR
Industrial Brokerage, Partner

Gavin Phillips, SIOR
Industrial Brokerage, Partner

Mike Arnold
Industrial Brokerage

JP Green, CCIM
Retail Brokerage

Holly Chetwood, CCIM
Retail Brokerage, Partner

Brianna Miller, CCIM, CLS
Retail Brokerage

RETAIL



LAND

CANYON COUNTY

Moses Mukengezi
Retail Brokerage

Lenny Nelson
Land Brokerage, Partner

Sam McCaskill, CCIM
Land Brokerage

Sean Edwards
Commercial Brokerage

EASTERN IDAHO



Darren Puetz
Sales Manager, Eastern Idaho
Partner



Brent Wilson, CLS
Brokerage Services, Partner



Brian Wilson, CCIM
Brokerage Services



Nick Terry
Brokerage Services



Mark Bouchard
Brokerage Services



Blake Phippen
Brokerage Services



Bradley Nicoll
Brokerage Services

MAGIC VALLEY



Grayson Stone
Brokerage Services



Jesse Sutherland
Brokerage Services



Dave Nixon
Brokerage Services

INLAND NORTHWEST



Don Crawford
Brokerage Services, Partner



Danny Davis, CCIM
Brokerage Services



Drew Ulrick, SIOR
Brokerage Services



Brennen Crawford
Brokerage Services

TRANSACTION COORDINATORS



Deb Walters
Senior Transaction Coordinator



Andi Yanik
Transaction Coordinator



Megan Gazda
Transaction Coordinator



Holly Waggoner
Transaction Coordinator



Nancy Zerga
Transaction Coordinator



Jordan Birdsall
Brokerage Assistant

MARKET RESEARCH



Taylor Hill
Research Manager



Coralie Mattox
Research Analyst



Brenna Phillips
Research Analyst



Chiara Kitcheer
Research Assistant

MARKETING



Candy Willcuts
Director of Marketing, Partner



Whitney Sprute
Senior Marketing Specialist



Piper Turpen
Marketing Specialist



Josh Hall
Marketing Specialist



Olivia Trejo
Marketing Assistant



EVERETT DAVIS DAVIS INVESTMENTS:

"In review of all aspects of my Idaho investment properties, leasing, property management, marketing, etc. all services were exceptional and of the highest professional standards. I would like to thank TOK Commercial for their outstanding efforts in handling my investment requirements."

CYNDI KAY BRANCH MANAGER D.A. DAVIDSON & COMPANY:

"Throughout the process, TOK Commercial provided guidance and advice that ultimately led to a favorable lease for our downtown office. I would definitely recommend the company to other businesses for their commercial real estate needs."

DAVID MESSNER COSTCO:

"TOK Commercial has done an excellent job representing Costco's real estate interests in the Treasure Valley for the past 10 years. They have taken the time to learn how Costco operates and what makes for a successful warehouse. We work with topflight brokers across the U.S. and Canada. TOK Commercial's people and resources are among the best I have seen."

JAY K. FRANCIS EXECUTIVE V.P., LARRY H. MILLER MANAGEMENT CO.:

"TOK Commercial has been a great partner in the Boise-Caldwell area. It is comforting to know you have a team that is working for you and keeping your property in the forefront of those who are potential buyers."

KATHIE LEVISON PROPERTY OWNER, LEVISON PROPERTIES:

"TOK Commercial has handled very challenging issues over the past year with professionalism. The property management team has been responsive to all of my concerns and has communicated with me regularly. I am so appreciative of all that has been done!"

MATT MORGAN MORGAN CONSTRUCTION & DEVELOPMENT COMPANIES:

"TOK Commercial's team brings great resources to Southeast Idaho and will benefit all commercial development and property management representation needs on this side of the State. I look forward to what the firm will bring to our commercial development and construction efforts at Morgan Construction and Development Companies."





COMMERCIAL



"Your efforts proved **successful** in **changing the assessed value** ... I hope the adjustment is enough to make a difference in the sale of Vista Terrace."

"You **worked your magic** and got the **buyer** to come **very close to that figure.**"

Owner | Vista Terrace Apartments

Tax Appeal - Hidden Value

MULTIFAMILY INVESTMENT SALE

VISTA TERRACE APARTMENTS

Andrew Boespflug | Owner Representation

1

THE SITUATION: Over Assessed Property

- 2023 Assessment : \$185,000/unit
- May 2024: TOK engaged to market and sell property
- Listed at \$147,000/unit
- 2024 Assessment: \$173,000/unit during marketing

2

OUR RESPONSE: TOK contests assessment with extensive data

- Tax Comps: Inconsistencies in assessments compared with other apartments
- Financial: Detailed analysis of income and expenses
- Real Market Feedback: Buyer discussions, price range from live marketing efforts

3

THE RESULTS: Tax savings greater than commission

- 2024 Assessment: Reduced by 7.5%
- Re-appeal in 2025 warranted:
 - Total **assessment reduction** of **21%**
 - Total **tax reduction** of **23%**
 - **Value creation** of **5%**; greater than the listing commission

An aerial photograph of a large retail power center in Nampa, Idaho. The image shows several large commercial buildings with flat roofs, extensive parking lots filled with cars, and surrounding infrastructure like roads and a small pond. Overlaid on the image are various logos for retail and service businesses, including Hobby Lobby, Burlington, Panera Bread, T.J. Maxx, PetSmart, Rocker Barrel, Paul Mitchell the school, McDonald's, Dick's Sporting Goods, Chick-fil-A, Discount Tire, and Sportsman's Warehouse. A blue speech bubble with the word 'SITE' is positioned near a specific building. In the bottom left corner, there are logos for Costco Wholesale and St. Luke's. The TOK Commercial logo is in the top left corner.

TOK

COMMERCIAL



SITE

Results Delivered

DEVELOPMENT PAD SALE

TREASURE VALLEY CROSSING

Michael Ballantyne, CCIM, SIOR & JP Green, CCIM | Owner Representation

1

THE SITUATION:

Sale of retail power center's last parcel

- Langly Properties, Inc. a valued client of TOK Commercial for over 20 years, engaged Michael Ballantyne and JP Green to sell the last development parcel located in the wildly successful Treasure Valley Crossing retail power center development located in Nampa, Idaho.
- The parcel was encumbered by several use restrictions (a result of co-tenancy agreements) with parking use strictly regulated.

2

OUR RESPONSE:

Customize marketing, engage targeted buyer pool

- Upon receipt of the representation assignment, the team immediately identified a pool of buyers that would be interested in purchasing the parcel and crafted compelling marketing messaging to capture their attention. Top prospects included national and local restaurants, retailers and service providers.
- JP and Michael systematically worked through the buyer pool, adjusting strategies with each target buyer in order to better position the parcel as a significant market opportunity for each business.

3

THE RESULTS:

Buyer identified, parcel sold

- After working through substantial interest from multiple buyers, and facilitating negotiations from several seriously interested parties, JP and Michael were able to secure the right buyer for the property and successfully worked to deliver a buyer and terms that would benefit all parties to the transaction.
- Perseverance, ingenuity and responsiveness by TOK's brokerage team delivered exactly the results Langly Properties, Inc. required.

"From the moment that [the team] got involved, they were **engaged, responsive** and **creative**... [they] hung in there until **ultimately finding a great owner/user.**"

Russ Keithly | CEO Langly Properties, Inc.





"TOK's Property Management and Brokerage teams implemented highly coordinated solutions for numerous challenging issues over the course of their representation, to the great benefit of the property."

Owner | Holly Plaza

Results Delivered HOLLY PLAZA

Owner Representation | Stabilization, Lease-up and Disposition

1

THE SITUATION: UNDER-PERFORMING RETAIL CENTER WITH VALUE-ADD POTENTIAL

- In 2016, the owner of Holly Plaza initially engaged TOK Commercial for a limited scope of representation focused on management and leasing responsibilities. The property's 82,408 square feet had 12 vacant spaces and a 40% vacancy rate even as in-place tenants were paying below market rents.
- The property's cashflow was very limited (due to its low occupancy) and required the team to assist ownership in securing a refinanced loan in order to provide the capital necessary to fund tenant improvements and property upgrades.

2

OUR RESPONSE: PROFESSIONALLY MANAGE, STABILIZE AND LEASE-UP THE PROPERTY

- Property management services, led by Jeff Shaffer, expanded in scope to include management, maintenance and full accounting deliverables that offered ownership visibility on all aspects of the property's performance.
- The team, working closely with ownership, deployed over \$500,000 in capital to remodel, renovate and upgrade the property, originally built in 1968.
- Brokerage leasing efforts, led by Mark Schlag, filled vacancies, brought existing leases into line with market rents, reconfigured space options and positioned the property as an attractive location for businesses looking for a footprint in southeast Nampa, allowing the property to reach 98% occupancy.

3

THE RESULTS: DELIVER A HEALTHY RETURN ON THE PROPERTY THROUGH A SUCCESSFUL SALE

- With the property stabilized, the owner asked TOK's team to bring the asset to market as an investment opportunity. The offering launched in late 2020, in the middle of the COVID-19 pandemic.
- The property sold at an 8% CAP rate in 2021 and boasted a Net Operating Income that had increased by 55% since entering TOK's portfolio.
- Integrated services, facilitated by close communications and a team accustomed to working in unison, navigated a wide array of challenges - achieving exceptional results for the owner.