COMMERCIAL BROKERAGE

Sales & Leasing

TOK COMMERCIAL

TENANT REPRESENTATION **LANDLORD REPRESENTATION** **ACQUISITIONS** **DISPOSITIONS** **ADVISORY SERVICES**

TOK COMMERCIAL

REASONS TO
HIRE **OUR TEAM**

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 Idaho'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 market for over 20 years and we represented over 40% of all commercial transactions in Idaho over the past year. 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.

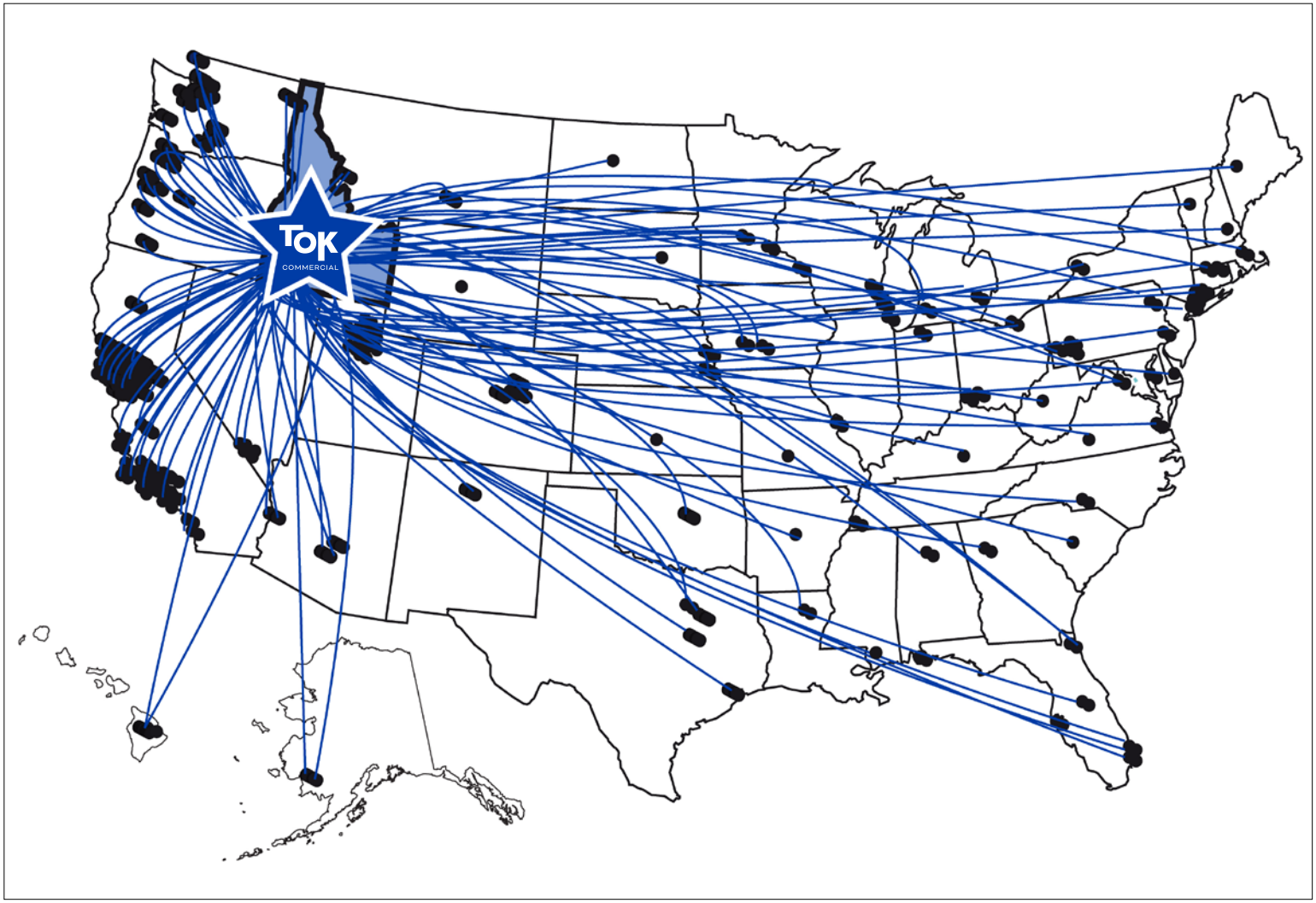
DISPOSITION: We provide an array of disposition options including standard listing services, auction services, and call for offer programs.

TOK COMMERCIAL

BROKERAGE

OUR **NETWORK** OF **RESULTS**

LIMITLESS CONNECTIONS OFFER OUR CLIENTS A **CLEAR ADVANTAGE.**



CAPITALIZING ON IDAHO'S Record Growth

A strong economy, excellent quality of life, and a low cost of living has placed Idaho on the radar of businesses, small and large. TOK Commercial is the top choice for **REFERRAL BUSINESS** from brokerage firms **OUTSIDE OUR MARKETS.**

We do business with all of the the country's top businesses and brokerage firms.

OUR RESULTS Tell The Story

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

As we compete for their business, going head-to-head against major franchises, our market dominance and successful representational strategies demonstrate that **OUR BUSINESS MODEL** offers clients a **CLEAR ADVANTAGE.**

TOK COMMERCIAL

BROKERAGE

MARKETING **CHANNELS**

tokcommercial.com

+15,000 site visitors/month

#1 Google 3-Pack | Idaho CRE search

+10,000,000 available searchable square feet

LoopNet™ · CoStar™ · CREXi · RETAIL BROKERS NETWORK · My SIOR · CCIM DEALShare · YouTube · IDAHO BUSINESS REVIEW · COEUR d'ALENE / POST FALLS PRESS · North Idaho Business Journal · MV MAGICVALLEY.COM · BOISE dev · IDAHO Gem State Prospector · BOISE VALLEY economic partnership

WE USE **ALL THE SITES**

DIGITAL CAMPAIGNS

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

100%

Of our listings are delivered to targeted listing platforms searched by **tenants, investors and agents.**

WE PLAY ON THE **NATIONAL STAGE**

OUR NETWORKS WORK

Franchises offer limited connectivity. Our affiliations connect us to the top brokerage professionals in the U.S. – we do business with all of the nation's top firms.

20,000 SF

Leased or sold per business day for the past 5 years. We build relationships that deliver results.

WE MAKE SURE YOU **GET THE HITS**

TARGETED DELIVERY

Our SEO-optimized and mobile-friendly website ensures superior visibility to market queries and online prospect searches.

+45,000

Website impressions from search, each month. Marketing efforts include search and social initiatives.

WE OWN **LOCAL MARKETING**

THE MOST MARKETING EXPOSURE

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

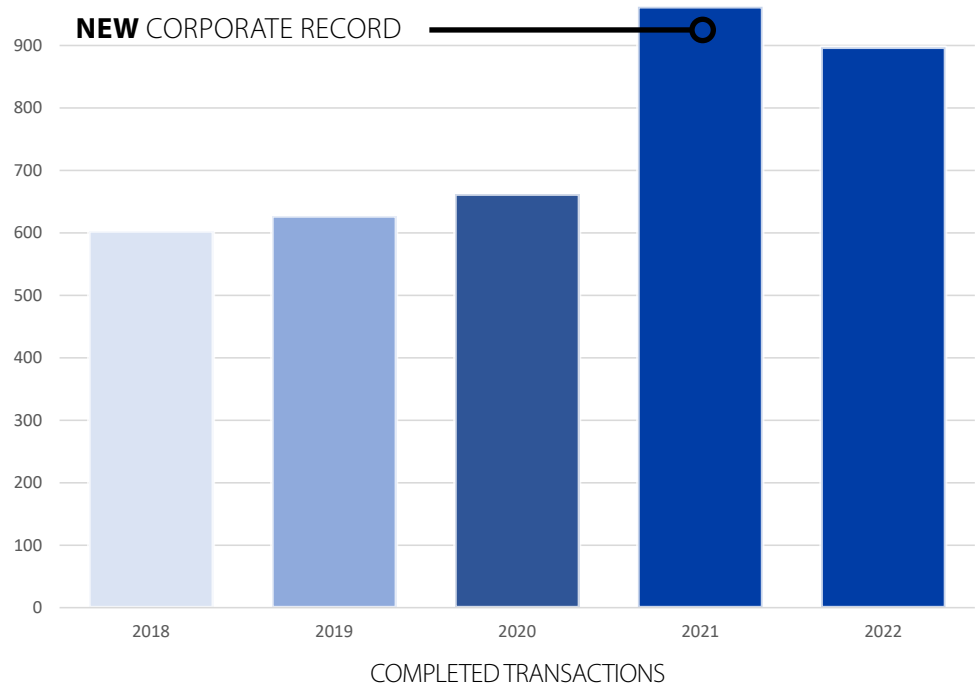
+37%

Of our transactions begin with a sign call. Our signage is **carefully designed and situated on-site.**

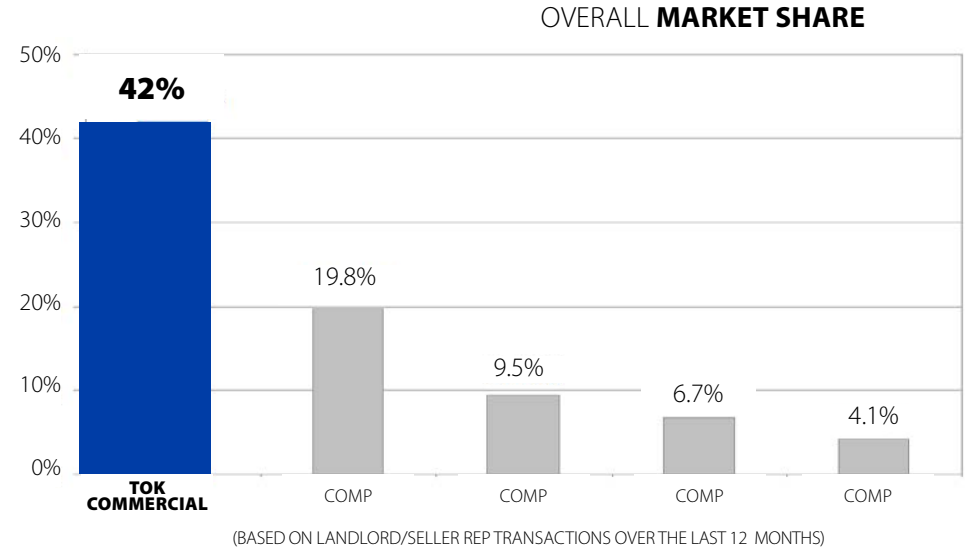
BROKERAGE

OUR TEAM IS **LEADING THE MARKET**

Market Milestones



Quantifiable Results



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BROKERAGE

PROFESSIONAL **AFFILIATIONS**

(SIOR) SOCIETY OF INDUSTRIAL **& OFFICE REALTORS**

CERTIFIED EXPERTISE

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.

FIRM MEMBER COUNT: 9 MEMBERS

(CCIM) CERTIFIED COMMERCIAL **INVESTMENT MEMBER**

INDUSTRY PROFESSIONALS

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

FIRM MEMBER COUNT: 10 MEMBERS

(CLS) CERTIFIED **LEASING SPECIALIST**

SKILLED PRACTITIONERS

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.

FIRM MEMBER COUNT: 3 MEMBERS

(RBN) RETAIL **BROKERS NETWORK**

LOCAL + NATIONAL NEXUS

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 COMMERCIAL

BROKERAGE AUCTIONS

ACCELERATING THE **SALE**

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.

Phone: (208) 941.1075
www.downsauction.com

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

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BOISE BROKERAGE

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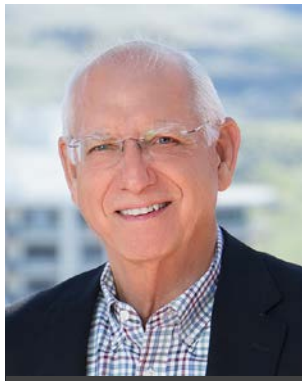

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TOK COMMERCIAL

BROKERAGE + RESEARCH

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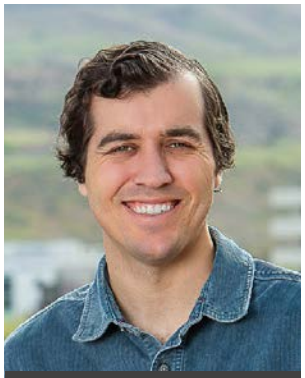

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MARKETING ASSISTANT

MARKETING OVERVIEW

CLIENT **REFLECTIONS**

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."

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"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, orginally 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.

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Results Delivered
THE DONUT + DOG

Tenant Representation | Site Selection

"JP Green was so effective in representing us in our new location at The Village at Meridian, and the Boise market in general, that our family decided to make the move to Idaho as well."

Will Primevera, Owner | The Donut + Dog

1 The Situation: Innovative eatery concept targets Boise MSA

- After searching TOK Commercial's website, the owner of The Donut + Dog reached out to JP Green for market information on possible sites for the expansion of his Nashville, TN business.
- The Donut + Dog eatery concept offers 20hr. Brioche donuts and internationally flavored hot dogs – menus well suited to healthy lifestyle markets found in Boise, Denver, Salt Lake City and Austin.

2 Our Response: Analyze data and select an optimal site

- JP, working with our Research team, performed an exhaustive market survey focused on possible locations for The Donut + Dog. Demographics analysis, traffic counts, foot traffic and proximity to complementary retailers were all quantified and evaluated.
- The Donut + Dog's owners arrived in Boise for market tours focusing on two potential locations. The site at The Village at Meridian was eventually selected and lease negotiations were initiated.

3 The Results: Open for business in under 6 months

- JP fast-tracked the letter of intent, lease negotiations and permit application process for The Donut + Dog. All details were finalized in under 120 days, affording an early July opening for the business.
- The Donut + Dog plans to open more locations in additional target markets and has engaged JP as their tenant rep for this future growth.

TOK COMMERCIAL

"We are pleased to have partnered with Mike and JP for our office needs as Alpine State Bank enters the Idaho market. Their focus on detail, understanding our needs, and delivering solutions is one example of their commitment to excellent service!"

Mark Houston, President & CEO | Alpine State Bank

Results Delivered
ALPINE STATE BANK

Tenant Representation | Site Selection

1 The Situation: New Idaho community bank plans first location in downtown Boise

- A new Idaho community bank decided to open its operations in the Treasure Valley, targeting Boise as their first Alpine State Bank location.
- The bank, hoping to open in the market as soon as possible, reached out to TOK Commercial to identify temporary space, since they had already identified a location which required a lengthy remodel.

2 Our Response: Market knowledge aids the perfect opportunity

- JP Green & Michael Ballantyne presented multiple possibilities, making serious inquires on the top candidates, however all options were quickly snapped up in Boise's competitive downtown submarket.
- After consulting with in-house broker teams, JP and Michael became aware of Mountain West's pending move to exit their space in the Hoff Building. The team moved quickly to seize the vacant space, knowing that it would require minimal tenant improvements and would match Alpine State Bank's business requirements perfectly.

3 The Results: Quicker open with sights on more locations

- JP and Michael's nimble representation, persistent engagement in the market, and efficiency throughout the transaction process will allow their client to open sooner (Jan. 2020) than planned.
- Alpine State Bank's presence in the Hoff will offer them a prime retail presence downtown, feature a prestigious address, and afford them expansion space for their office staff.
- The growing bank has retained JP and Michael as their tenant representative as they plan to open several additional locations across the Treasure Valley.