

CRCBR DEAL MAKERS

CHARLOTTE REGION COMMERCIAL BOARD OF REALTORS®

2017 DEAL MAKERS AWARDS PROGRAM

RECOGNIZING TOP COMMERCIAL REAL ESTATE BROKERS FOR 2016
CHARLOTTE REGION COMMERCIAL BOARD OF REALTORS®

2017 PRESIDENT'S MESSAGE

The Charlotte Region Commercial Board of REALTORS® (CRCBR) is pleased to present the 2017 Deal Makers Awards special report recognizing the region's top commercial real estate producers for 2016.

CRCBR's annual Deal Makers Awards Program recognizes brokers and developers in the commercial real estate industry who have accumulated sales transactions of over \$2 million in 2016, in the categories of office, industrial, retail, investment and land. CRCBR is proud to recognize 127 multi-million dollar producers from 2016. This year there were 42 platinum level winners, whose production credit was over \$15 million. We also had 18 gold award winners who individually produced between \$10 million and \$14.9 million in transaction volume credit, 32 silver award winners producing between \$5 million and \$9.9 million in transaction volume credit, and 35 bronze level winners who produced between \$2 million and \$4.9 million.



ERIC RIDLEHOOVER

We would like to extend a special thank you to Xceligent, the official auditing firm for the program. All applications were reviewed and processed by Xceligent to

ensure accuracy.

All CRCBR members and affiliates are committed to serving their clients and the general commercial real estate community with the highest level of integrity and service. REALTOR® ethics demand stringent professional standards, while striving to make the Charlotte region a better place to live, work and play!

Respectfully,
 Eric Ridlehoover
 Foundry Commercial
 2017 CRCBR President

PROGRAM SPONSORS



OVERALL TOP PRODUCER 2016



AWARD WINNER

**PHIL
BROSSEAU, JR.**
CBRE

**Number of
transactions: 82**

OFFICE TOP PRODUCERS 2016



1ST PLACE AWARD WINNER

BRIAN BRTALIK
Foundry Commercial
Number of transactions: 19



2ND PLACE AWARD WINNER (TIE)

MIKE FAHEY, CCIM, SIOR
CBRE
Number of transactions: 32



2ND PLACE AWARD WINNER (TIE)

ROBERT HINTON
CBRE
Number of transactions: 32



3RD PLACE AWARD WINNER

RHEA GREENE
Trinity Partners
Number of transactions: 44

INDUSTRIAL TOP PRODUCERS 2016



**1ST PLACE AWARD
WINNER**

**WARREN M.
SNOWDON,
SIOR**

Foundry Commercial
Number of transactions: 31



**2ND PLACE AWARD
WINNER**

DAVID HANNA
Foundry Commercial
Number of transactions: 31



**3RD PLACE AWARD
WINNER (TIE)**

**ANNE P.
JOHNSON**
CBRE
Number of transactions: 88



**3RD PLACE AWARD
WINNER (TIE)**

**BRYAN P.
CRUTCHER, JR.**
CBRE
Number of transactions: 88

RETAIL TOP PRODUCERS 2016



1ST PLACE AWARD WINNER

MIKE LUCIER
CBRE
Number of transactions: 31



2ND PLACE AWARD WINNER

GWEN GLAESER
Foundry Commercial
Number of transactions: 54



3RD PLACE AWARD WINNER

JOSH BEAVER
The Nichols Company
Number of transactions: 38

INVESTMENT TOP PRODUCERS 2016



1ST PLACE AWARD WINNER

PHIL BROSSEAU, JR.
CBRE
Number of transactions: 82



2ND PLACE AWARD WINNER

RYAN D. CLUTTER
HFF, L.P.
Number of transactions: 22



3RD PLACE AWARD WINNER

KEVIN B. KEMPF
CBRE
Number of transactions: 81

LAND TOP PRODUCERS 2016



1ST PLACE AWARD WINNER

JUSTIN P. HOLOFCHAK
MPV Properties
Number of transactions: 6



2ND PLACE AWARD WINNER

BAILEY PATRICK
MPV Properties
Number of transactions: 13



3RD PLACE AWARD WINNER

FORDE BRITT
The Nichols Company
Number of transactions: 29

TOP PRODUCER - OFFICE DEVELOPER/OWNER REPRESENTATIVE 2016



1ST PLACE AWARD WINNER

RETT TURNER
The Bissell Companies, Inc.
Number of transactions: 50

TOP PRODUCER - INDUSTRIAL DEVELOPER/OWNER REPRESENTATIVE 2016



1ST PLACE AWARD WINNER

BRYAN BLYTHE
Liberty Property Trust
Number of transactions: 47

TOP PRODUCER - RETAIL DEVELOPER/OWNER REPRESENTATIVE 2016



1ST PLACE AWARD WINNER

PATRICK C. RUSSELL
American Asset Corporation
Number of transactions: 85

NON-AFFILIATED BROKER LARGE FIRM REPRESENTATIVE 2016



1ST PLACE AWARD WINNER

RHEA GREENE
Trinity Partners
Number of transactions: 44

NON-AFFILIATED BROKER MID-SIZE FIRM REPRESENTATIVE 2016



1ST PLACE AWARD WINNER

DEBBIE WEATHERBY
The Tuttle Company
Number of transactions: 17

NON-AFFILIATED BROKER SMALL FIRM REPRESENTATIVE 2016



1ST PLACE AWARD WINNER

CHRIS ORR
Romans Properties, LLC
Number of transactions: 7

MEMBERS' CHOICE AWARDS

BEST TENANT REPRESENTATIVE 2016

These brokers are engaging, enjoyable to do a deal with, provide a high level of communication and trust, market themselves or their properties well, represent their clients well, understand the real estate process from both sides, and understand compromise.



OFFICE
ZACH MCLAREN
Cushman & Wakefield



INDUSTRIAL
TOMMY TURNER
Newmark Grubb Knight Frank



RETAIL
JOSH BEAVER
The Nichols Company

BEST LANDLORD REPRESENTATIVE 2016

These brokers are engaging, enjoyable to do a deal with, provide a high level of communication and trust, market themselves or their properties well, represent their clients well, understand the real estate process from both sides, and understand compromise.



OFFICE
JESSICA BROWN
Cushman & Wakefield



INDUSTRIAL
MATT TREBLE
Cushman & Wakefield



RETAIL
ADAM WILLIAMS
Legacy Real Estate Advisors, LLC

BEST BROKERAGE FIRM 2016

These firms have stellar leadership, their brokers are ethical, respectful, and knowledgeable. These firms have a good culture and give back to the community.

SMALL FIRM (4 OR LESS BROKERS)
CHERRY & ASSOCIATES

MID-SIZE FIRM (9-5 BROKERS)
**PIEDMONT PROPERTIES/
CORFAC INTERNATIONAL**

LARGE FIRM (10 OR MORE BROKERS)
CUSHMAN & WAKEFIELD

CONGRATULATIONS TO OUR 20-YEAR PARTICIPANT

Recognition for participation in the Deal Makers Awards Program for 20 Years

Robert A. Cochran
Cushman & Wakefield

CONGRATULATIONS TO OUR 15-YEAR PARTICIPANTS

Recognition for participation in the Deal Makers Awards Program for 15 Years

Michael Catanese, Jr., SIOR
Park Commercial Real Estate

Bryan P. Crutcher, Jr.
CBRE

David Dorsch
Cushman & Wakefield

CONGRATULATIONS TO OUR 10-YEAR PARTICIPANTS

Recognition for participation in the Deal Makers Awards Program for 10 Years

Meredith Ball, CCIM
Foundry Commercial

Franklin G. 'Buddy' Hege, CCIM
Gibson Smith Realty Ltd.

Frank Larsen
CBRE

Marty McLaughlin
Park Commercial Real Estate

Thomas V. Sumner
NAI Southern Real Estate

Michael C.Wiles, CCIM
NAI Southern Real Estate

Marshall Williamson
Lincoln Harris, LLC

William P. Wood, Jr.
Trinity Partners

PLATINUM LEVEL WINNERS Sales/Lease Production Over \$15 Million in Transaction Volume for 2016

NAME	COMPANY
John Ball	Trinity Partners
Meredith Ball, CCIM	Foundry Commercial
Josh Beaver	The Nichols Company
Bryan Blythe	Liberty Property Trust
Phil Brosseau, Jr.	CBRE
Russell Brown	Flagship Healthcare Properties, LLC
Brian Brtalik	Foundry Commercial
Ryan Clutter	HFF, L.P.
Robert A. Cochran	Cushman & Wakefield
Bryan P. Crutcher, Jr.	CBRE
David Dorsch	Cushman & Wakefield
Michael Fahey, CCIM, SIOR	CBRE
Joe Franco	CBRE
Patrick Gildea	CBRE

Rhea Greene	Trinity Partners
David Hanna	Foundry Commercial
Robert Hinton	CBRE
Justin P. Holofchak	MPV Properties
Anne P. Johnson	CBRE
Mike Kemmet, SIOR	Cushman & Wakefield
Kevin B. Kempf	CBRE
Kimberly Kendall, SIOR	The Bissell Companies, Inc.
Jennifer Kurz	Trinity Partners
Frank Larsen	CBRE
Theodore Lee	Spectrum Properties
Steven Lowe	CBRE
Mike Lucier	CBRE
Patrick McGrath	Cushman & Wakefield
Grant Miller, SIOR	Colliers International
Don Moss, CCIM, SIOR	Colliers International

Chris Orr	Romans Properties, LLC
Bailey Patrick	MPV Properties
Patrick Russell	American Asset Corporation
Lawrence Shaw, SIOR	Colliers International
H.P. Smith, CCIM	Gibson Smith Realty Co.
Warren Snowdon, SIOR	Foundry Commercial
Rett Turner	The Bissell Companies, Inc.
Campbell Walker	Lincoln Harris, LLC
Deborah Weatherby	The Tuttle Company
Michael C.Wiles, CCIM	NAI Southern Real Estate
Dillard Williams	Spectrum Properties
Marshall Williamson	Lincoln Harris, LLC

MOST CREATIVE TRANSACTION OF THE YEAR

This award recognizes transaction creativity above monetary value and is based on factors including uniqueness, civic/community value, and the level of risk and success.



GRANT MILLER, SIOR
Colliers International



DON MOSS, CCIM, SIOR
Colliers International

BROKERS TO WATCH

Award winners have more than 50% of production in a commercial capacity and have contributed to the commercial real estate industry for a maximum of three years.



CLIFFORD BLANQUICET, JR.
Blanq Real Estate



MADDY KELLY
Trinity Partners



GRANT KEYES
Cushman & Wakefield



The **Charlotte Region Commercial Board of REALTORS®** (CRCBR) is the voice of commercial real estate for the Charlotte region. CRCBR helps commercial real estate professionals develop to their fullest potential and foster recognition and respect for their profession.

WHY JOIN CRCBR?

NETWORKING

Build lasting relationships, grow your business, and interact with top commercial brokers in the Charlotte region.

EVENTS

Attend exclusive members' only events and programming focused specifically to the commercial real estate industry.

ROI

Gain return on your investment. CRCBR is the largest commercial real estate organization in NC with the resources to help you build relationships, increase exposure as an industry partner, and interact with top commercial brokers.

SERVICES

Stay connected to industry trends and local news through CRCBR's e-newsletters, social media outlets, and electronic updates.

1,011 People attended our 2016 CRCBR events

995 CRCBR Members in 2016

2.3% Membership increase from 2015



BECOME A CRCBR MEMBER TODAY AT
www.crcbr.org

GOLD LEVEL WINNERS Sales/Lease Production Between \$10M and \$14.9M in Transaction Volume for 2016

NAME	COMPANY	Tami Little	SouthMark Properties Inc.	J. David Simpson	NAI Southern Real Estate
John Box	Artha Associates				
Forde Britt	The Nichols Company	Mark J. Newell	MPV Properties	Tiffany Slayden	Flagship Healthcare Properties, LLC
Cooper Burton	American Asset Corporation	Christopher J. Norvell, SIOR	HFF, L.P.	Robert Speir, SIOR	Colliers International
Thomas Evans, SIOR	CBRE	James Plyler	Piedmont Properties/CORFAC International	Diana Teitsma	Divaris Real Estate
Landon Funsten	Foundry Commercial			C. Norman Walters II	Walters Commercial Real Estate Services
Gwen Glaeser	Foundry Commercial	Brian Roth	Pappas Properties, LLC	James Whiteside	Whiteside Industrial Properties
Reed Griffith	Brackett Flagship Properties, LLC				

SILVER LEVEL WINNERS
Sales/Lease Production
Between \$5M and \$9.9M in Transaction Volume for 2016

NAME	COMPANY
Clifford Blanquicet, Jr.	Blanq Real Estate
Willard Carlton	The Nichols Company
Phillip Chambers	Lat Purser & Associates, Inc.
Teddy Chapman, SIOR	Colliers International
Rodney Faulkner	Legacy Real Estate Advisors, LLC
Hunter Graham	Legacy Real Estate Advisors, LLC
Tripp Guin, SIOR	TRIPP Commercial LLC
John Hadley	The Nichols Company
Spencer Hawkins	Trinity Partners
A. Scott Hensley, CCIM, SIOR	Piedmont Properties/CORFAC International
Lane Holbert, CCIM, SIOR	Foundry Commercial
Grant Keyes	Cushman & Wakefield
George Kornegay, CCIM	Kornegay Capital, Inc.
Karen Mankowski, CCIM	Newmark Grubb Knight Frank
William Maxwell	Trinity Partners
Ed McAfee	Locus Real Estate Advisors, Inc.
Marty McLaughlin	Park Commercial Real Estate
Fermin Montes de Oca	Foundry Commercial
Charles S. Neil, CCIM	Divaris Real Estate
Julie O'Donnell	Foundry Commercial
Lester E. Osborn II, CCIM, SIOR	Piedmont Properties/CORFAC International
Greg Pappanastos	Argos Real Estate Advisors, Inc.
Robert A. Pressley, CCIM	Coldwell Banker Commercial-MECA
Lat H. Purser	Lat Purser & Associates, Inc.
Bob Race	Newport Properties
Eric Ridlehoover	Foundry Commercial
Justin Smith	Colliers International
Jay Snover	Legacy Real Estate Advisors, LLC
G. Thomas Trimble III	Foundry Commercial
Brooks Whiteside	Whiteside Industrial Propertie
Adam Williams	Legacy Real Estate Advisors, LLC
William P. Wood, Jr.	Trinity Partners

BRONZE LEVEL WINNERS
Sales/Lease Production
Between \$2M and \$4.9M in Transaction Volume for 2016

NAME	COMPANY
Todd Akers	Keller Williams South Park
Michael Bilodeau	MPV Properties
Michael Brown	Citi South Commercial Real Estate Advisors
Michael Catanese, Jr., SIOR	Park Commercial Real Estate
Kenneth Chapman	MPV Properties
William R. Cooper, Jr.	NAI Southern Real Estate
James Robert Cox, III	SVN Percival Partners
Scott E. Davies	NAI Southern Real Estate
Jill Ecuyer	Newmark Grubb Knight Frank
Adam Farber, SIOR	Colliers International
Katherine Gaither	Newport Properties
David J. Goode, SIOR	NAI Southern Real Estate
Brian Gribble	The Liberty Solution, LLC
Matthew Hagler	Keller Williams Ballantyne Area
Trip Harris	Lat Purser & Associates, Inc.
Stewart Hasty	Foundry Commercial
Franklin G. 'Buddy' Hege, CCIM	Gibson Smith Realty Ltd.
Maddy Kelly	Trinity Partners
Chandler Knox	Colliers International
Mindy Leonard	Atkins Properties, LLC
George Macon, IV	MPV Properties
Frank McCleneghan	Piedmont Properties/CORFAC International
Robert McClure	Century 21 Murphy & Rudolph Inc.
Mark H. Miller	Lat Purser & Associates, Inc.
Chris Neal	Colliers International
Thomas D. Propst, Jr., CCIM	South Central Properties LLC
Will Robertson	Flagship Healthcare Properties, LLC
Kurt Schoenhoff	Selwyn Property Group, Inc.
Peter Stipicevic	TRIPP Commercial LLC
Thomas V. Sumner	NAI Southern Real Estate
Billy Thomas	MPV Properties
David Tschirhart	Legacy Real Estate Advisors, LLC
Christopher Vasbinder	JLL
James H. Vaughn, Jr., CCIM	NAI Southern Real Estate
Mark H. Wright	MW Commercial Realty, LLC