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Heavy Hitters knock it out of the park, with \$3.5 billion in deals

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Heavy Hitters closed a record \$3.5 billion in deals in 2015.

DMCAR honors commercial real estate Heavy Hitters each year.

Heavy Hitters closed 67% more in deals than the previous record in 2014.



Alex Ringsby accepts an award at DMCAR's Heavy Hitters ceremony.

Heavy Hitters in Denver's commercial real estate community knocked it out of the park last year, closing more than \$3.5 billion in deals last year.

That shatters the previous record of about \$2.1 billion set in 2014 by about 67 percent. Heavy Hitters are honored in each of the commercial real estate “food groups” of investment properties, apartments, office, industrial, retail and land.

The Denver Metropolitan Commercial Association of Realtors has been honoring Heavy Hitters for more than two decades.

In addition, DMCAR recognized its Young Broker of Denver, Impact Award Winner, Top Landlord companies in the office, retail and industrial categories.

DMACR also paid tribute to Alex Ringsby, founder of Ringsby Realty Corp. as its Broker of the Year.

As an industrial and land specialist, Ringsby’s industry leadership, business acumen and continued dedication to his family’s core values and entrepreneurial spirit have served him well over his 23-year career, according to DMCAR.

A regular to the annual list of top producing brokers in the industrial market, Ringsby has distinguished himself as an instrumental player in the industry including holding leadership positions and serving on boards throughout his career.

“Alex has always been willing to carry the torch for our industry and the associations that represent brokers and businesses across the region,” said DMCAR CEO Katie Kruger.

“He’s been an instrumental part of DMCAR and his vision and generosity have helped us to grow as an independent association and provide the resources our members need and want.”

In addition to his professional leadership and commitments, Ringsby is active in a range of charitable organizations including Denver’s First Tee Program, Children’s Hospital Colorado, Boys and Girls Clubs of Colorado, Graland School, Denver Art Museum, Colorado Uplift and the University of Colorado.

DMCAR’s 2015 Heavy Hitters award recipients by category:

Top Investment Brokers – Tim Richey and Mike Winn CBRE Inc. – topped \$1 billion, with \$523 million each in individual production. The team has been the Heavy Hitters in the investment category for 13 of the past 14 years.

Top Multi-Family Brokers – Shane Ozment and Terrance Hunt, of ARA Newmark – In what they described as an amazing year in a market that was “on fire in 2015” Ozment and Hunt ended the year with \$992 million in sales, or \$496 million in individual production.

Top Office Brokers – Victor Frandsen and Tim Harrington, Newmark Grubb Knight Frank – With deals that included a data center work for Century Link in Moses Lake, Washington, the team finished the year with \$490.4 million in deals, or \$245.2 million each in personal production.

Top Land Brokers – Chris Cowan and Steve O’Dell, ARA Newmark–In a highly active market across all product types throughout the metro area, the team closed numerous deals in 2015 on their way to personal production totaling \$109.8 million, or \$54.9 million each.

Top Industrial Broker – Mike Wafer, Newmark Grubb Knight Frank – 2015 total production of \$90.4 million included the 650,000 square foot build-to-suit for longtime client Beverage Distributors Co.

Top Retail Broker – Jon Weisiger, CBRE – Working with grocers, restaurants, banks and retailers, Weisiger and his team completed 78 deals totaling \$41.7 million in personal production.

Top Small Office Broker – Matt Smith, Vector Property Services LLC – From corporate relocations across state lines to office moves within the city, Smith finished 2015 with personal production of \$22.6 million.

Meanwhile, for the first time in the 22-year history of the Heavy Hitters awards, DMCAR honored one member with the debut of its **Impact Award**.

Todd Wheeler, a **Cushman & Wakefield** Vice Chairman, took home the inaugural award in recognition of his numerous, high-profile deals completed in and around the Union Station and Lower Downtown neighborhood properties.

Young Broker of Denver:

- DMCAR's 2015 Young Broker of Denver is **Andrew Hellman** of **ARA Newmark**.

Selected from a group of young professionals with less than three years of experience, Hellman, working with his ARA Newmark colleagues, completed several deals in 2015 including securing a six-property, 571-unit portfolio spread across the Denver area, as well as one asset in Dillon, Colorado. His 2015 personal production topped just over \$49 million.

Top Landlord Honorees:

- DMCAR recognized the 2015 Top Landlords in the Office, Retail and Industrial categories. Association members were asked to submit nominations for their top choices in the submarket that the individual broker practices.

Winners were:

2015 Top Office Landlords:

- Brookfield.
- LBA Realty.
- UNICO Properties

2015 Top Retail Landlords:

- Robert Naiman Co.
- Larimer Associates.
- McWhinney

2015 Top Industrial Landlords

- First Industrial.
- Prologis