

DMCAR & DBJ PRESENT

HEAVY HITTERS *In Commercial Real Estate*



Hayden Hirschfeld

NAI Shames Makovsky

2018 Production:
\$44,449,951

TOP RETAIL BROKERS



Dorit Makovsky-Fischer

NAI Shames Makovsky

2018 Production:
\$44,449,951

Please share some information/details about your biggest, most memorable deals that you were involved in/completed in 2018.

Berkeley Supply at Dairy Block — Eli Cox runs a multi-line American made menswear store in the Berkeley neighborhood. We felt his values/aesthetic and community was a perfect fit for the vision of Dairy Block. That being said there wasn't any space that worked for him. With the collective brainstorming of our creative landlord, we were able to reclaim an old electrical/mechanical room on the alley. This less-than 200-square-foot place allows you to get in touch with your inner lumberjack hipster.

Describe the overall performance/state of your submarket for 2018?

Our market is experiencing changes — new players entering the market that feel Denver is ripe to go to the next level. The Edens purchase in RiNo is a harbinger of what's to come in Denver — more national interest in our special neighborhoods.

Retail in Denver has remained strong, but we saw the closing of larger format restaurants and the rise of specialty fitness. We are looking forward to what 2019 brings in terms of challenges and successes.

What are your predictions for your submarket for 2019?

Change. Change in players from the types of merchants to those seeking long-term investment. This is a big opportunity for high quality projects and place-making in our already great neighborhoods.

What is going to be the biggest commercial real estate story for the Denver area in 2019?

The continued evolution of RiverMile/Stadium District and Sun Valley EcoDistrict. These two Districts will play a part in addressing the City's need for more affordable housing as job and population growth in Denver rise.

Hayden and Dorit's Walk Up Song:

"O-O-H Child" by The Five Stairsteps

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DMCAR Heavy Hitters in Commercial Real Estate Award - Honoring the Top Producing Commercial Real Estate Professionals in the Denver metro area for 2018.

