

HEAVY HITTERS *In Commercial Real Estate*



Brandon Kaufman
Unique Properties

TOP YOUNG BROKER

2018 Production: \$22,482,700

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

I enjoyed working on all the deals that I co-oped with other brokers in the state. Getting to put a face to a name of the historically great brokers in Denver was humbling but a lot of fun. My favorite deal was the Louisville land sale at 301 East St by Michael Eisenstein of Land Capital LLC, seeing the entitlement process from start to final permits for a large community development was rewarding.

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

Everything was strong again this year.

All of the deals I have sold my clients thus far are stabilized at this point and they are doing well. The rate environment was an uncertainty all year and there was uneasiness throughout the community but it seemed as if everyone was still bullish while being cautious. A lot of people locked in longer debt because of this or sold because they had been holding out until the market “peaked” this cycle.

What are your predictions for your submarket for 2019?

I predict we will have another strong year in multifamily but it is important to recognize opportunity in other types of commercial real estate for traditional apartment Buyers as it has become so competitive and returns are thinner. The demand is still really high and a lot of new money is coming to Denver still so we are working really hard to find somewhere for people to put it whether it be in multi family, land, retail, or developments.

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

My prediction is all around more development — more condos, another tower, smaller units, a break-through in co-living apartment units, and significantly more short-term rental options.

Me personally, I am most interested in that school over by the Art Museum, it’s one of my favorite buildings and has been vacant for as long as I remember. I am interested to see if it ends up trading hands and it sounds like there have been a lot of discussions in regards to it this year.

Brandon’s Walk Up Song:

“Bring em out” by T.I.

