



TOP INVESTMENT BROKER

Tim Richey

CBRE, INC.

2019 PRODUCTION: \$555,656,453

WALK-UP SONG

*Welcome to the Jungle
by Guns N' Roses*

Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2019.

One of my most memorable deals for 2019 would be 1700 Broadway which sold in June 2019. This 23-story building was Denver's first modern high-rise. Once called Mile High Center, 1700 Broadway was designed by the world-renowned architect I. M. Pei. The building was completed in 1954 and received the 2006 TOBY (The Office Building of the Year) Award for top Historical Building. We benefited greatly from working with a sophisticated seller and buyer on this transaction. Artis REIT purchased 1700 Broadway in March 2018 and sold to Beacon Capital Partners, a well-known buyer with an exciting vision for the trophy building. Denver will greatly benefit from the reinvention of one of I.M. Pei's landmark Denver towers. Understanding the potential challenges due to physical age of the asset was the largest obstacle.

Describe the overall performance/state of your submarket for 2019.

Denver had another great year in 2019. The suburban market saw a historical number of trades this year, which is a testament to the continuous capital flows. We saw challenges with the uncertainty of co-working across all markets.

What are your predictions for your submarket for 2020?

We will continue to see sale records broken as capital remains highly interested in the Denver office market. Downtown and RiNo are poised to do extremely well in 2020 and we will see a significant number of trades in both micro-markets. Foreign capital continues to familiarize themselves with these markets and are showing more interest.

What is going to be the biggest commercial real estate story for the Denver area in 2020?

The biggest story of 2020 will be several large development projects coming to life. Some notable projects include the development of Empower Field at Mile High's south parking lot, the Greyhound Bus Depot, and the River Mile redevelopment of Elitch Gardens. All three projects will bring significant upside to Denver as a city and will be great redevelopment opportunities to watch.

INVESTMENT FINALISTS



2
Mike Winn
CBRE, Inc.



5
Brad Lyons
CBRE, Inc.



7
Jenny Knowlton
CBRE, Inc.



10
Jon Hendrickson
Cushman &
Wakefield, Inc.



3
James Bolt
CBRE, Inc.



6
Jeremy Ballenger
CBRE, Inc.



8
Drew Isaac
Marcus & Millichap



10
Aaron Johnson
Cushman &
Wakefield, Inc.



4
John Jugl
Newmark Knight
Frank



6
Tyler Carner
CBRE, Inc.



9
Charley Will
CBRE, Inc.