

2023 HEAVY HITTERS *In Commercial Real Estate*



TOP RETAIL BROKER

Sam Zaitz

JLL

2022 PRODUCTION: \$51,586,165

Please share a summary highlighting your biggest, most memorable deals that you were involved in/completed in 2022.

I was fortunate to work on a lot of great deals in 2022, but the one that I am most proud of is working with Jerry Conover, owner of the former Ale House in LoHi. As I said to him at our first meeting, I believe that it is one of the best restaurant locations in the State of Colorado. Along with Jeff Feldman (JLL) and Tony Pierangeli (SRS), as well as Moyer White Partner Tom List, we were able to get a very difficult deal done and help bring Hampton Social to Denver from Chicago. They are going to do amazing things to the building and continue to make a great trade area even better.

Describe the overall performance/state of your submarket for 2022.

2022 was a great year for retail and it did not face many headwinds. The biggest surprise to me was the continued competition for land in the suburbs. I never thought we would have five gas stations, five car washes, five chicken concepts, five coffee providers, five of basically every category, all fighting for land, which has led to the highest ground lease numbers I could have imagined seeing in our market.

What are your predictions for your submarket for 2023?

I will predict a few things...First, I predict that we are going to see a slowdown in restaurant growth and see real closures for the first time in a long while, specifically in Denver. I am very concerned that these operators are going to have the highest minimum wage for tipped employees in the Country and I don't think they will be able to continue to raise menu prices to combat it. Second, I predict that construction costs will come down so

we can start to see more retail strip centers built, which has been very difficult to get done for way too long. Finally, I predict that more people will get back to working in their downtown offices and it will continue to feel better and better!

What is going to be the biggest commercial real estate story for the Denver area in 2023?

I believe the biggest retail real estate story in 2023 will be the redevelopment of Clayton Lane in Cherry Creek. I believe this will be a project that will attract many more brands to enter the Denver market that have never operated here. I travel the country walking amazing projects and see so many great groups that aren't here and I believe that this will be the project that attracts them.

What is a goal you have yet to achieve?

Winning DMCAR Top Producer for Office

Who is the one person you're most interested in meeting?

Elon Musk

What is your favorite quote?

"You can't live a perfect day without doing something for someone who will never be able to repay you." John Wooden

What would you select as your 2022 theme song/walk up song?

Money for Nothing by Dire Straits

