



## CATEGORY: Best Sale – Portfolio

Criteria: This category will showcase a portfolio sale that closed in 2016, contributed to the buyer's or seller's business strategy (at the property or company level), produced value for the buyer and/or seller, and exhibited creativity in surmounting challenges. May be a cash transaction or a 1031 exchange.

Entries Due: April 3

### Entry Form Instructions

Please submit the following materials:

- Completed entry form (this sheet) **with narrative attached**
- Any supporting materials demonstrating accomplishments
- Photo of the property (high-resolution/300 dpi jpg)
- Payment

**To submit payment and/or materials online:**

Log on to CPE's submission manager at  
<http://cpexecutive.submishmash.com/submit>

### Entry Fees

☐ \$325 (first entry)

☐ \$265 (each subsequent entry)

Total number of entries # \_\_\_\_\_

Total payment \$ \_\_\_\_\_

(Make checks payable to Commercial Property Executive.)

Contact name: \_\_\_\_\_

Contact email: \_\_\_\_\_

Contact telephone: \_\_\_\_\_

Name of company(ies) to be considered for the award:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Name of building will be listed on the award. Please list the names and company affiliations of all team members to be included in award materials:

\_\_\_\_\_  
\_\_\_\_\_

### Mailing Instructions

Mailed materials must be postmarked by April 3. Send to:

Jessica Fiur, Managing Editor  
Commercial Property Executive  
370 Lexington Ave., Suite 2100  
New York, NY 10017

If you have questions, email [jessica.fiur@cpe-mhn.com](mailto:jessica.fiur@cpe-mhn.com).

### Property Facts

Name of portfolio/properties and location:

\_\_\_\_\_  
\_\_\_\_\_

Buyer: \_\_\_\_\_

Seller: \_\_\_\_\_

Names of brokerage firms involved (please specify the side represented for each):

\_\_\_\_\_  
\_\_\_\_\_

Type of property (office, multifamily, retail, industrial, hotel, etc.):

\_\_\_\_\_

Year construction was completed: \_\_\_\_\_

Total acreage: \_\_\_\_\_

Total number of properties/assets: \_\_\_\_\_

Total square footage in portfolio (and number of units or keys, where applicable): \_\_\_\_\_

Occupancy at time of sale: \_\_\_\_\_

Rent range: \_\_\_\_\_

Asking price: \_\_\_\_\_

Number of bidders: \_\_\_\_\_

Total selling price: \_\_\_\_\_

Average NOI: \_\_\_\_\_

Cap rate: \_\_\_\_\_

Number of days it took to close: \_\_\_\_\_

Lender: \_\_\_\_\_

### Tell us about your accomplishment:

On a separate sheet of paper, please provide 250-500 words (bullet points are fine) describing the details of the transaction, including any interesting challenges overcome. Also explain why this was a noteworthy deal and provide a description of the properties, including special features or amenities, target audience and market demographics.