

# Who's News

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finance and strategic planning from UCLA.

Wanberg specializes in the sale of apartment communities. His primary focus is representing private capital apartment owners in Colorado, ranging from 30 to 300 units.



Tom Wanberg

He has spent his entire career serving clients as an investment services specialist. Prior to joining Transwestern, Wanberg worked for the Grubb & Ellis Co. in Denver for 27 years. His career has focused on the acquisition and disposition of a variety of investment properties, while always maintaining a special emphasis on apartment properties. Successfully closing in excess of 175 investment sales during the last 30 years, Wanberg has been a consistent top producer in Denver.

Wanberg earned his Bachelor of Science in business marketing from Colorado State University in Fort Collins.

Paton specializes in land and distressed asset sales, representing private and institutional capital. He has been in the com-

mercial real estate business for 30 years, handling in excess of \$1 billion of real estate assets as broker, consultant, financier or developer. Paton started his career in 1980 as a land broker at Coldwell Banker Commercial. He was a consistent top producer, selling apartment, single-family and commercial land, brokering several of the largest land transactions in Denver history up to that time. In the early 2000s, Paton acted as acquisition director for a partnership buying and building high-density multifamily development sites in Seattle, Chicago, Minneapolis and St. Louis.

Paton recently has been involved in land development in Colorado, Arizona and California, as well as apartment development in Laramie, Wyo.



Craig Paton

Paton attended the University of Northern Colorado, where he majored in prelaw political science and minored in business.

Neff has been in commercial real estate since 2003. Prior to joining Transwestern, he was with Grubb & Ellis Co., where was a member of the Multi Housing Investment group.



Johnny Neff

From 2006 - 2009, Neff was with the Memphis, Tenn.-based shopping center developer, The Spectra Group, where he was one-half of the team responsible for the development and leasing of all shopping centers (approximately 650,000 square feet) in the eastern half of the United States. Prior to that, he was a sales associate at Coldwell Banker Commercial - ALMAR Group, in San Diego, where he earned the "Most Transactions Award" for his work in 2005.

Neff earned his Bachelor of Arts degree in communications from the University of Memphis.▲

James "Jamie" Sabatier was named president and chief operating officer of **Destination Hotels and Resorts**, Lowe Enterprises' hospitality management subsidiary. Established in 1973, the Destination collection of properties now includes a portfolio of nearly 40 award-winning hotels, resorts, and conference centers.

Sabatier has 25 years of experience inside and outside of the hospitality industry. As a senior

executive with Starwood Hotels and Resorts, Sabatier was part of the team that led the W Hotels brand to industry prominence, and was involved in determining the strategic direction, positioning and growth plan for the brand. During his tenure, W Hotels' portfolio and its active pipeline grew significantly. Sabatier also oversaw Starwood's global investment team as it completed approximately 50 corporate and real estate transactions, including the Le Meridien mezzanine investment and brand acquisition and the \$600 million acquisition of Vista, its residential, fractional and vacation ownership company.

Prior to his time at Starwood, Sabatier was a senior member of the investment banking division of Montgomery Securities, where he led the completion of merger, acquisition and equity transactions totaling more than \$1 billion. He began his career in investment banking with Lehman Brothers and, before that, Coldwell Banker Commercial. Most recently, as the head of J. Sabatier & Co., he acquired commercial real estate assets while guiding the successful turnaround of a family owned business. He earned his bachelor's degree in history from Brown University and his Master of Business Administration in finance from Northwestern University's Kellogg Graduate

School of Business.

After more than a year of planning for transition, Sabatier will take the helm from his former president **Charles S. Peck**, who has led the company through 15 years of growth and success. Under Peck's leadership, Destination Hotels and Resorts has grown to be currently ranked the third-largest hotel management company in the United States (Hotel Brand) and has just completed a year of significant growth, including seven properties to be added to the management roster over the next 12 months.▲

**Alexandra Hilker** joined **Real Estate Partners** as a marketing coordinator in the office.

Prior to SRS, Hilker worked for two years in Paris in public relations, marketing and social media for the fashion and beauty industries. She worked as a public relations manager for the trendsetting and brand identity firm **Beautystreams**. After **Beautystreams**, Hilker was a marketing and research assistant, executive recruiting firm **Tens & Heads**.

Hilker graduated from the University of Colorado Boulder with a bachelor's degree in journalism and communications.▲

## Terrix

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ter, laundry rooms and covered carport spaces.

■ **Holderby Properties** borrowed \$3 million from **Chase Bank** to refinance the loan on the **Glenwood Village Apartments**, 2747 Glenwood Court, Boulder. The 30-year, recourse loan carries an interest rate of 3.5 percent.

■ **Kevin Chadwick** and **Rick Oleson** of **Terrix Financial Corp.** arranged a \$1.4 million refinance loan for an office/warehouse property located in Boulder. Loan terms included a 10-year term with a 20-year amortization. The interest rate is 4.3 percent to be reset after five years. The two multitenant facilities were constructed in 1985 and have a total of 31,107 rentable sf in 21 rental units that

were 88 percent occupied at the closing. The borrower is a local real estate investor and the lender was a bank represented by **Terrix**.

■ **Chadwick** and **Oleson** recently arranged a \$1.23 million acquisition loan for a three-story, 22-unit apartment complex built in 1946 in Denver. The building has been substantially upgraded. The loan terms included an interest rate of 4.1 percent fixed for five years and adjusting thereafter for 30 years with a 30-year amortization. The lender was a national bank.

■ **Blind Shine** borrowed \$630,000 for a 5 percent mortgage amortized over 25 years for a 10,600-square-foot warehouse at 4570 Ironton St., Denver. The recourse loan was handled by **Dave Otteson** of **BBVA Compass Bank**.▲

## Unique

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at 1852 W Mississippi Ave. in Denver. **Kevin Higgins**, **Ryan Floyd** and **Adam Riddle** of the **Unique Apartment Group of Unique Properties LLC-TCN Worldwide** represented the seller. The property was on the market for about six months. The seller had moved out of the country and struggled to maintain the property, which was vacant at the time of the sale. The new owners expect it to be fully occupied soon after they complete a renovation.

■ **Lighthouse Investment Partners LLC** paid \$495,000 to **Harrison Partners LLC** for a four-

unit apartment building at 1261 to 1291 Harrison St., Denver. The building, constructed in 1957, was 100 percent occupied when sold. **Kevin Higgins**, **Ryan Floyd** and **Adam Riddle** of the **Unique Apartment Group of Unique Properties LLC-TCN Worldwide** represented the seller. The seller originally purchased the property as a seven-unit project with long-term plans of developing the site, but later configured it to a four-unit and three-unit development to make it more marketable. The seller received an all-cash offer seven days after it was listed. The buyer plans to convert the units into condos and sell them individually.▲

## Office

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**mett** is the project manager for the relocation, which will occur before July 1. **Nathan Bremer**, **Dumm & Myers** signed an eight-year lease with the landlord, **Alecta Denver LLC**.

■ Two Internet marketing companies signed leases for more than 10,000 square feet of office space at the **Cable Building** in Lower Downtown Denver.

■ **BlueModus Inc.** leased 6,386 sf on the second floor of the building at 1801 Lawrence St. **Elevated Third Inc.** leased 4,297 sf on the first floor.

■ **Newmark Knight Frank Frederick Ross Co.** brokers **Jon Treter** and **Ben Gilliam**, along with **Darrin Revious** of **NAI Shames Makovsky Realty**, represented the owner, **Central Development**. There is 3,800 sf of space available in the 36,000-sf building, said **Central Development's Jeremy Records**.

■ **McDash Analytics** leased 6,224 sf of office space at 1999 Broadway, Suite 3950, in Denver.

■ **Bill Maher** of **Charles Rowan Co.** represented the tenant. **Transwestern** brokers **Peter Thomas** and **Andrew Piepgras** represented

ed the landlord, **Transwestern Broadreach**.

■ **Maher** also handled a small office building for owner **Dome Development Ltd.**

■ **A Touch of Bliss**, an events planner, leased a 1,568-sf property at 1722 H. **Solveig La Howard Ecker & Co.** is the tenant.

■ **New Era Coloradion**, a nonprofit, leased a 1,500-sf building at 1722 H. **Alex Hazlett** of **Baskin & Associates** represented the

## Karsh

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"I love retail. I love shopping and I love going to a place and being able to feel that it is healthy. It is how I believe my job should be done.

"I love the work," continued **Karsh**. "It's hard work, I'm busy but I just love what I do. It's very creative, very competitive and very mentally challenging."

**Karsh** also relishes the grow-

ing excitement in retail, particularly among national retailers and New York restaurants seeing the city's growth and wanting to be a part of it, she added.

**Karsh's** passionate nature extends to her personal endeavors as well. She is fervent about politics and sits on the **Global Down Syndrome Foundation** as well as enjoys bridge, creative writing, baking, weightlifting and, especially, baseball.

Since her childhood, **Karsh**

has been an avid baseball fan of the **San Francisco Giants**. So much so that she wrote him a poem she wrote him in the eye of the slugger, inspired by the love of the sport. **Karsh** to lunch with **Karsh** at the **Fairmont** hotel.

Today, she still cheers for the **Giants** but also the **Colorado Rockies** with her husband **Randy**. **Karsh** has two children and three g-

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