



# CATEGORY: Best Sale – Portfolio

Criteria: This category will showcase a portfolio sale that closed in 2012, 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: March 1

## Entry Form Instructions

Submit materials in a 9-in. by 12-in. binder.

- Completed entry form (this sheet) with narrative attached
- Any supporting materials demonstrating accomplishments
- Photo of the property
- Payment

**Now you can submit payment and/or materials online!**

Simply 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 March 1. Send to:

Suzann Silverman, Editorial Director  
Commercial Property Executive  
370 Lexington Ave., Suite 2100  
New York, NY 10017

If you have questions, email [ssilverman@cpexecutive.com](mailto:ssilverman@cpexecutive.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, multi-family, retail, industrial, hotel, etc.): \_\_\_\_\_

\_\_\_\_\_

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

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

Total no. of buildings: \_\_\_\_\_

Total sq. footage of buildings (and number of units or keys, where applicable): \_\_\_\_\_

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

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

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

No. of bidders: \_\_\_\_\_

Selling price: \_\_\_\_\_

Selling price per sq. foot: \_\_\_\_\_

Property NOI: \_\_\_\_\_

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

No. of days it took to close: \_\_\_\_\_

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

## Tell us about your accomplishment:

On a separate sheet of paper, 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 property, including special features or amenities, target audience and market demographics.