



**WE
ARE**

**GOODMAN
COMMERCIAL**
MANAGEMENT | BROKERAGE

789 Sherman Street
Suite 660
Denver, CO 80203

www.GoodmanCommRE.com

(720) 440-6270



**“
THINK
LIKE AN
OWNER
”**

Our Guiding Principle is to “Think Like an Owner”. Understanding how an owner thinks is crucial to our management philosophy.

Your Goals are Our Goals.

- **Do you want to aggressively maximize revenue in anticipation of a sale?** We advise on strategies to increase rents, minimize expenses, and re-lease under-performing units. As a full-service brokerage firm, we can also assist with valuation and sale.
- **Do you want to ensure a consistent cash flow while reducing or eliminating vacancies?** We have extensive experience in walking the fine line between increasing revenue and maintaining happy tenants.
- **Do you need a full turnaround of a mis-managed property?** We can utilize our experience in doing just that to make your property function at 100% - removing poor tenants, addressing deferred maintenance, and training your tenants to pay on time, adhere to their lease, and take pride in their unit. We also have extensive experience in transitioning tenants from Gross or Modified Gross leases to NNN leases to protect your base rent
- **Are you tired of the day-to-day grind of managing your property yourself, but want to stay up-to-date on the goings on?** You'll have access to view your property's performance from anywhere in the world at any time through our RentManager owner portal.
- **Do you want to maintain a well-tenanted property to produce a good cash flow for your children, grandchildren, and/or spouse?** We can help ensure your legacy continues well into the future.



Mark Goodman - Principal, SIOR



MGoodman@GoodmanCommRE.com
720.440.6271

CAREER SUMMARY

Mark Goodman founded Goodman Commercial Real Estate, Inc. in January of 2017. Mark specializes in Industrial, Office, Retail and Land Investment Sales and Owner/User Industrial Sales and Leasing.

Since 2006, Mark Goodman has brokered more than 350 transactions which equates to over \$500,000,000 in sales and leasing transactions. In 2016 Mark was inducted into the prestigious Society of Industrial and Office Realtors (SIOR). SIOR is an organization of top Industrial and Office brokers with proven real estate skills. Only 2,900 practitioners hold the SIOR designation worldwide.

With more than twenty years of real estate sales, development and re-development experience, Mark touts a broad range of abilities, including land entitlement expertise, industrial, office and multi-family re-development, construction and costing experiences and an in-depth knowledge of cutting edge marketing with regards to sales and leasing.

A seasoned pilot, Mark served as a U.S. Marine Officer and Naval Aviator, flying the EA-6B Prowler. He carrier qualified on the USS Lexington and the USS Independence, and was the EA-6B Standardization Pilot for the Marine Corps from 1992-1996. During Desert Storm he flew over 30 combat missions earning three Air Medals and one Air Medal with Combat "V" for valor regarding a specialized mission to Central Iraq.

EXPERIENCE

- 2016-Present: Principal, Goodman Commercial Real Estate, Inc.
- 2006 - 2016: Senior Advisor, Pinnacle Real Estate Advisors, LLC
- 2004 - 2006: Broker Associate, Unique Properties, LLC
- 1995 - 2004: Investment Manager, Cedar Fork Properties, LLC
- 1996 - 2004: Pilot and A-320 Instructor, United Airlines
- 1985 - 1996: Major, U.S. Marine Corps

EDUCATION

University of Missouri, B.S. in Wildlife Biology, Columbia Missouri

Webster University, Masters Degree in Management, with Honors, St. Louis, Missouri

PROFESSIONAL RECOGNITIONS / AFFILIATIONS

- 2016 – Inducted into the Society of Industrial and Office Realtors (SIOR).
- 2006-2015 Pinnacle Top Industrial Broker
- 2008, 2009, 2010, 2014, 2015, 2016 DMCAR Top 20 Industrial Broker
- 2008 Pinnacle Most Improved Producer (300% Volume Increase)
- 2007 DMCAR Top Ten Young Broker
- Member of Denver Metropolitan Commercial Association of Realtors (DMCAR)
- Member of NAIOP



Drew Goodman, ACoM - Vice President



DGoodman@GoodmanCommRE.com
720.457.6324

CAREER SUMMARY

Drew joined Goodman Commercial in June of 2017 and specializes in Industrial and Retail Sales, Industrial and Retail Leasing, and Commercial Property Management.

Since joining Goodman Commercial, Drew has facilitated the leasing of over 325,000 Square Feet of space and represented both buyers and sellers in the acquisition or disposition of over \$73,000,000 worth of investment and owner-user real estate. Additionally, Drew has grown Goodman Commercial's GCRE Management arm from startup, increasing managed square footage from 0 to 700,833 with a total of 179 commercial and industrial units, handling over \$8,480,000 in annual receivables.

Continuing the Goodman family tradition of service, after leaving the University of Missouri in May of 2012, Drew joined the Colorado Army National Guard as an Infantryman. After graduating from Basic Training and Infantry School at Fort Moore, Georgia, Drew was assigned to the 1st Battalion, 157th Infantry Regiment, 86th Infantry Brigade Combat Team (Mountain). While with 1-157IN, Drew served as a Reconnaissance Team Member, Armorer, Command Driver, and Supply Specialist before being Honorably Discharged in August of 2018.

In 2021, Drew was invited to serve on the board of the Industrial Property Owners Consortium (IPOC). IPOC's mission is to secure property rights and ensure the right to conduct business for both industrial property owners and the businesses that occupy those properties. IPOC advocates for its members with political leaders in Cities and Counties in the Denver Metro Area, as well as the House of Representatives and Senate in both Colorado and at the Federal level. IPOC's members include leaders of the largest industrial businesses in the Denver Metro Area.

In 2024, Drew was appointed to the Planning Commission for the City of Littleton, serving the people of the City in making decisions on planning, development, and zoning issues.

EXPERIENCE

- 2017-Present: Vice President, Goodman Commercial Real Estate, Inc.
- 2014 - 2017: Associate Advisor, Pinnacle Real Estate Advisors, LLC
- 2012 - 2014: Landman, Swan Resources, LLC
- 2012 - 2018: Infantryman (11B), Colorado Army National Guard

EDUCATION

University of Missouri - Columbia, Missouri

PROFESSIONAL RECOGNITIONS/AFFILIATIONS

- Accredited Commercial Manager, Institute of Real Estate Management
- Member of the Institute of Real Estate Management
- Member of the Board of Directors, Industrial Property Owners Consortium
- Member of the City of Littleton Planning Commission



OUR TEAM

Goodman Commercial has a robust in-house team consisting of our leadership, bookkeeping & accounting, property management, brokerage, and research teams.

Our teams have extensive experience in all aspects of property management including tenant communication, rent collection, vendor scheduling, on-site employee management, tenant research, leasing, property valuation, NNN reconciliation, and audit-ready bookkeeping.

As members of the Institute of Real Estate Management, our property managers have a higher level of training and ethical standards than non-affiliated companies. With two Accredited Commercial Managers on-staff, our property managers are able to leverage the lessons learned from that rigorous coursework to offer a high level of process knowledge, accounting, and budgeting to accomplish your goals for your property in a professional, experience-driven manner.

Our extensive experience in both owning and managing commercial property allows our team to “Think Like an Owner”, ensuring that we safeguard your money like it is our money - eliminating unnecessary expenses, maximizing your revenue without increasing vacancy, properly accounting for income and expenses, and performing accurate NNN Reconciliations to protect your cash flow.



Established in 1963, FirstBank is among the largest and best-performing privately-held banks in the United States and maintains over \$28 Billion in assets and over 100 branch locations across Colorado, Arizona, and California.

Goodman Commercial establishes all of its accounts with FirstBank, which allows us to limit or eliminate fees as well as gain valuable information about market trends and loan terms.

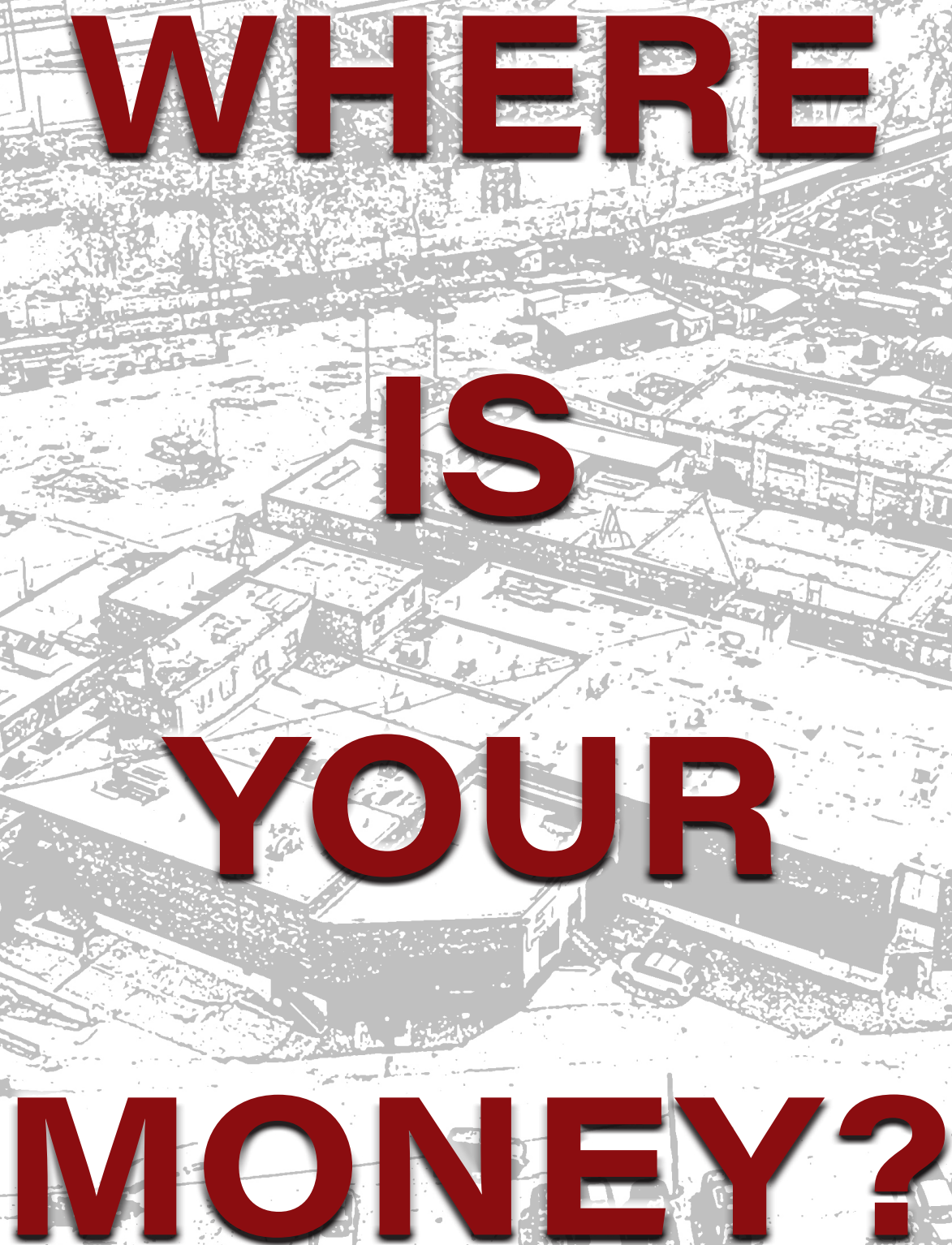
As one of our clients, you will have direct access to view your property's account through FirstBank's Internet Cash Management portal. We give you this access to demonstrate our commitment to transparency - so you know exactly where your money is at all times.



RentManager is the proven software Goodman Commercial uses to perform all tasks relating to the data from your property.

It's used to manage tenants from application to security deposit return, rent receivables both in physical and electronic form, expense payments, and accounting from budgeting to NNN reconciliation.

Through RentManager's Owner Web Access portal, you have 24/7 access to reports demonstrating the financial condition of your property - including rent rolls, profit and loss statements, cash flow statements, and a full accounting of bills paid and rents received.

An aerial, high-angle photograph of a city street scene. The image is in black and white with a high-contrast, almost stencil-like appearance. It shows several multi-story buildings, some with flat roofs and others with more complex structures. There are numerous cars parked along the streets and some in motion. The overall scene depicts a dense urban environment.

**WHERE
IS
YOUR
MONEY?**

THE

BIG

QUESTIONS

How Much Does This Cost?

This depends on multiple factors including the number of tenants in your property, the size of your property, how many services are a part of operating the property (i.e. fire sprinkler, landscaping, common areas), and the rental income generated by your property.

Generally, we charge 6% of the gross rent for our management services per month. For smaller properties, we often charge a flat rate of \$500 per month.

If your tenant is on a Triple-Net (NNN) Lease, you can likely pass through our management fee as a part of the NNN Rent!

What's Included in the Cost?

Included in our standard management fee is:

- Collection & Deposit of Rents each Month
- Paying Bills (i.e. services, utilities, etc.) each Month
- Answering Maintenance Requests
- Scheduling Vendors to Make Repairs

What's *Not* Included in the Cost?

Items which are not included in our standard management fee are:

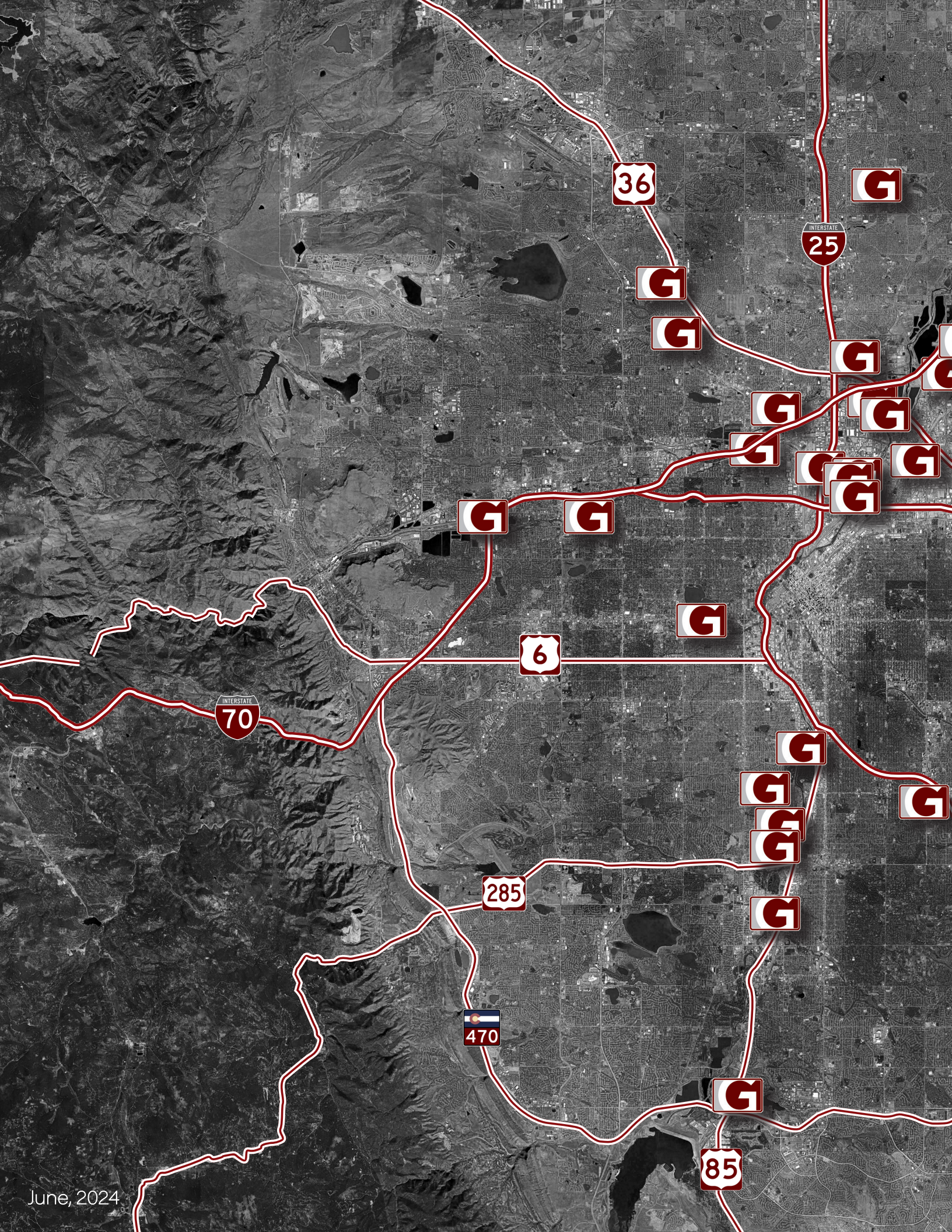
- Negotiation of New Leases, Negotiation of Renewals, or Marketing the Property For Lease
- Eviction Filings & Postings, Court Appearances, or any other Eviction-Related Items
- Bookkeeping for the Ownership Entity

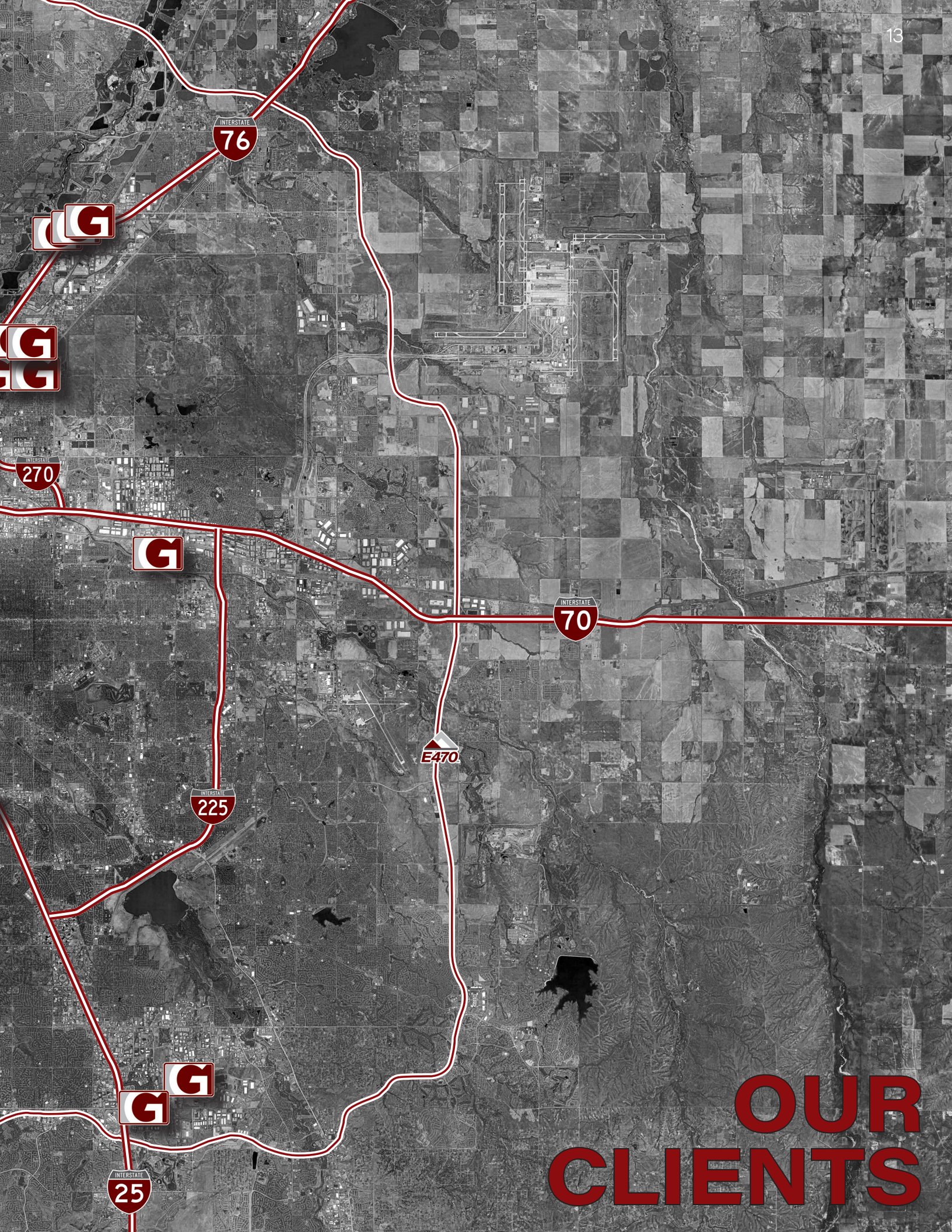
What About Filling Vacancies?

We cannot lease the vacancy without a separate "Exclusive-Right-to-Lease" Listing Agreement, as any other broker would require. Most of our clients choose to engage us to lease their properties as we have the required information, access to the property and unit, and relationships with the current tenant. However, you are completely free to engage any broker you wish to list your property and we will support them in their efforts.

What If I Want to Sell?

As with leasing, we cannot list your property for sale without a Listing Agreement. Should you decide to list your property for sale, we would be honored to provide you with a proposal to sell and a market valuation. We have over 20 years of real estate sales experience to draw upon to realize your pricing, timeline, and disposition goals.





**OUR
CLIENTS**



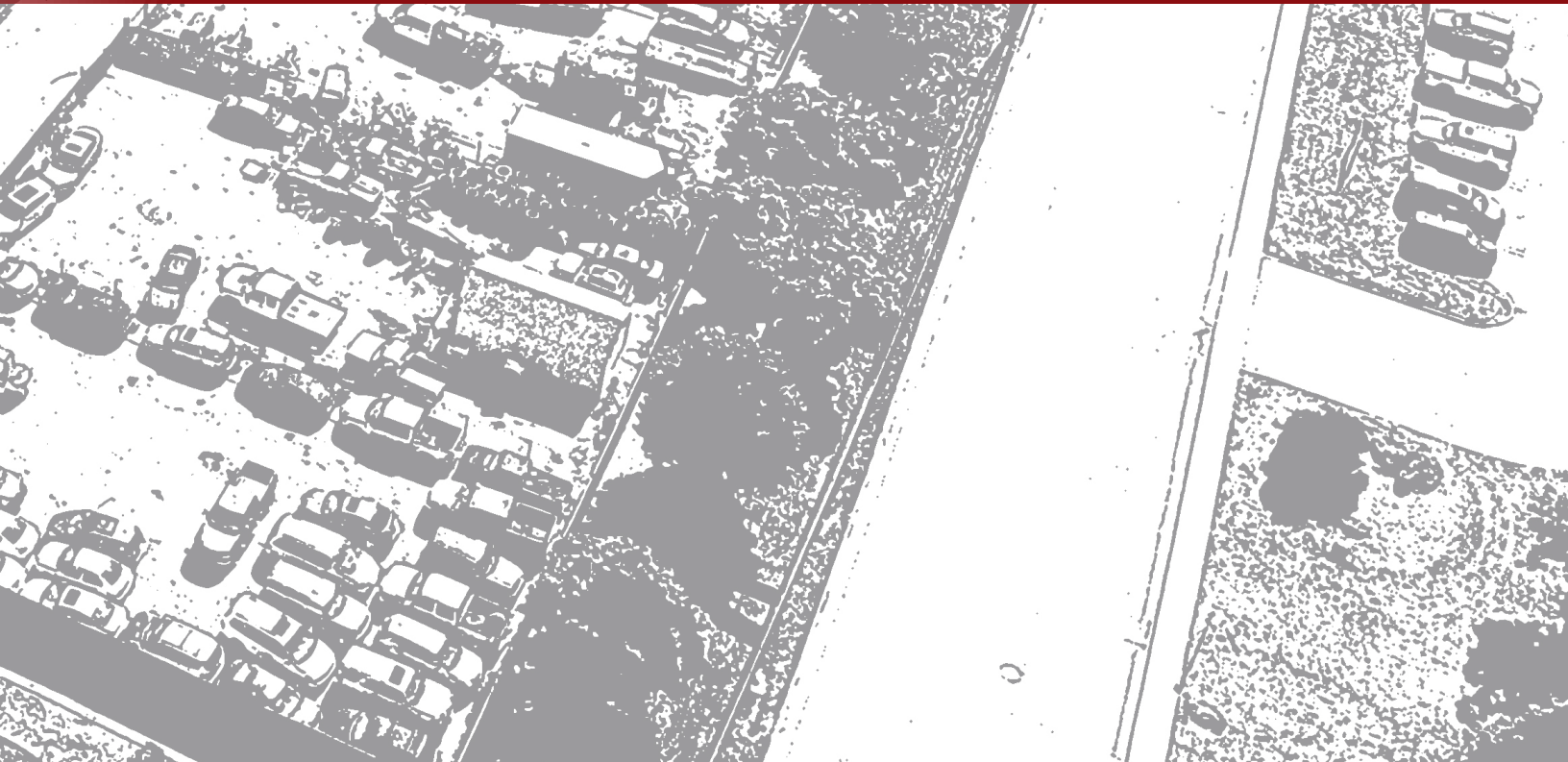
WHAT

WE

DO



SELECTED CASE STUDIES





CASE STUDY

810-870

EAST 50TH AVENUE

DENVER, COLORADO

108,812 SQUARE-FOOT INDUSTRIAL FOOD PROCESSING

Goodman Commercial represented the purchaser of the building - a longtime tenant purchasing from their landlord. Our extensive brokerage experience allowed for a smooth and timely closing.

The property had been self-managed for over 30 years and the NNN Expenses had not been reconciled in approximately 10 years. The previous owners had been providing free repairs and maintenance to the tenants - something that was the responsibility of those tenants.

GCRE Management took over the management of the property at closing and began the exhaustive process of transitioning from paper records to digital, reconciling the NNN expenses, and "retraining" the tenants to comply with their responsibilities in the lease. The NNN reconciliation resulted in the **recovery of \$117,778 in underpaid expenses** and the property **NNN income increased from \$67,311 to \$371,138.**

CASE STUDY

8022

SOUTHPARK CIRCLE

LITTLETON, COLORADO

42,380 SQUARE-FOOT FLEX

Goodman Commercial represented the purchaser, a long-time client completing a 1031 exchange.

There are three excellent-credit tenants, all on NNN Leases: Eaton Electric, Aimlock (a US Government weapons contractor), and a medical research company - AJNA BioSciences.

GCRE Management manages all aspects of the property, repairs and maintenance, lease administration, exterior maintenance, and rent collection & accounting.

Goodman Commercial negotiated 2 lease renewals - Eaton and Aimlock, and found, negotiated, and completed a new lease with AJNA. Both the Eaton and Aimlock leases **renewed at a significantly higher rate.**

The renewed and new leases have led to a stabilized and well cash-flowing property with excellent tenants.





CASE STUDY

1707-1761

EAST 68TH AVENUE

DENVER, COLORADO

7.17 ACRE INDUSTRIAL OUTSIDE STORAGE

GCRE Management manages this property on behalf of a prominent real estate fund located in Beverly Hills, California.

Their goals are to maximize cash flow while minimizing expenses and vacancy.

Over the last 2 years, GCRE has been able to **increase the gross receivable rent by over \$119,780 per year**, while maintaining an average occupancy of 100% and receiving multiple calls weekly inquiring about available space.

GCRE was able to transition the tenants from a family-run operation, where the landlord would make multiple trips each month to physically pick-up rent and tenants were habitually late, to a well-oiled machine where rent is paid on-time and over 55% of tenants use online payments.

CASE STUDY

7273-7285

EAST 96TH AVENUE HENDERSON, CO

57,200 SF INDUSTRIAL ON 9.23 ACRES OUTSIDE STORAGE

7273 East 96th Avenue is yet another example of GCRE's ability to turn around mismanaged properties. When GCRE began management, there were multiple tenants who were many months in arrears, tenants occupying space they were not entitled to, and the property was in poor condition.

Through GCRE's efforts in collecting back-rent, removing problem tenants, increasing the condition and appearance of the property, and reducing expenses, we were able to **nearly double the annual rental income, from \$420,000 to \$800,000.**

While we've managed the property, the occupancy rate has consistently been 96%. The only unit staying vacant being a 2,500 square-foot office space on the top floor of the rear building which has no shop, no parking, and exterior access.





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