

CBRE MONTHLY LISTING ACTIVITY REPORT

4/6/2017

Last Update

Listing Name: City of Hastings
Client: Contact Justin Fortney
 Acreage: Multiple Parcels
 Location: Hastings
 Description: Commercial, Mixed Use, and Industrial Land
 Broker Contact: Brian Pankratz
 Listing Price: Market Rate
 Listing Expiration: 10/31/2017

| Tasks/Status | Status |
|---|-----------|
| List data on Loopnet, Costar, MNCAR, CBRE's Internal HUB | Completed |
| Install Onsite Signage | Completed |
| Brochure | Completed |
| Website | Completed |
| E-Marketing (Campaign Logic Program) - Local LSG and CBRE databases | Ongoing |
| Analyze Campaign Logic Report | |
| Update Brochure | As Needed |
| Ongoing Inquiry/Lead Follow Up | Ongoing |

| Inquires/Leads | | | | | | |
|-----------------|---------------------|---------|----------|------------|------------|--|
| Contact | User/Company | Date | Downtown | Commercial | Industrial | Comments |
| Joe Conzemuis | CBRE | 4/3/17 | | | x | Working with user needing 2-3 acres, sent brochure |
| Gary Dreher | Told Development | 3/30/17 | x | | | Sent brochure, discussed building apartments |
| Thomas Nollner | KW Commercial | 3/19/17 | | | x | Sent brochure, industrial user |
| Debbie Bonner | KW Commercial | 3/16/17 | x | | | Sent brochure |
| PeterFooshe | Cushman & Wakefield | 3/15/17 | x | | | Sent brochure |
| Anna Blake | Colliers | 3/9/17 | | | x | Sent brochure, working with user they would not identify |
| Anna Blake | Colliers | 2/24/17 | | | x | Checked on whats available, working with group |
| Jim Callahan | JH Callahan & Assoc | 2/17/17 | | | x | Sent brochure |
| Mick Cermak | LGI Homes | 2/12/17 | | | x | Discussed potential housing options |
| Kari Gill | Dakota CDA | 2/5/17 | x | | | Discussed numerous locations in Dakota County for additional s |
| Anna Blake | Colliers | 1/31/17 | x | | | Sent brochure |
| Rocky Ranch | Prowire | 1/27/17 | | | x | Sent brochure |
| Ryan Krzmarzick | Colliers | 1/20/17 | | | x | Working with industrial user, sent brochure |
| Virgil Shouse | Excell | 1/8/17 | x | | | Sent brochure, retail developer |
| Drew Johnson | Ioppidan | 1/5/17 | x | | | Sent brochure |

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| Contact | User/Company | Date | Downtown | Commercial | Industrial | Comments |
| Rebecca Haugen | Colliers | 12/21/16 | | | x | Sent brochure |
| Gene Goddard | Greater MSP | 12/9/16 | | | x | Sent brochure, working with 40-60 acre user |
| Frank Drake | Edina Realty | 12/8/16 | | | x | Sent brochure |
| Hwy 61 Commercial | | | | | | Closed December 12 |
| Bryan Van Hoff | CBRE | 11/29/16 | | | x | Working with user looking for industrial land |
| Hasting Soccer Assoc | | 11/18/16 | | | x | Discussed using land for soccer complex |
| Ted Gonsior | Colliers | 11/15/16 | | x | | Working with retail user wanting frontage onto Hwy 61 |
| Lonnie Kornovich | | 11/10/16 | x | | | Apartment developer looking for new sites |
| Matt Kuker | PSD | 11/1/16 | x | | | Looking for apartment site |
| Jen Helm | Cushman | 10/20/16 | | x | | Working with retail user, sent brochure |
| Patrick Daly | Ryan Companies | 10/3/16 | | x | | Working with coffee user, sent brochure, said property was u/c |
| Morgan Hill | Greater MSP | 9/30/16 | | | x | Reviewing sites for interested prospect |
| Ted Gonsior | Colliers | 9/26/16 | | x | | Working with retailer, sent brochure |
| Tony Strauss | Colliers | 9/18/16 | | x | | Checking on status of commercial parcel |
| Tim Little | Keller Williams | 9/14/16 | | | x | Sent brochure |
| Mark Husley | Remax | 9/12/16 | x | | | Sent brochure, working with apartment developer |
| Mike Moynagh | CBRE | 9/8/16 | x | | x | Doing Appraisal work in Hastings , sent brochure |
| Sam Dunn | Terra Firma | 8/29/16 | | x | x | Sent brochures |
| | Ebbert | 8/25/16 | | | | PA on Hwy 61 parcel |
| Lief Aronsen | TaTonka | 8/19/16 | x | x | x | Sent brochure for Hastings land parcels |
| Kris Bockelman | Cerron | 8/3/16 | | | x | Sent brochure, working with user looking south of the river |
| Peter Fooshe | Cushman & Wakefield | 8/2/16 | | | x | Sent brochure, working with industrial user |
| Kate Gillette | Avison Youn | 8/1/16 | x | | x | Sent brochure |
| Ryan Bartley | CSM | 7/26/16 | | | x | Developer looking at different parcels in Dakota County |
| Daniel Klister | Commercial Horizons | 7/6/16 | | x | | Sent brochure, interested in 2 tenant retail center |
| Hudson Brothen | Cushman & Wakefield | 6/30/16 | | x | x | Sent brochure |
| Harrison Wagenseil | Standard Commercial | 6/20/16 | | | x | Reviewed on MNCAR |
| Tony Strauss | Colliers | 6/10/16 | | x | | Sent brochure, discussed site for donut concept, submitted LOI |
| Peter Fooshe | Cushman & Wakefield | 6/7/16 | | | x | Sent brochure, |
| Greg Hayes | Ebbert | 6/6/16 | | x | | Sent brochure and discussed site, Submitted LOI |
| Joel Akason | Greater MSP | 6/1/16 | | | x | Sent brochure, working with group looking across Metro |
| Denton Achenbach | | 5/27/16 | | x | | Sent brochure and looking to |
| Ann Hansen | Cresa | 5/17/16 | | x | x | Sent brochure |
| Steve Pierce | | 4/27/16 | | | x | Working with trucking company, sent brochure |
| Kris Bockelman | Cerron | 4/23/16 | | | x | Sent brochure |
| Ian Halker | Colliers | 4/11/16 | x | x | | Sent brochure |
| JP Nicholas | Calhoun CO | 4/6/16 | x | x | | Sent brochure |
| Mathew Reber | Avison Young | 4/5/16 | | | x | Sent brochure |
| Dan Terry | JLL | 3/24/16 | | | x | Sent brochure |
| David Finnigan | KW Commercial | 3/10/16 | | | x | Sent brochure |

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| Contact | User/Company | Date | Downtown | Commercial | Industrial | Comments |
| Nathan Hansen | Colliers | 3/1/16 | | x | | Developer worried about City approval process due to SuperAmerica process, adjacent owners pricing is too high |
| Mary Bujold | Maxfield Research | 2/25/16 | x | x | | Sent brochure |
| Jeff Larson | JBL Companies | 2/12/16 | x | x | | Sent brochure |
| Justin Stueve | Copperwood | 2/1/16 | x | x | | Sent brochure |
| Peter Fooshe | Cushman & Wakefield | 1/22/15 | | x | x | Sent brochure |
| Matthew Reber | Avison Young | 1/20/16 | | | x | Sent brochure working with user |
| Nate Hansen | Colliers | 1/15/16 | | x | | Working with fast food user |
| Chad Anvary | Colliers | 1/11/16 | x | x | | Sent brochure, working with office user |
| Nate Hansen | Colliers | 1/8/16 | | x | | Sent brochure, working with medical user |
| Tom Palmquist | Colliers | 12/29/15 | | x | | Sent brochure |
| Chet Masserano | Corporate Real Estate | 12/21/15 | | x | | Sent brochure |
| Jeff Minea | CGC Commercial | 12/14/15 | | | x | Sent brochure |
| Dana Haugh | EFH Realty | 12/7/15 | | | x | Sent brochure |
| Johnny Reinmen | MidAmerica | 11/30/15 | x | x | | Discussed sites for quick casual restaurants |
| John Young | Paramount | 11/24/15 | | x | x | Sent brochure |
| Bruce Rydeen | Cerron | 11/20/15 | | | x | Sent brochure |
| Drew Johnson | Oppidan | 11/18/15 | | x | | Sent brochure, discussed site for commercial development |
| Jeff Pryzterski | CBRE | 11/16/15 | | | x | Working with user looking for sites, sent brochure |
| Eric Schaeffer | CBRE | 11/14/15 | | x | | Sent brochure, working with fast food user |
| Andy Mcconville | Solomon | 11/10/15 | | x | | Looking for retail development sites |
| Andy Hovis | Christian Brothers Auto | 11/8/15 | | x | x | Discussed Hastings for autocenter |
| Kristin Weise | OPUS | 11/3/15 | | x | x | Sent brochure and discussed sites for sale |
| Danielle Carr | CBRE | 11/2/15 | | x | | Working with Hardees for new locations |
| Ted Gonsior | Colliers | 10/27/15 | | x | | Working with Dunkin Donuts franchisee |
| Andy Hovis | Christian Brothers Auto | 10/20/15 | | x | x | Automotive user, sent brochure |
| Eric Schaeffer | CBRE | 10/15/15 | | x | | Working with daycare user, |
| Johnny Reiman | Mid America | 10/8/15 | | x | | Discussed site for potential Starbucks |
| Tony Strauss | Colliers | 10/7/15 | | x | | Working with quick service restaurant new to market |
| Nate Hansen | Colliers | 10/6/15 | | x | | Discussed Super America and was very disappointed on the ou |
| Chuck Caturia | CBRE | 10/6/15 | x | x | x | Sent brochures |
| Jen Helm | Cushman & Wakefiled | 9/24/15 | x | x | | Srnt brochure, working with tenant looking in Hastings |
| Nancy Fliccek | Christanson & Co | 9/17/15 | x | x | | Sent brochure |
| | Airgas | 9/10/15 | | | x | Looking for rail served land |
| Eddie Rymer | Carlson | 9/3/15 | | | x | Sent brochure |
| Nate Hansen | Colliers | 9/1/15 | | x | | Submitted LOI for a gas station |
| David Daly | CBRE | 8/20/15 | | | | Sent brochure, works with ALDI |
| Peter Foosche | Cushman & Wakefield | 8/14/15 | x | x | | Sent brochure |

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| Nate Hansen | Colliers | 8/13/15 | | x | | Discussion on land assemblage for SuperAmerica |
| Andrea Dennis | Ackerberg | 8/13/15 | | x | x | Sent brochure |
| Amy Reentz | | 8/10/15 | x | x | | Sent brochure, looking to build youth sports or community gather |
| Jason | Airgas | 7/25/15 | | | x | Sent brochure, needs rail service |
| Chris Kubesh | Sperry Van Ness | 7/15/15 | | x | x | Sent brochure |
| Nick Anderson | Dominium | 7/8/15 | x | | | Senior Housing developer, sent brochure |
| Drew Johnson | Oppidan | 6/30/15 | x | x | | Sent brochure |
| Ted Gonsior | Colliers | 6/23/15 | | x | | Sent brochure, working with JiffyLube |
| Blake Martin | Upland | 6/20/15 | x | x | | Sent brochure, working withing fast serve restaurant |
| Jim Illes | INH Commercial | 6/17/15 | x | | | Apt developer, sent brochure |
| Matt Hare | Edward Rose | 6/15/15 | x | | | Sent brochure, apt developer |
| Bruce Rydeen | Cerron | 6/12/15 | | | x | Sent brochure, working with user looking for ind land for BTS |
| Andy Chase | Chase Real Estate | 6/3/15 | X | | | Looking for apartment land |
| Anne McMenomy | | 6/2/15 | | | x | Discussed land, lives in area |
| Nate Hanson | Colliers | 6/1/15 | x | x | | Working with SuperAmerica for additional sites, sent brochure |
| Eric Rossbach | Colliers | 5/29/15 | | | x | Sent brochure, working with ind group looking for land |
| Zach Anderson | JLL | 5/28/15 | | | x | Working with Industrial user, sent brochure |
| Kris Bockelman | Cerron | 5/20/15 | x | x | | Sent brochure |
| Greg | Team Wine Garden | 5/14/15 | x | | | Sent brochure, looking for apartment sites |
| Sam Dunn | Terra Firma | 5/13/15 | x | x | | Sent brochure |
| Joe Sullivan | Orion | 5/8/15 | | | | |
| Scott Miller | | 5/7/15 | | | x | Looking for large site for mega church, sent brochure |
| Karen Riley | Cresa | 5/4/15 | | x | x | Discussed site for client |
| Updated Pricing and Brochures | | | | | | |
| Karen Riley | Cresa | 4/29/15 | | x | x | Sent brochure, looking for land for corporate client |
| Jeff Wallis | | 4/15/15 | x | x | | Discussed sites, sent brochure |
| Gayle Martin | Martin Consulting | 4/8/15 | | | x | Sent Brochure |
| | Dollar General | 4/7/15 | | x | | Sent brochure and discussed site |
| Andy McConville | Solomon | 4/1/15 | x | x | | Discussed sites and sent brochure |
| Ian Halker | Colliers | 3/23/15 | | x | | Working with Jiffy Lube, sent brochure |
| Larry Siedel | | 3/18/15 | X | x | x | Sent brochure and discussed site |
| Paul Aylsworth | | 3/10/15 | x | | | Affordable housing developer |
| Gary Carlson | SCA | 2/19/15 | X | | | Sent brochure, senior housing developer |
| Keith James | Inland | 2/12/15 | x | | | Senior housing developer |
| D Dippel | | 2/10/15 | x | x | x | Sent brochure |
| Ben Krsnak | Hempel | 1/29/15 | x | X | | Discussed different sites and sent brochures |
| Dan Regan | Launch Properties | 1/13/15 | | x | x | Discussed listing and site options |
| David | Hastings Creamery | 1/5/15 | | x | | Potentially looking for new location, sent brochure. |
| Nick Matecki | | 1/6/15 | x | x | | Called off of sign and sent brochure |

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|-----------------------|---------------------|-------------|-----------------|-------------------|-------------------|--|
| Contact | User/Company | Date | Downtown | Commercial | Industrial | Comments |
| Blake Martin | Upland | 1/5/15 | | x | | Looking for locations for new fast food restaurant, sent brochure |
| Gary Carlson | | 1/5/15 | x | | | Senior Housing developer looking for new sites, sent brochure |
| | | | | | | |
| Andy Heieie | Colliers | 12/18/14 | x | | | Sent brochure, working with senior housing developer looking for |
| Kari Gill | Dakota CDA | 11/19/14 | X | | | Sent brochure and discussed site |
| Andrew Odney | Colliers | 11/18/14 | | | x | Working with small user looking for industrial land, sent brochure |
| J Polinski | COH Senior Living | 11/5/14 | x | | | Sent brochure and discussed site |
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