

MICHAEL BALLANTYNE, CCIM, SIOR REFERENCES

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David Messner, Director of Real Estate
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Langly Properties, Inc.

Russell Keithly, President
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MICHAEL BALLANTYNE, CCIM, SIOR SATISFIED CLIENTS

Comments from David Messner, Costco Wholesale:

"Mike has done an excellent job representing Costco's real estate interests in the Treasure Valley for the past ten years. He has taken the time to learn how Costco operates and what makes for a successful warehouse. Mike represented Costco on the relocation of its original Boise warehouse and on its new warehouse in Nampa. I'm confident Mike will continue to represent Costco on future deals as well. We work with topflight brokers across the US and Canada. Thornton Oliver Keller's people and resources are among the best I have seen. They have excellent market knowledge, a solid reputation and always act in the highest professional manner."

Comments from G.L. Voigt Development Co.:

"Mike Ballantyne ... has always provided superior quality service in his efforts to meet our real estate needs. Mike has served several key roles as our relationship manager, including leasing agent, listing agent, seller's representative, buyer's representative and client liaison when other TOK agents were involved in our transactions. In all instances, Mike as well as the TOK agents and brokers involved exhibited professionalism, in depth knowledge of the market and integrity in their dealings...[W]e will definitely utilize Mike Ballantyne and Thornton Oliver Keller to assist in handling our future commercial real estate requirements."

Comments from Trent Tate & Clint Tate, Tates Rents:

"Our family business, Tates Rents, operates 12 equipment rental stores in Southwest Idaho and often need professional real estate advice. For approximately ten years, we have relied on Mike for his professionalism, knowledge of the market, and relationships to help us make smart decisions regarding our properties. In addition to our professional relationship with Mike, we affiliate with him in civic organizations and know that he cares about our community."

Comments from John Stellmon, Regence BlueShield of Idaho:

"Over the past three years, Regence BlueShield of Idaho has utilized Mr. Ballantyne's help and experience extensively. I have found Mr. Ballantyne to be very knowledgeable, candid, discreet, accessible and responsive. He demonstrates a thorough understanding of the commercial real estate market in the Boise Valley and a strong commitment to his clients and their business interests. In 1998, Regence BlueShield of Idaho began investigating possible sites within Idaho's Treasure Valley on which to erect a corporate headquarters. Mike was instrumental in exploring possibilities, advising the corporation on the merits of each site, and in choosing an appropriate site. During the purchase of the property, Mike represented Regence BlueShield of Idaho's interests and ensured that zoning, conditional use, environmental standards, and access needs were met. I would not hesitate to enlist Mike's help for future real estate transactions and would enthusiastically endorse him to others who may have commercial real estate needs."

Comments from Michael Simplot, S-Sixteen Limited Partnership:

"The relationship with TOK has been a good one for S-Sixteen. They have helped us evaluate the numerous bare parcels of land we held in Southeast Boise and downtown. By working with them they provided us with information on prices for comparative land sales, they also gave us a two tiered suggestion on how we could sell our land. They gave us a market price, or a quick disposition price, so we could decide what best fit our needs. Should you choose to do business with TOK, I do not think you will ever feel you made a mistake in your choice."

MICHAEL BALLANTYNE, CCIM, SIOR CASE STUDY



“The Property Management proposal really helped make the decision easier for me ...”

Latham Williams, property owner

1 The Situation: Prime asset, tertiary market

- Our team listed an investment-grade asset in Idaho Falls, a tertiary market.
- Negotiations began with an out-of-town buyer who found the property online and was seeking to invest via 1031 exchange.
- The buyer was concerned about how this property would be maintained if he were to proceed with the investment.

2 Our Response: Add management services

- We pitched property management services with a dedicated property manager and support staff to help manage tenant requests, preventive maintenance, and financial performance.
- Our management services ensure that the property will be well maintained, keeping occupancy levels high.
- The buyer was also concerned with the property's HVAC unit. Our team offered to supervise the HVAC unit's replacement and upgrade.

3 The Results: Stronger market position

- The buyer, able to purchase prime real estate in a growing market, was very pleased with the results of the transaction and hired our team to manage one of his Boise properties as well.
- The new owner also selected our local Idaho Falls agents to lease up the building and negotiate tenant renewals.