



COMMERCIAL

EXPERIENCE

Sam joined TOK Commercial in 2018 and after 6 years of brokerage he was awarded partner. Following a successful collegiate and professional football career with the Boise State Broncos and the Minnesota Vikings, he has since become a key member of the firm's brokerage team. His goal is to bring positive change to the Valley through property investment and development, ultimately to provide opportunity to the local community and businesses.

Sam assists buyers and sellers as they navigate a market sector that requires astute pricing strategies, strong relationships across private and public sectors, nimble negotiation techniques, and patience through the typically complicated and challenging acquisition and disposition process. His primary areas of focus are land development, property investment, and redevelopment.

By working closely with each municipality, contractor, and cooperating broker, Sam efficiently guides his clients and represents their interests through the entire sales process. To further his education, Sam obtained his CCIM designation as a Certified Commercial Investment Member to better represent his clients.

<b>\$245 M</b> TOTAL SALES	<b>1,782</b> ACRES SOLD	<b>6 YEARS</b> OF EXPERIENCE
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PROFESSIONAL & COMMUNITY INVOLVEMENT

Sam is a committed community member and leader. He serves on multiple boards at Boise State University and actively works with the Children's Home Society of Idaho, Make A Wish, and the Idaho Food Bank. Professionally, Sam graduated from the Boise Metro Chamber's Leadership Boise program. He is on the board for the Certified Commercial Investment Member's Idaho chapter and is an active participant in the Urban Land Institute.

NOTEWORTHY CLIENTELE



West Ada  
SCHOOL DISTRICT



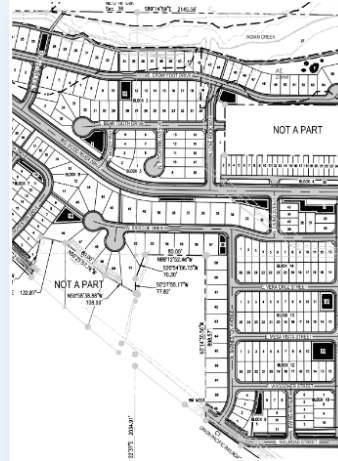
CITY of BOISE



PERSONAL

Sam and his Wife Melissa welcomed their first child in 2024 and enjoy all of the outdoor recreation that the Treasure Valley and Idaho bring.

**LAND DEVELOPMENT**



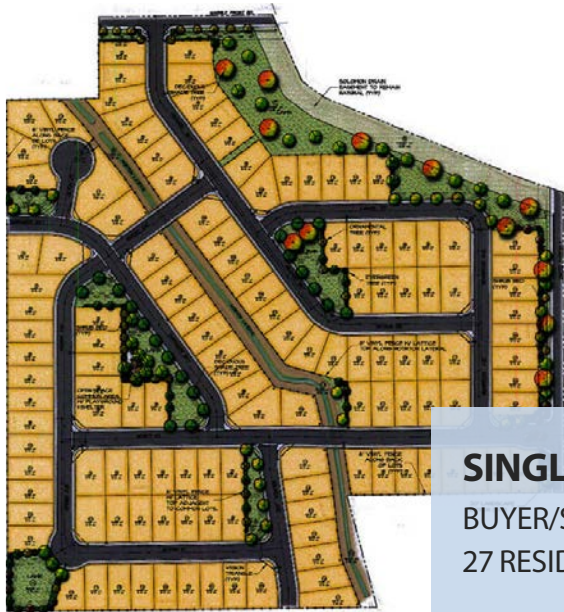
**INDUSTRIAL DEVELOPMENT ASSEMBLAGE**  
BUYER/SELLER REPRESENTATION  
215 ACRES

**MIXED-USE DEVELOPMENT**  
BUYER/SELLER REPRESENTATION  
14 ACRES

**SINGLE FAMILY RESIDENTIAL**  
BUYER/SELLER REPRESENTATION  
100 ACRES

**SINGLE FAMILY RESIDENTIAL**  
BUYER/SELLER REPRESENTATION  
249 RESIDENTIAL LOTS

**MULTIFAMILY DEVELOPMENT**  
SELLER REPRESENTATION  
40 ACRES



**INDUSTRIAL / OFFICE DEVELOPMENT**  
BUYER/SELLER REPRESENTATION  
11 ACRES

**SINGLE FAMILY RESIDENTIAL**  
BUYER/SELLER REPRESENTATION  
27 RESIDENTIAL LOTS



## LAND DEVELOPMENT



HOSPITALITY DEVELOPMENT SITE  
**124 KEY HOTEL**  
Seller Representation



OFFICE DEVELOPMENT SITE  
**9,460 SQ. FT.**  
Buyer / Seller Representation



STORAGE DEVELOPMENT  
**70,000 SQ. FT.**  
Buyer Representation



RETAIL DEVELOPMENT  
**2,100 SQ. FT.**  
Buyer Representation



OWNER-USER FLEX DEVELOPMENT  
**30,000 SQ. FT.**  
Buyer Representation



MULTIFAMILY DEVELOPMENT  
**102 UNITS**  
Buyer Representation

**INVESTMENT / USER SALES**



**6,488 SF RETAIL SALE**  
BUYER REPRESENTATION



**9,460 SF OFFICE SALE**  
BUYER/SELLER REPRESENTATION



**26,343 SF EDUCATION CAMPUS SALE**  
BUYER/SELLER REPRESENTATION



**40,000 SF EDUCATION CAMPUS SALE**  
BUYER REPRESENTATION



**26,000 SF RETAIL CENTER**  
BUYER REPRESENTATION



**60,000 SF INDUSTRIAL SALE**  
SELLER REPRESENTATION



**20,000 SF OFFICE INVESTMENT**  
BUYER / SELLER REPRESENTATION



**NNN RETAIL SALE**  
BUYER REPRESENTATION



**13,590 SF OFFICE INVESTMENT  
SALE/LEASE-BACK**  
BUYER / SELLER REPRESENTATION



**NNN RETAIL SALE**  
BUYER REPRESENTATION

# SPECIALTY CONVERSIONS



OWNER-USER CHARTER  
SCHOOL SALE

**26,343 SQ. FT.**

Buyer/Seller Representation

CHARTER SCHOOL REDEVELOPMENT

**38,169 SQ. FT.**

Buyer Representation



FORMER FIRE STATION  
REDEVELOPMENT

**9,000 SQ. FT.**

Seller Representation





**MULTIFAMILY DEVELOPMENT**  
SELLER REPRESENTATION  
40 ACRES

### 1

#### THE SITUATION

### Determining the highest and best use on raw land sale

Sam and his partner agent were retained to sell a 40 acre raw land site in Caldwell. This piece of land had a future land use designation of high density residential, which the team identified as its highest and best use, but before that could happen it would need to go through proper entitlements to reach the highest and best use.

### 2

#### OUR RESPONSE

### Positioning the property to highlight potential

Sam and his partner assembled a comprehensive marketing packet highlighting the property's high density residential potential. They strategically identified and targeted the best potential buyers, both local and national. Through this marketing effort, Sam attracted multiple compelling offers for the property. To vet the potential buyers, Sam interviewed and negotiated on behalf of the seller.

### 3

#### THE RESULTS

### Successful sale into a 1031 exchange

The property ended up selling for a 7X return to the Seller triggering a potentially large taxable event. Instead, they assisted their client in strategizing future investments, and securing multiple exchange properties to continue building their real estate portfolio. Their client purchased multiple properties in diversified asset classes across the valley to fully capitalize on the opportunity.

### NNN RETAIL SALE

BUYER REPRESENTATION  
NNN LEASED INVESTMENT PROPERTY

