



LAND BROKERAGE SERVICES

MICHAEL BALLANTYNE SIOR, CCIM

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COMMERCIAL

EXPERIENCE

Michael Ballantyne has over 30 years of experience specializing in land acquisition and disposition and investment brokerage. Michael has completed transactions with an aggregate value in excess of \$649 million and comprising over 33,000 acres of land throughout Southwest Idaho.

Michael serves as the Managing Partner of TOK Commercial. In this role, he collaborates with the company's leadership team and provides insight and direction in business organization, planning, personnel management, and corporate vision. Under Michael's leadership, the company has weathered some of the most difficult days in the real estate industry as well as some of the best. Through it all, Michael's steady presence, his insightful ideas, and his commitment to doing the right thing have been corporate cornerstones.

Michael's knowledge of the regional real estate market has proven invaluable to his many clients. A short list of customers and clients includes CenterCal Properties, First Interstate Bank, Key Bank, Allstate Insurance Company, Bridgestone/Firestone, Costco Wholesale, Regence BlueShield of Idaho, The Wolff Companies, Micron Technology, HP, Saint Alphonsus Health System, Kount Inc., and the Boise School District.

TOTAL TRANSACTIONS

423

TOTAL CONSIDERATION

\$649M

YEARS IN BROKERAGE

30+

MANAGING PARTNER
SINCE

2005

PROFESSIONAL & COMMUNITY ACTIVITIES

Michael holds the prestigious Certified Commercial Investment Member designation (CCIM). As a CCIM he joins the ranks of those who are considered the elite of the commercial real estate industry. Michael also holds the Society of Industrial and Office Realtors (SIOR) designation. He is a Graduate of the Realtors Institute (GRI) and is a member of the Ada County, Idaho, and National Association of Realtors. Michael is also a member of the International Council of Shopping Centers (ICSC), the Realtors Land Institute (RLI), and the Urban Land Institute (ULI).

In 2012, Michael was recognized by the Idaho Business Review as one of five "CEOs of Influence" in Idaho. In 2013, Michael chaired the Boise Valley Economic Partnership Board of Directors. In 2017, Michael chaired the Small Business Administration's Regional Regulatory Fairness Board for Idaho, Oregon, Washington, and Alaska.

Michael currently serves on the board of the St. Alphonsus Health System. He also sits on the Boise Chamber of Commerce's Board of Advisors and is the Managing Trustee of the Haugse-Cossey Foundation which provides college scholarships to local youth.



EDUCATION & PERSONAL

Michael holds a Bachelor of Arts degree in International Studies and Spanish from Willamette University in Salem, Oregon. He also attended the Universidad de Alicante in Spain.

In his spare time, Michael loves to fly, play ice hockey, and enjoy Idaho's great outdoors.

TOK

COMMERCIAL



Results Delivered

DEVELOPMENT PAD SALE

TREASURE VALLEY CROSSING

Michael Ballantyne, CCIM, SIOR & JP Green, CCIM | Owner Representation

1

THE SITUATION:

Sale of retail power center's last parcel

- Langly Properties, Inc. a valued client of TOK Commercial for over 20 years, engaged Michael Ballantyne and JP Green to sell the last development parcel located in the wildly successful Treasure Valley Crossing retail power center development located in Nampa, Idaho.
- The parcel was encumbered by several use restrictions (a result of co-tenancy agreements) with parking use strictly regulated.

2

OUR RESPONSE:

Customize marketing, engage targeted buyer pool

- Upon receipt of the representation assignment, the team immediately identified a pool of buyers that would be interested in purchasing the parcel and crafted compelling marketing messaging to capture their attention. Top prospects included national and local restaurants, retailers and service providers.
- JP and Michael systematically worked through the buyer pool, adjusting strategies with each target buyer in order to better position the parcel as a significant market opportunity for each business.

3

THE RESULTS:

Buyer identified, parcel sold

- After working through substantial interest from multiple buyers, and facilitating negotiations from several seriously interested parties, JP and Michael were able to secure the right buyer for the property and successfully worked to deliver a buyer and terms that would benefit all parties to the transaction.
- Perseverance, ingenuity and responsiveness by TOK's brokerage team delivered exactly the results Langly Properties, Inc. required.

"From the moment that [the team] got involved, they were **engaged, responsive** and **creative**... [they] hung in there until **ultimately finding a great owner/user.**"

Russ Keithly | CEO Langly Properties, Inc.