



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.

\$245 M TOTAL SALES	1,782 ACRES SOLD	6 YEARS 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.

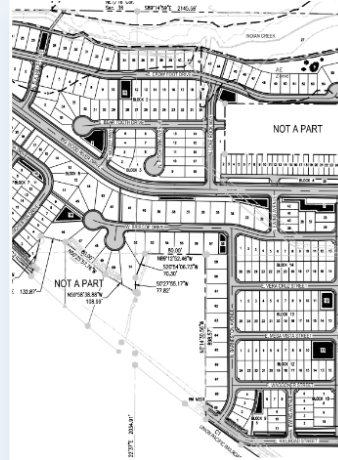
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PERSONAL

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



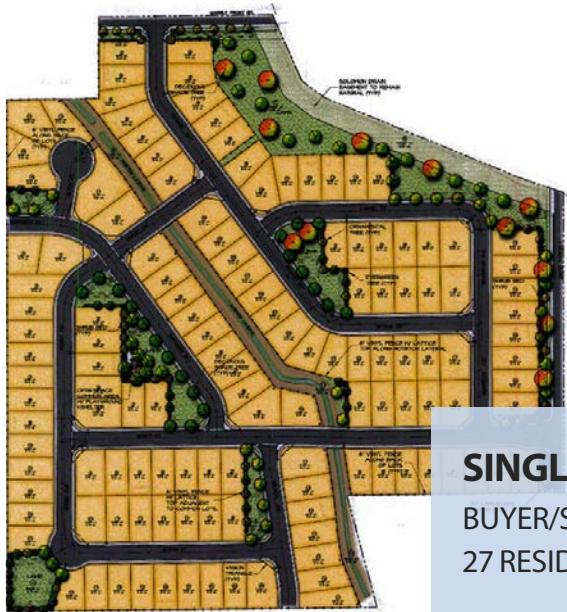
INDUSTRIAL DEVELOPMENT ASSEMBLAGE
BUYER/SELLER REPRESENTATION
215 ACRES

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





COMMERCIAL

SAM MCCASKILL, CCIM | FIRM PARTNER

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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

NNN RETAIL SALE
BUYER REPRESENTATION
NNN LEASED INVESTMENT PROPERTY



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.

THE POWER OF A PUBLIC MARKETING PROCESS

Sam McCaskill | Seller Representation of Land for Highest and Best Value



1

70 ACRE DEVELOPMENT LAND IN EAGLE

Broker involvement produces a 117% return

The owner of this prime Eagle land, located at the base of the foothills, hired Sam to bring their property to market to represent the disposition. A neighbor to the property had shown prior interest for years but would not offer beyond \$1.5 MM as they believed this to be the fair market value. Once retained to sell the land, Sam determined the market value of this property to be more than double the amount the owner had previously received offers for. Sam presented the offering to the neighbor once more with his thorough analysis of the property's value before putting it publicly on the market. This resulted in the neighbor showing increased interest and presenting an improved offer of \$3,264,000. With Sam's market knowledge and negotiation abilities, the Seller achieved a 54% increase in the value of their land and reached a successful close.

2

60 ACRE DEVELOPMENT LAND IN NW MERIDIAN

Leveraging offers for \$1MM price increase

Sam was hired to sell contiguous properties under a single ownership that spanned across the Ada County and Canyon County lines. This property had received multiple offers from interested parties in the past, though the client was on a specific timeline in need of a quick close while ensuring they would achieve the highest and best offer in this time frame. Sam was able to quickly generate offers ranging from \$8.3 MM to \$9 MM. After multiple rounds of bids, Sam reached a final selling price of \$10,051,000 for his client. With Sam's representation and ability to expedite the closing process, the Seller netted more than \$1MM over the initial offers and concluded the sale within their quick timeline.

3

IDAHO TRANSPORTATION DEPARTMENT CAMPUS, BOISE

Call for Offers strategy brings a 50% increase from market value

Appraised Value: \$35,000,000 | **Offers Received:** 9

Rounds of Highest and Best Offers: 3 | **Total Contract Price:** \$52,000,000

Sam, in partnership with Michael Ballanytne, was hired by the State of Idaho to represent the disposition of the Idaho Transportation Department, located at the corner of Whitewater Park Boulevard and State Street. Through a successful listing and thoughtful sales process, the brokerage team was able to not only exceed the appraised value but were able to bring the winning bidder up from \$40.2 MM to a \$52 MM bid. Without the thorough process that this team of brokerage representatives provided, the seller would have greatly underperformed based on initial bids.

"I HAD A LANDOWNER TELL ME THAT GOOD DIRT SELLS ITSELF. MY RESPONSE WAS 'IS SIMPLY SELLING THE LAND GOOD ENOUGH? YOU DESERVE THE HIGHEST AND BEST VALUE.'"

SAM MCCASKILL, CCIM
LAND BROKERAGE EXPERT