



COMMERCIAL

LAND BROKERAGE SERVICES | FIRM PARTNER

SAM MCCASKILL CCIM

(208) 947-0804 | sam@tokcommercial.com

EXPERIENCE

Sam joined TOK Commercial in 2018 and after 7 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.

\$286 M
TOTAL SALES

1,896
ACRES SOLD

8 YEARS
OF EXPERIENCE

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



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.

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LAND DEVELOPMENT



INDUSTRIAL DEVELOPMENT ASSEMBLAGE
BUYER/SELLER REPRESENTATION
215 ACRES



MIXED-USE DEVELOPMENT
BUYER/SELLER REPRESENTATION
14 ACRES



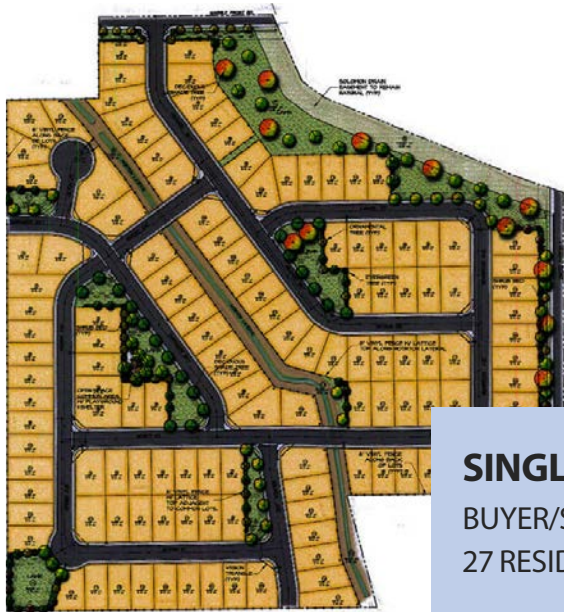
SINGLE FAMILY RESIDENTIAL
BUYER/SELLER REPRESENTATION
100 ACRES



SINGLE FAMILY RESIDENTIAL
BUYER/SELLER REPRESENTATION
249 RESIDENTIAL LOTS



MULTIFAMILY DEVELOPMENT
SELLER REPRESENTATION
40 ACRES



SINGLE FAMILY RESIDENTIAL
BUYER/SELLER REPRESENTATION
27 RESIDENTIAL LOTS

INDUSTRIAL / OFFICE DEVELOPMENT

BUYER/SELLER REPRESENTATION
11 ACRES





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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

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

