

LEISURE APARTMENTS

2916-2928 WEST BIJOU STREET, COLORADO SPRINGS, CO 80904

CONFIDENTIAL OFFERING MEMORANDUM



CONFIDENTIALITY AGREEMENT

THIS IS A CONFIDENTIAL MEMORANDUM intended solely for your limited use to determine whether you wish to express an interest in the property located at 2916-2928 West Bijou Street, Colorado Springs, CO 80904, as more particularly described herein ("Property"). This confidential memorandum contains brief, selected information pertaining to the business affairs of the Property's owner ("Owner") and has been prepared by Cushman & Wakefield, the Owner's exclusive agent, primarily from information supplied by the Owner. Although representatives of the Owner have reviewed this confidential memorandum, it does not purport to be all-inclusive or contain all of the information that a potential investor may desire. Neither the Owner, nor any of its members, officers, directors, employees or agents, nor Cushman & Wakefield make any representation or warranty, expressed or implied, as to the accuracy or completeness of any of the information contained herein. Both Owner and Cushman & Wakefield disclaim any liability which may be based on such information, errors therein, or omissions therefrom. All financial data contained herein is unaudited. The projections and pro-forma information contained herein represent estimates based on assumptions considered reasonable under the circumstances. No representations or warranties, expressed or implied, are made that the actual results will conform to such projections. There is no representation as to environmental conditions of the property, or as to any other aspect of the property. By your receipt of this confidential memorandum, you agree that this memorandum and the information contained herein are of a confidential nature and that you will hold and treat them in the strictest of confidence, and that you will not, directly or indirectly, disclose or permit anyone else to disclose this memorandum or any part of the contents in any fashion or manner detrimental to the interests of the Owner. Further, you agree not to discuss this memorandum with any other institution, potential investor or tenant without the express permission of Cushman & Wakefield and the Owner. Upon request, the recipient will promptly return this confidential memorandum and any other material received from the Owner or Cushman & Wakefield without retaining any copies thereof. This confidential memorandum shall not be deemed an indication of the state of affairs of the Owner or constitute an indication that there has been no change in the business or affairs of the Owner since the date of preparation of this memorandum. Neither the Owner nor Cushman & Wakefield undertakes any obligation to provide additional information or to correct or update any of the information contained in this confidential memorandum.



CONTENTS

01

Executive Summary

02

Property Overview

03

Financials

04

Comparables

05

Location & Market

06

Broker Team &
CW Overview



01 EXECUTIVE SUMMARY

THE OFFERING

Cushman & Wakefield is pleased to present Leisure Apartments, an exceptional multifamily real estate offering located in Old Colorado City. The property consists of 28 units offering one bedroom and one-bathroom units. Boasting a prime location and excellent walkability to a plethora of dining options, shopping destinations, and entertainment venues, this property presents an ideal living experience for residents. The property offers plenty of parking for tenants, on-site laundry & extra storage facilities. Situated with easy access to HWY 24 and I-25, residents can enjoy seamless commutes and convenient connectivity to surrounding areas. The nearby attractions of Manitou Springs as well as Downtown COS add to the property's allure.

With 28 well-appointed units in a meticulously well-cared for building, Leisure Apartments presents itself as a diverse and attractive investment opportunity. This multifamily asset presents an enticing value-add opportunity to potential investors wanting to maximize returns through renovations or operational improvements. Whether seeking an already solid income-generating property or an opportunity to enhance value, Leisure Apartments stands as an enticing investment option for those desiring to profit off the thriving real estate market in Colorado Springs.

OPERATIONAL-ADD POTENTIAL

Leisure Apartments presents an excellent opportunity for value creation and potential upside. Notably, a handful of units have undergone unit renovations showcasing the property's commitment to enhancing the living experience for residents. This value-add strategy has positioned the asset to command higher rental rates and attract tenants seeking updated living spaces. The remaining units present an opportunity for further renovation, allowing investors to capture additional value and maximize rental income.

WESTSIDE LOCATION

Leisure Apartments is perfectly positioned in the desirable location of west Colorado Springs which allows tenants the convenience to travel within blocks to Old Colorado City and plethora of dining, retail & entertainment options. Additionally, the property's close proximity to Garden of the Gods Park and Red Rock Open Space provides residents with easy access to green spaces and recreational activities. This component further adds to the appeal of Leisure Apartments by providing investors a property that is already well positioned to maximize on rents and ensure maximum occupancy.

LISTING CONTACTS

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PRICE: \$5,200,000

DISCLAIMER

The Property is being offered on an 'as-is, where-is' basis. The prospective purchaser will be selected by the Owner in consultation with C&W on the basis of (i) price (ii) track record of successful closing (iii) financial strength and (iv) level of discretion to invest funds.

Written notification will be sent regarding the bid date. Initial bids must be submitted, in writing, to the attention of Lee Wagner. The Owner reserves the right to accept an offer prior to this date or to remove the Portfolio from the market at any time.





02 PROPERTY OVERVIEW



PROPERTY OVERVIEW



Building Address
**2916-2928 West Bijou Street,
Colorado Springs, CO 80904**



Building SF
10,855 SF



Land Area
32,375 SF



Units
28 Units



Parking
30 Spaces



Year of Construction
1964



Occupancy
89%





Old Colorado City

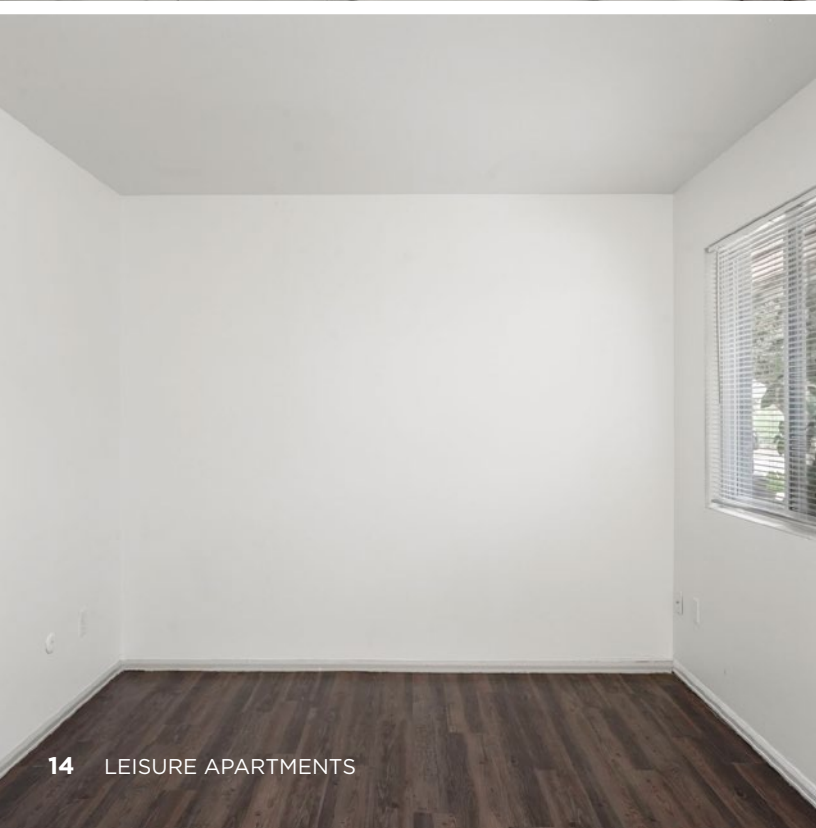
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LEISURE APARTMENTS



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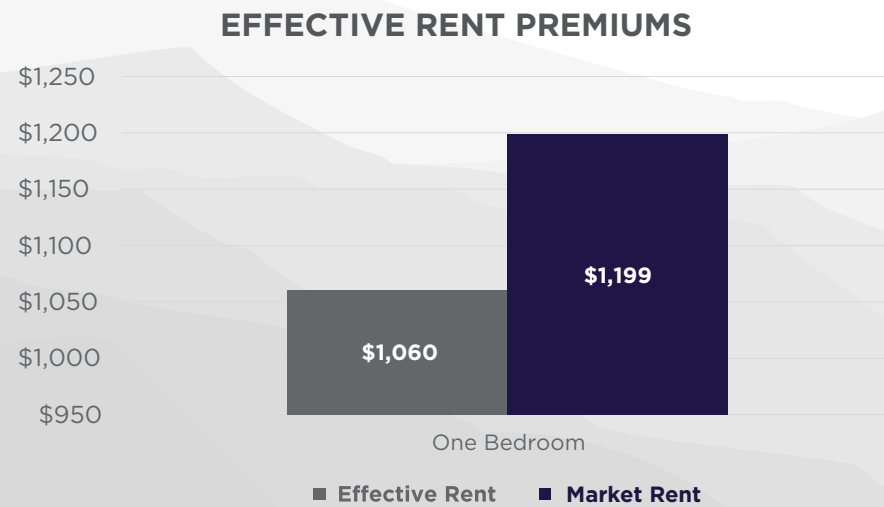
O3 FINANCIALS

RENT ROLL

Unit Type	Unit Count	Square Feet	Total Square Feet	Average Rent / Unit Month	Average Rent / SF Month	Market Rent / Unit Month	Market Rent / SF Month
One Bedroom / One Bathroom	28	400	11,200	\$1,060	\$2.65	\$1,199	\$3.00
	28	400	11,200	\$1,060	\$2.65	\$1,199	\$3.00



Unit Status	Unit Count	Percent
Occupied Units	25	89%
Available Units	3	11%
Total / Percentage	28	100%



CASH FLOW

	Acquisition	Year 1	Year 2	Year 3	Year 4	Year 5
INCOME						
Effective Rental Income						
Gross Potential Rent		414,950	427,398	440,220	453,427	467,030
Gross Scheduled Rent		414,950	427,398	440,220	453,427	467,030
Total Vacancy**		(20,747)	(21,370)	(22,011)	(22,671)	(23,351)
Total Effective Rental Income		394,202	406,028	418,209	430,756	443,678
Total Other Income		50,385	51,897	53,454	55,057	56,709
EFFECTIVE GROSS INCOME		444,588	457,925	471,663	485,813	500,387
EXPENSES						
Controllable						
Total Property R&M		(26,844)	(27,381)	(27,928)	(28,487)	(29,056)
General & Administrative		(7,641)	(7,794)	(7,950)	(8,109)	(8,271)
Marketing & Advertising		(363)	(370)	(377)	(385)	(393)
Management Fee		(22,229)	(22,896)	(23,583)	(24,291)	(25,019)
Total Controllable		(57,077)	(58,441)	(59,838)	(61,271)	(62,739)
Non-Controllable						
Total Real Estate Taxes		(7,451)	(7,600)	(7,752)	(7,907)	(8,066)
Insurance						
Total Utilities		(45,257)	(46,162)	(47,085)	(48,027)	(48,988)
Total Non-Controllable		(52,708)	(53,762)	(54,838)	(55,934)	(57,053)
TOTAL EXPENSES		(109,785)	(112,203)	(114,676)	(117,206)	(119,793)
NET OPERATING INCOME		334,802	345,722	356,987	368,607	380,595
PURCHASE PRICE / NET RESIDUAL VALUE						
Purchase Price / Net Residual Value	(5,200,000)					
CASH FLOW BEFORE DEBT FINANCING	(5,200,000)	334,802	345,722	356,987	368,607	380,595
DEBT FINANCING						
Loan Amount	3,120,000					
Debt Service - Interest		(168,606)	(168,606)	(168,606)	(169,068)	(168,606)
CASH FLOW AFTER DEBT FINANCING	(2,080,000)	166,197	177,116	188,381	199,540	211,989
INVESTOR CASH ON CASH RETURN						
Unleveraged Returns		6.44%	6.65%	6.87%	7.09%	7.32%
Leveraged Returns	6.96%	7.99%	8.52%	9.06%	9.59%	10.19%

ASSUMPTIONS

		July 2024 Trailing 3 Month Actuals	% of GSR	Takeover C&W Projections	% of GSR	Per Unit	Year One Partially Renovated Projections	% of GSR	Year Two Fully Renovated Projections	% of GSR
INCOME										
Effective Rental Income										
	Gross Potential Rent	T3	316,715	402,864			414,950		427,398	
	Gross Scheduled Rent		316,715	402,864			414,950		427,398	
	Physical Vacancy			(20,143)	5.00%	(719)	(20,747)	5.00%	(21,370)	5.00%
	Economic Vacancy									
	Concessions	T3	(11,148)	(11,148)	2.77%	(398)				
	Total Vacancy**		(11,148)	(31,291)	7.77%	(1,118)	(20,747)	5.00%	(21,370)	5.00%
	Economic Occupancy		96.48%	92.23%			95.00%		95.00%	
	Total Effective Rental Income		305,567	371,573	92.23%		394,202	95.00%	406,028	95.00%
Other Income										
	Application & Administration	T3	144	144	0.04%	5	144	0.03%	148	0.03%
	Late Fees & Charges	T3	803	803	0.20%	29	803	0.19%	828	0.19%
	Pet Fees & Charges	T3	1,828	1,828	0.45%	65	1,828	0.44%	1,883	0.44%
	Utility Reimbursement	T3	21,622	45,257	11.23%	1,616	45,257	10.91%	46,615	10.91%
	Laundry Income	T3	1,506	1,506	0.37%	54	1,506	0.36%	1,552	0.36%
	Total Other Income		26,751	50,385	12.51%		50,385	12.14%	51,897	12.14%
	EFFECTIVE GROSS INCOME		332,318	421,958	104.74%		444,588	107.14%	457,925	107.14%

		July 2024 Trailing 6 Month Annualized	% of EGI	Takeover C&W Projections	% of EGI	Per Unit	Year One Partially Renovated Projections	% of EGI	Year Two Fully Renovated Projections	% of EGI
EXPENSES										
Controllable										
	Contract Services	T6	12,740	12,740	3.02%	455	12,740	2.87%	12,995	2.84%
	Repairs & Maintenance	T6	14,104	14,104	3.34%	504	14,104	3.17%	14,386	3.14%
	General & Administrative	T6	7,641	7,641	1.81%	273	7,641	1.72%	7,794	1.70%
	Marketing & Advertising	T6	363	363	0.09%	13	363	0.08%	370	0.08%
	Management Fee***	T6	19,819	21,098	5.00%	753	22,229	5.00%	22,896	5.00%
	Total Controllable		54,666	55,945	13.26%	1,998	57,077	12.84%	58,441	12.76%
Non-Controllable										
	Real Estate Taxes	FY2023	7,451	7,451	1.77%	266	7,451	1.68%	7,600	1.66%
	Utilities - Electric	T6	6,291	6,291	1.49%	225	6,291	1.41%	6,417	1.40%
	Utilities - Water / Sewer	T6	28,965	28,965	6.86%	1,034	28,965	6.52%	29,544	6.45%
	Utilities - Trash	T6	7,712	7,712	1.83%	275	7,712	1.73%	7,866	1.72%
	Utilities - Gas	T6	2,289	2,289	0.54%	82	2,289	0.51%	2,335	0.51%
	Total Non-Controllable		52,708	52,708	12.49%	1,882	52,708	11.86%	53,762	11.74%
	TOTAL EXPENSES		107,375	108,654	25.75%	3,880	109,785	24.69%	112,203	24.50%
	NET OPERATING INCOME		224,943	313,304	74.25%	11,189	334,802	75.31%	345,722	75.50%
	CASH FLOW BEFORE FINANCING		224,943	313,304			334,802		345,722	
	Total Debt Service****		168,606	168,606			168,606		168,606	
	CASH FLOW AFTER DEBT SERVICE		56,338	144,699			166,197		177,116	

O4 COMPARABLES

LEISURE

A P A R T M E N T S

SALE COMPARABLES



BEL MAR APARTMENTS
 Address: 623 N Weber Street, Colorado Springs, CO
 Units: 22
 Sale Price: \$4,100,000
 Price/Unit: \$186,363



FOOTHILLS WEST APARTMENTS
 Address: 720 Melany Lane, Colorado Springs, CO
 Units: 35
 Sale Price: \$6,700,000
 Price/Unit: \$191,400



THE THOMAS HOUSE
 Address: 1117-1125 E Saint Vrain Street, Colorado Springs, CO
 Units: 26
 Sale Price: \$5,000,000
 Price/Unit: \$192,308



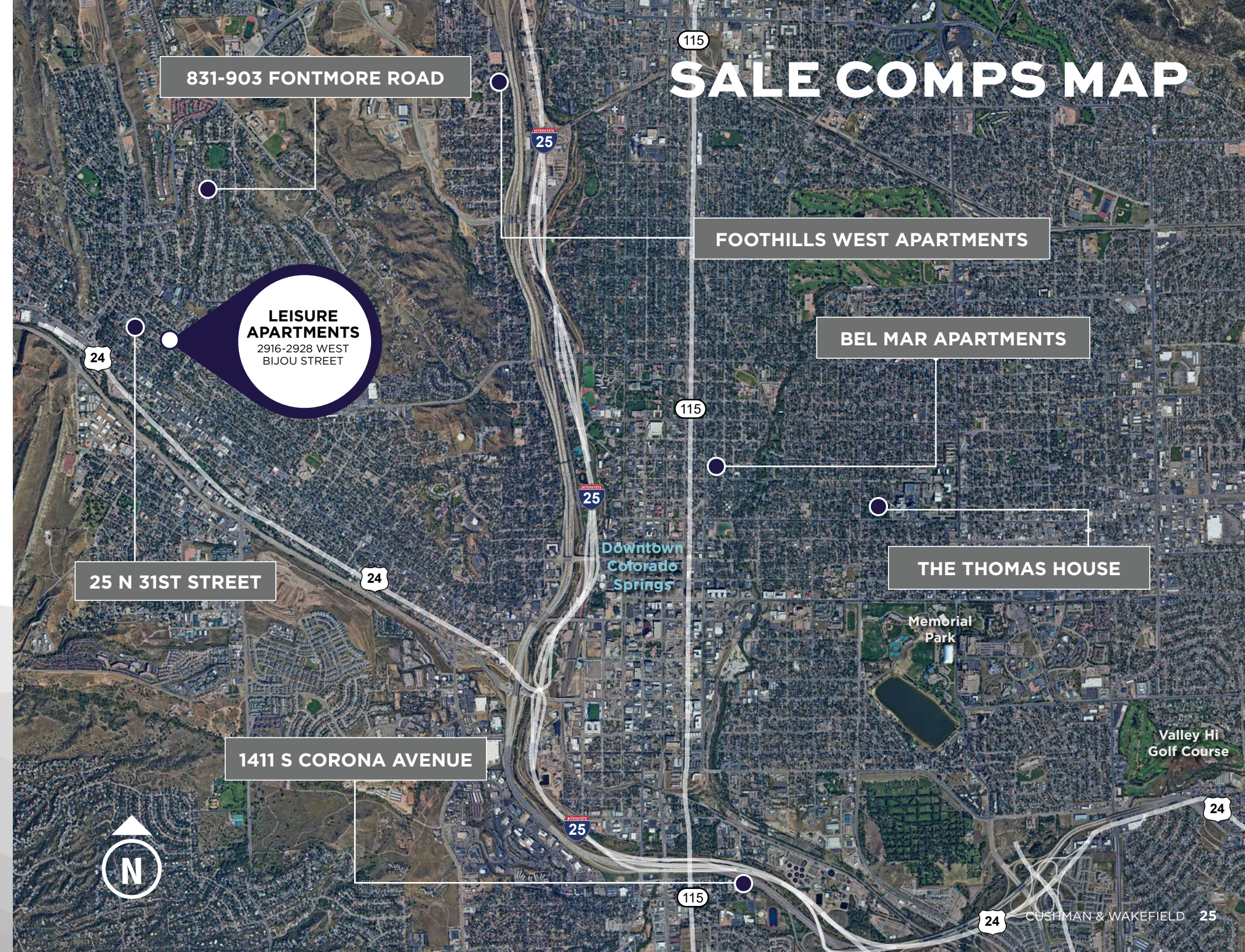
25 N 31ST STREET
 Address: 25 N 31st Street, Colorado Springs, CO
 Units: 24
 Sale Price: \$5,100,000
 Price/Unit: \$212,500



1411 S CORONA AVENUE
 Address: 1411 S Corona Avenue, Colorado Springs, CO
 Units: 11
 Sale Price: \$2,200,000
 Price/Unit: \$200,000



831-903 FONTMORE ROAD
 Address: 831-903 Fontmore Road, Colorado Springs, CO
 Units: 10
 Sale Price: \$2,200,000
 Price/Unit: \$220,000



SALE COMPS MAP

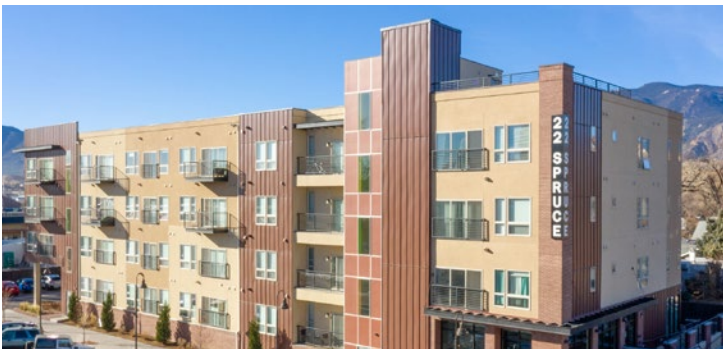
1411 S CORONA AVENUE



RENT COMPARABLES



INCLINE APARTMENTS
Address: 3125 S Sinton Road, Colorado Springs, CO 80907
Unit Type: 1 Bed
Rent Cost: \$1,409



22 SPRUCE APARTMENTS
Address: 22 N Spruce Street, Colorado Springs, CO 80905
Unit Type: 1 Bed
Rent Cost: \$1,499



430 W PIKES PEAK AVENUE
Address: 430 W Pikes Peak Avenue, Colorado Springs, CO 80905
Unit Type: 1 Bed
Rent Cost: \$1,495



THE OASIS
Address: 1495 Farnham Point, Colorado Springs, CO 80904
Unit Type: 1 Bed
Rent Cost: \$1,440

RENT COMPS MAP



LEISURE APARTMENTS
 2916-2928 WEST BIJOU STREET

INCLINE APARTMENTS

THE OASIS

430 W PIKES PEAK AVENUE

22 SPRUCE APARTMENTS



Downtown Colorado Springs

Memorial Park
 CUSHMAN & WAKEFIELD 27

An aerial photograph of a city, likely Denver, Colorado, showing a dense urban area with various buildings, streets, and parking lots. In the background, a range of rugged mountains stretches across the horizon under a clear blue sky. A large, stylized graphic is overlaid on the left side of the image, consisting of a purple circle with a white outline containing the number '5', followed by the text 'LOCATION & MARKET' in white, bold, sans-serif capital letters.

5 LOCATION & MARKET

WHY COLORADO SPRINGS?

Founded in 1871 by General William Jackson Palmer, Colorado Springs has transformed from a resort community to a thriving hub of culture, national pride and natural beauty. Colorado's second largest city is nestled against the backdrop of beautiful mountain landscapes and provides vibrant and diverse communities, a thriving workforce and an unparalleled quality of life for its residents.

Colorado Springs consistently ranks national lists as one of the best places to live, and with shorter commute times, great schools and affordable housing, these accolades are likely to continue for years to come. Located just short, 1.5-hour drive from Downtown Denver, Colorado, Colorado Springs is well-positioned for business and residential growth.

A popular tourist destination, due in large part to its access to a beautiful climate and breathtaking outdoor exploration opportunities, Colorado Springs is home to many attractions including Garden of the Gods, Pikes Peak, the United States Olympic Headquarters and Training Center, Cheyenne Mountain Zoo, the United States Air Force Academy, and the world-renowned Broadmoor Hotel.

The Colorado Springs Chamber & Economic Development attributes the region's growth to the development of business expansions in technology, defense, and manufacturing, alongside a strong workforce and skilled talent pipeline. Diverse economic drivers, an incredible quality of life and a vibrant downtown keep Colorado Springs on the map for innovation and investment.

Colorado Springs is a pioneering powerhouse that offers world-class innovation, accessibility and opportunity.

Colorado: Business Comes to Life, siterelection.com

COLORADO SPRINGS ACCOLADES

COLORADO SPRINGS DEMOGRAPHICS

#2
Most Desirable Place to Live
Real Estate News, 2023-2024



#2
Most Innovative School
Colorado College
U.S. News & World Report, 2022



Top 50
Best Place to Travel Worldwide
Forbes, 2023



#15
Best Performing City
Milken Institute, 2024



11.9M
Annual Visitors
Downtown Partnership of Colorado Springs, 2023



#2
City to Walk Your Dog
LawnStarter.com, 2023



#9
Best Places to Live in the U.S
Real Estate News, 2023-2024



Top 10
Most Desirable Cities
that College Students Want to Live Post Graduation
Axios and Generation Lab, 2022



#9
on list of Best Large Cities to Start a Business
WalletHub U.S. News & World Report, 2022



POPULATION
502,306



MEDIAN HOME PRICE
\$515,694



AVERAGE ANNUAL SALARY
\$57,530



MEDIAN AGE
36



COLLEGE EDUCATED
40.2%



MEDIAN HOUSEHOLD INCOME
\$79,026



AVERAGE # OF DAYS OF SUNSHINE
300



AVERAGE ANNUAL PRECIPITATION
13.49 in



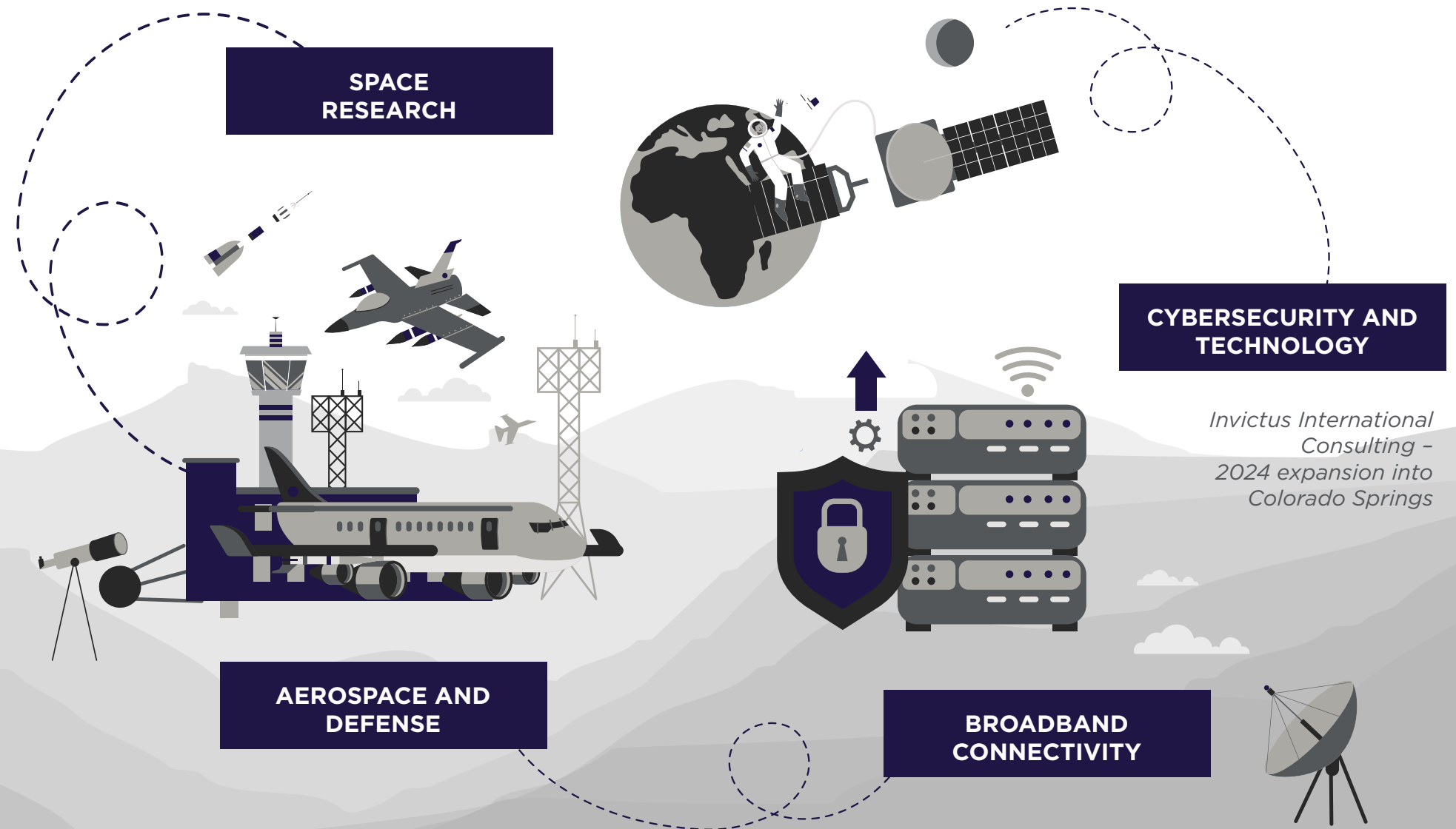
TOP COLORADO SPRINGS EMPLOYERS

cherwell INFORMATION TECHNOLOGY	CHEYENNE MOUNTAIN COLORADO SPRINGS RESORT HOSPITALITY	COLORADO SPRINGS CITY GOVERNMENT	COLORADO COLLEGE HIGHER EDUCATION	COMCAST TELECOMMUNICATIONS	Compassion NON-PROFIT	eviCore healthcare HEALTHCARE CUSTOMER SUPPORT
HARRIS INFORMATION TECHNOLOGY	Hewlett Packard Enterprise INFORMATION TECHNOLOGY	Interim HEALTHCARE HEALTHCARE	LOCKHEED MARTIN AEROSPACE/ENGINEERING	NORTHROP GRUMMAN AEROSPACE/ENGINEERING	ORACLE INFORMATION TECHNOLOGY	AIR FORCE SPACE COMMAND MILITARY INSTALLATION
PROGRESSIVE INSURANCE	SCHRIEVER CO AIR FORCE BASE MILITARY INSTALLATION	THE BROADMOOR HOSPITALITY	Time Warner Cable TELECOMMUNICATIONS	AF UNITED STATES AIR FORCE ACADEMY MILITARY INSTALLATION	UCCS University of Colorado Colorado Springs HIGHER EDUCATION	WESTERN FORGE & FLANGE CO. MANUFACTURING

Source: <https://denverrelocationguide.com/top-public-employers-in-colorado-springs/>

TOP INDUSTRIES

Expansions and new operations announced in 2023 will bring over \$2 billion in projected capital investments and almost 3,000 projected new jobs. That is also nearly \$1 billion in estimated economic output for our community — and could mean an additional 4,000 new service jobs that will be needed across the city to support these new businesses and their staff. (Coloradosprings.gov)



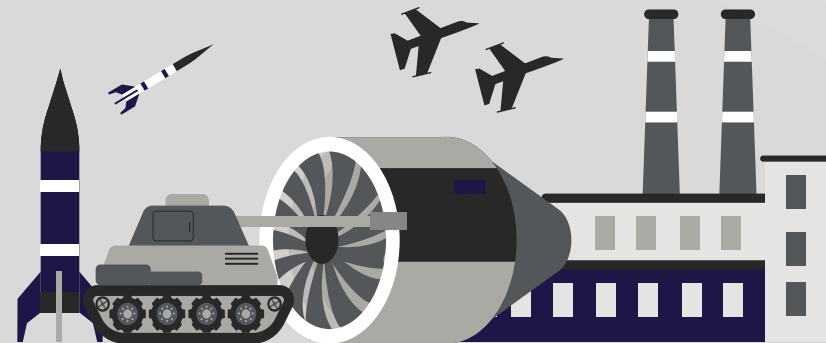
DIVERSE ECONOMIC DRIVERS

The Pikes Peak Region boasts a strong and diverse economy and a thriving environment that supports business innovation and growth. Colorado Springs has more than 200 space, aerospace, and defense companies, many of which work in government and the commercial sector. Additionally, the city is strong in advanced manufacturing, cyber and software technology, healthcare, and tourism, which helps keep the economy diversified, resilient, and strong. (Colorado Springs Chamber & EDC)

AEROSPACE AND DEFENSE

The aerospace and defense industry is a significant economic driver in Colorado Springs. The city is home to a cluster of aerospace companies, including defense contractors, research organizations and aerospace manufacturing firms. These companies contribute to the local economy by providing high-paying jobs, driving innovation and supporting related industries.

Military and Aerospace Defense account for nearly 40% of economic output (about \$10B annually)



TOURISM AND HOSPITALITY

Colorado Springs attracts a significant number of tourists each year, thanks to its natural beauty, outdoor recreational opportunities and historic attractions. The city serves as a gateway to popular destinations like Pikes Peak, Garden of the Gods and the Manitou Cliff Dwellings. The tourism and hospitality industry plays a vital role in the local economy, providing jobs, generating revenue from accommodations, restaurants, and entertainment, and supporting related services.

EDUCATION AND RESEARCH

The city of Colorado Springs is home to several prominent educational institutions, including the University of Colorado Springs (UCCS) and the United States Air Force Academy. These institutions drive research and innovation, attract students and academics, and provide a skilled workforce for various industries.



HIGH-TECH AND CYBERSECURITY

Colorado Springs has a thriving high-tech sector, with a particular focus on cybersecurity and information technology. The city is home to numerous tech companies, research institutions and cybersecurity firms. The presence of U.S. military installations and the National Cybersecurity Center further bolsters this industry's growth, attracting talent and investment to the region.

Colorado Springs is home to:

- National Cybersecurity Center
- Catalyst Campus
- Space ISAC
- Invictus International Consulting

HEALTHCARE AND MEDICAL SERVICES

Colorado Springs has a robust healthcare sector that includes hospitals, medical research facilities and a wide range of healthcare services. The presence of major healthcare providers and specialized clinics contributes to the city's economy by creating jobs, attracting medical professionals and serving as a regional healthcare hub.

BIG PROJECTS

USSPACECOM

U.S. SPACE COMMAND

\$187M contract, 5-year project, 300+ jobs

Space Command could bring the region a long-term economic boost of over \$1 billion.



PEAK INNOVATION PARK

1,600-acre master-planned business park

Will include 90,000 sf Space Warfighting Center



FORD AMPHITHEATER

8,000-seat open-air amphitheater, opening in 2024

Part of a \$90 million entertainment campus and iconic Colorado Springs views.

LIVING IN COLORADO SPRINGS

Colorado Springs boasts scenic landscapes, innovative education institutions and culture-rich communities throughout its footprint of over 200 square miles (Colorado's largest city in land mass). The city offers a true live-work-play environment, as it's home to over 65 art galleries, artistic centers, an exciting nightlife and plenty of options for any sports or outdoor enthusiast. Colorado Springs has a strong emphasis on education, with reputable schools, colleges and universities. The city's low crime rate, affordable housing and access to healthcare also contribute to the high quality of life enjoyed by its residents.

ALTITUDE AND NATURAL BEAUTY

Colorado Springs boasts an impressive elevation of approximately 6,035 feet (1,839 meters) above sea level, making it one of the highest cities in the United States. This high-altitude location provides the city with breathtaking mountain views, crisp mountain air and a favorable climate for any outdoor activity. Nestled at the eastern foot of the Rocky Mountains, Colorado Springs is renowned for its stunning natural beauty. The city is also home to numerous natural attractions, including the iconic Garden of the Gods, Pikes Peak and the Manitou Incline – a challenging hiking trail with a 2,000-foot elevation gain.



OUTDOOR RECREATION

With its proximity to the Rocky Mountains, Colorado Springs offers an unparalleled gateway to numerous hiking and biking trails, rock climbing destinations and camping spots. It has over 9,000 acres of parks and open spaces and 230 miles of hiking & biking trails.

MILITARY PRESENCE

Colorado Springs houses several prominent military installations, including the United States Air Force Academy, the Peterson Air Force Base, Shriever Air Force Base and the North American Aerospace Defense Command (NORAD). These military institutions play a crucial role in national defense and aerospace operations.

Colorado has the second-largest space economy in the U.S., with more than

240,000 workers in the state's aerospace industry alone.

(Colorado Springs Chamber & EDC)



OLYMPIC CITY USA

Colorado Springs is proudly named "Olympic City USA", serving as the headquarters for the United States Olympic Committee and the home of the United States Olympic Training Center. This prestigious designation emphasizes the significance of Colorado Springs within the world of sports and highlights its commitment to supporting elite athletes.





BROKER TEAM & CW OVERVIEW

BROKER TEAM

INVESTMENT SALES



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Director



PATRICK KNOWLTON
Executive Director



JEFF DIMMEN
Senior Director



NIC POLASKI
Associate



KEVIN PHELAN
Senior Director



CHLOE ALLEN
Brokerage Coordinator

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Vice Chair



CHRIS BOURGEOIS
Director



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