



OFFICE BROKERAGE SERVICES  
**PAT SHALZ, SIOR**  
 (208) 947-0834 | pat@tokcommercial.com

### EXPERIENCE

Patrick Shalz joined TOK's commercial team in December 1996; later becoming a firm partner in 2015. Pat specializes in office investment acquisitions and sales, office and flex-industrial leasing, and tenant Representation. After mastering negotiation skills as he interacted with international clients working for Boeing, Pat managed a \$27 million real estate portfolio of storage facilities in the Pacific Northwest.

Throughout the years, Pat has exhibited invaluable knowledge in implementing his client's strategic goals through effective problem-solving, functional cost-effective tenant improvements, creative lease rate and lease incentive structuring, and strict tenant rights and exclusivities. He is well rehearsed in the intricacies of navigating government contracts and has worked extensively with both the US General Services Administration (GSA) and the State of Idaho in securing leasing for a variety of their local agencies.

Pat has successfully negotiated business terms for a wide variety of commercial real estate products ranking him as TOK's "Top Producer" and "Salesperson of the Year" ten times from 1999 to 2015. Pat's professional accomplishments have also been recognized nationally as a recipient of SIOR's "Largest Number of Transactions" award; earning 1st place in 2011 and 39th place in 2015 out of nearly 500 SIOR members.

### EDUCATION

Patrick graduated from Carroll College in Montana with a Bachelor's Degree in Business Administration. He obtained his Idaho real estate license in 1997 and earned the prestigious rank of SIOR in 2007.

TOTAL TRANSACTIONS

**1,350**

TOTAL CONSIDERATION

**\$561.9M**

YEARS IN CRE

**25**

### PROFESSIONAL AND COMMUNITY

As a second-generation real estate broker, born and raised in Boise, Pat has dedicated his time to serving both his professional and local communities. He has served as President of the Idaho Chapter of Society of Industrial and Office Realtors (SIOR); as a Commissioner on the Capital City Development Corporation; and on the Board of Directors for BOMA. He has also served on the Board of Directors for the Bishop Kelly Foundation and has coached several local youth basketball and football teams.



### FAMILIES, HOBBIES, & INTERESTS

Pat with his wife and adult children enjoy golfing, hiking, and fishing in Idaho's majestic mountains and valley.



COMMERCIAL

# UNIVERSITY PLAZA

## LANDLORD/SELLER REPRESENTATION SOUTHEAST BOISE

Multi-tenant Office Building  
90,127 SF | 5 stories  
300+ leases and renewals | 100% occupancy | Sold in 2020

## PAT SHALZ, SIOR

### LANDLORD/SELLER REPRESENTATION

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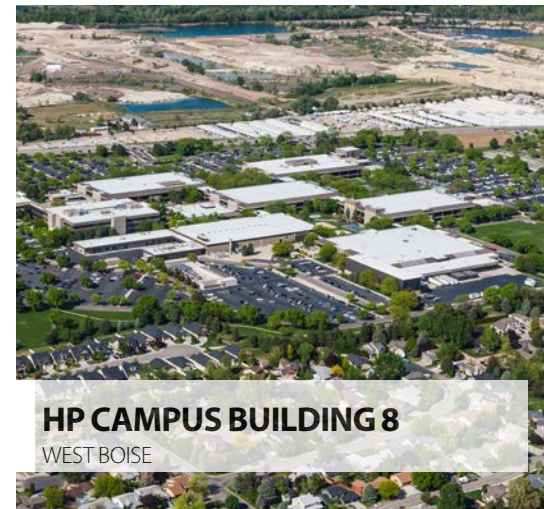
Landlord Representation since 2018  
Multi-tenant Office Building  
33,378 SF | 3 stories  
15,000 SF leased | 100% occupancy in 2020



Landlord/Seller Representation since 2005  
Multitenant Office Building  
26,040 SF | 2 stories  
30+ leases and renewals | 98% occupancy | Sold in 2020



Landlord Representation since 2018  
Multi-tenant office building  
33,378 SF | 3 stories  
15,022 SF leased | 100% occupancy in 2020



Landlord Representation 2013-2018  
Single tenant office building  
167,460 SF | 3 stories  
2 leases | Each 100% occupancy

**PAT SHALZ, SIOR**  
BUYER/TENANT REPRESENTATION  
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**TAOS MOUNTAIN LLC (RAM COURT)**  
SOUTHWEST BOISE

Tenant Representation  
Single Tenant Office Building  
34,750 SF Leased



**CONSOLIDATED SUPPLY**  
CALDWELL

Tenant Representation  
Single Tenant Industrial Building  
35,000 SF Leased



**OCEAN NETWORK EXPRESS**  
DOWNTOWN BOISE

Tenant Representation  
Multi-tenant office building  
24,742 SF Leased



**ANESTHESIA ASSOCIATES**  
NORTH BOISE

Buyer Representation  
Multi-condo office building  
6,633 SF Purchase



**CITI GROUP TECHNOLOGY INC.**

**TENANT REPRESENTATION**  
**South Meridian**  
Single tenant office building  
176,778 SF LEASE