



COMMERCIAL

BROKERAGE SERVICES

MARK SCHLAG CCIM, CLS

(208) 947-0817 | marks@tokcommercial.com

EXPERIENCE:

Mark Schlag has been a retail and investment specialist at TOK Commercial since 1993. Primary areas of expertise include retail landlord and tenant representation, retail investment sales and development services, including site assemblage.

Mark started his career in commercial real estate while completing his degree at Seattle University. Upon returning to Boise, Mark was recruited by the original founding partners of TOK Commercial as a retail specialist. A reputation for superior customer service and an ability to creatively approach the objectives of his clients has earned Mark a distinguished reputation within the local industry.

Mark has participated in numerous projects including the development, lease up and subsequent sale of the 71,000 square foot mixed-use One Front Street building; the acquisition and redevelopment of the 118,000 square foot Cole Village Shopping Center; and has increasingly developed notable national representation accounts including Chase Bank, Bank of America, Chipotle Mexican Grill, Firestone Tire, Duluth Trading Company, SleepTrain and multiple others.

TOTAL TRANSACTIONS

663

TOTAL CONSIDERATION

\$276.4M

YEARS IN BROKERAGE

28

PROFESSIONAL & COMMUNITY ACTIVITIES:

Mark maintains membership within the following organizations: International Council of Shopping Centers (ICSC) where he has attained the certification of Certified Leasing Specialist; CCIM Institute as the former President of the Idaho Chapter of CCIM; and is a member of the Boise Metro Chamber of Commerce (transportation committee).

EDUCATION:

Mark graduated from Seattle University in 1993 Magna Cum Laude with a Bachelor of Arts in Business Administration in Finance and Economics.



PERSONAL:

Mark resides in Boise with his family. An avid outdoorsman, Mark's time away from the office is spent with family and friends fly-fishing, skiing, running, backpacking and pursuing all that the Idaho outdoors have to offer.



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MARK SCHLAG CCIM, CLS LANDLORD REPRESENTATION EXPERTISE

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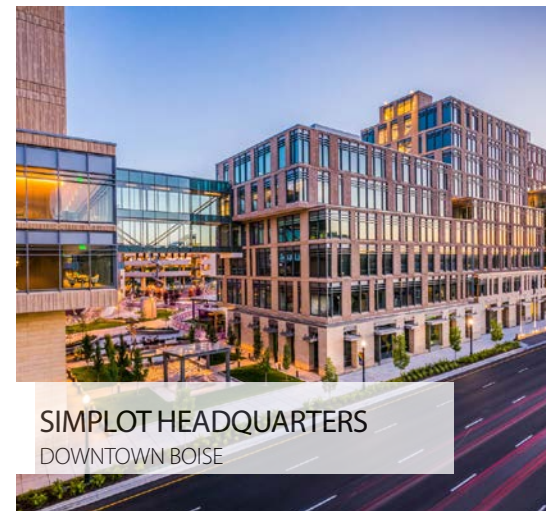
LANDLORD | OWNER REPRESENTATION COLE VILLAGE SHOPPING CENTER

127,000 SF Multitenant neighborhood center
Mark has represented the property since 2001
57 leases | Redevelopment efforts included opening Idaho's
1st Walmart Neighborhood Market



WESTGATE SHOPPING CENTER
WEST BOISE

Landlord Representation
67,000 SF Multitenant Shopping Center
2001-Present



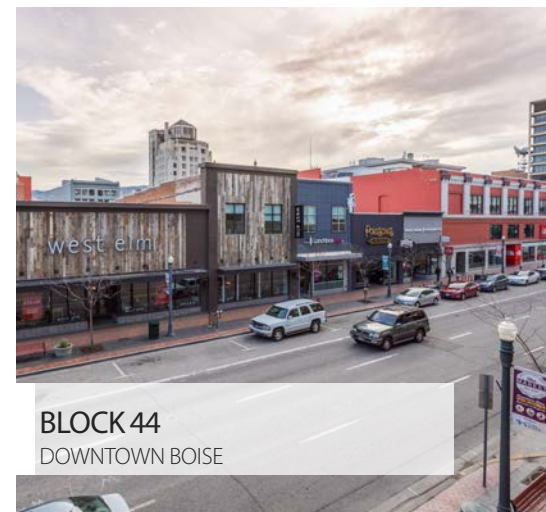
SIMPLOT HEADQUARTERS
DOWNTOWN BOISE

Landlord Representation
7,500 SF Corporate Headquarters Ancillary Space
7,500 SF Restaurant Lease



ONE FRONT STREET
DOWNTOWN BOISE

Landlord Representation
77,000 SF Mixed Use Building
2001-2005



BLOCK 44
DOWNTOWN BOISE

Landlord Representation
Downtown Block - Retail and Mixed Use
2015-Present

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OWNER REPRESENTATION

ONE FRONT STREET

70,000 SF

Multitenant office building located in Downtown Boise
DEVELOPMENT, LEASE-UP AND SALE (6 YEARS)

MARK SCHLAG CCIM, CLS INVESTMENT TRANSACTION EXPERTISE

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COLE VILLAGE SHOPPING CTR.

118,000 SQUARE FEET

Buyer & Owner Representation
Multitenant Retail Shopping Center
Disposition & Purchase



RAM PLAZA

16,181 SQUARE FEET

Owner Representation
Multitenant Retail Shopping Center
Investment Sale



1515 W. STATE ST.

4,659 SQUARE FEET

Owner Representation
Retail Shops
Investment Sale



STONEHENGE PLAZA

50,000 SQUARE FEET

Owner Representation
Multitenant Retail Shopping Center
Investment Sale

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MARK SCHLAG CCIM, CLS TENANT REPRESENTATION EXPERTISE

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Bank of America



Tenant Representation
Financial services national retailer
5 units opened | 2004 - 2009

Firestone

Tenant Representation
National automotive
2019 - Present

SleepCountry

USA

Tenant Representation
National retailer
6 units opened | 2010 - Present



Tenant Representation
National restaurant
5 units opened | 2014 - Present

TENANT REPRESENTATION

CHASE BANK

Financial services national retailer
Mark represents Chase Bank across Idaho
3 units opened | Boise, Nampa, Meridian



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TENANT REPRESENTATION AUTOZONE

National Automotive Parts Retailer
Mark represents AutoZone across Idaho
5 units opened | Boise, Nampa, Caldwell, Chubbuck

MARK SCHLAG CCIM, CLS TENANT REPRESENTATION EXPERTISE

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Regional Bank
December 2018



Regional Bank
Present



National Restaurant
3 units opened | Boise & Meridian



National Retailer
Present



National Coffee Retailer
2 units opened | 2005 - Present



National Restaurant
4 units opened | 1998-Present

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TENANT REPRESENTATION

CHASE BANK

1 Acre | 3,500 SF Built to Suit

1 Acre | 3,500 SF Ground Lease

April 2020

MARK SCHLAG CCIM, CLS RECENT MARKET TRANSACTIONS

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SIMPLIT HEADQUARTERS
DOWNTOWN BOISE

7,500 SF Restaurant Lease | Anthony's
Landlord Representation
April 2019



ASHTON ESTATES
KUNA, ID

Anchor Pad Sale | CapEd, Primary Health, Panda Express
Seller Representation
April 2019



Retail Branch Renewal | Karcher Mall | Nampa
Tenant Representation
December 2018



WESTGATE SHOPPING CENTER
BOISE

1.5 Acre Pad Sale | CVS Pharmacy
Seller Representation
November 2018

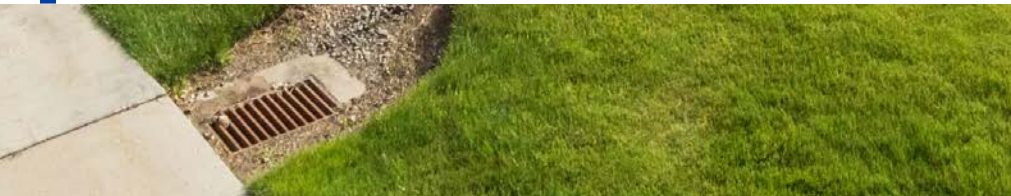


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“TOK’s Property Management and Brokerage teams implemented highly coordinated solutions for numerous challenging issues over the course of their representation, to the great benefit of the property.”

Owner | Holly Plaza



Results Delivered HOLLY PLAZA

Owner Representation | Stabilization, Lease-up and Disposition

1 THE SITUATION: UNDER-PERFORMING RETAIL CENTER WITH VALUE-ADD POTENTIAL

- In 2016, the owner of Holly Plaza initially engaged TOK Commercial for a limited scope of representation focused on management and leasing responsibilities. The property’s 82,408 square feet had 12 vacant spaces and a 40% vacancy rate even as in-place tenants were paying below market rents.
- The property’s cashflow was very limited (due to its low occupancy) and required the team to assist ownership in securing a refinanced loan in order to provide the capital necessary to fund tenant improvements and property upgrades.

2 OUR RESPONSE: PROFESSIONALLY MANAGE, STABILIZE AND LEASE-UP THE PROPERTY

- Property management services, led by Jeff Shaffer, expanded in scope to include management, maintenance and full accounting deliverables that offered ownership visibility on all aspects of the property’s performance.
- The team, working closely with ownership, deployed over \$500,000 in capital to remodel, renovate and upgrade the property, originally built in 1968.
- Brokerage leasing efforts, led by Mark Schlag, filled vacancies, brought existing leases into line with market rents, reconfigured space options and positioned the property as an attractive location for businesses looking for a footprint in southeast Nampa, allowing the property to reach 98% occupancy.

3 THE RESULTS: DELIVER A HEALTHY RETURN ON THE PROPERTY THROUGH A SUCCESSFUL SALE

- With the property stabilized, the owner asked TOK’s team to bring the asset to market as an investment opportunity. The offering launched in late 2020, in the middle of the COVID-19 pandemic.
- The property sold at an 8% CAP rate in 2021 and boasted a Net Operating Income that had increased by 55% since entering TOK’s portfolio.
- Integrated services, facilitated by close communications and a team accustomed to working in unison, navigated a wide array of challenges - achieving exceptional results for the owner.