



LAND BROKERAGE SERVICES  
**SAM MCCASKILL**

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## COMMERCIAL

### EXPERIENCE

Sam McCaskill joined TOK Commercial in 2018, following a highly successful collegiate and professional athletic career where he was afforded the opportunity to play for the Minnesota Vikings. A key member of the firm's Land brokerage team, 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 land development process.

In four short years, Sam has assisted his clients in transactions that have catapulted his career into heights that many professionals never reach, closing over \$158.8 million in consideration. In 2021, Sam was recognized as TOK's #3 Top Producer.

Much of Sam's success at TOK is credited to his ability to work closely with each municipality, contractor, and cooperating broker as he efficiently guides his clients and effectively represents their interests through the entire sales process. Sam is extremely intentional in his career and representation assignments. He very ably manages competing interests, maximizes opportunities and effectively assembles the right team for each client's requirements.

A sampling of Sam's key brokerage representation assignments encompasses a noteworthy collection of significant clients: City of Boise, Jackson Food Stores, Adler Industrial, West Ada School District, Martin Properties, K-A-L Pacific, Alliance Title, Amalgamated Sugar, Hayden Homes, PEG Development and DG Development.

### PROFESSIONAL & COMMUNITY INVOLVEMENT

Sam's commitment to his clients and his career is evident in his pursuit of a Certified Commercial Investment Member (CCIM) designation, the gold standard for commercial real estate professionals. CCIMs complete a rigorous program of advanced coursework and training in financial and market analysis and demonstrate extensive experience in the commercial real estate industry. Sam's pending CCIM designation signals his proven capability to minimize client risk, maximize client ROI, and optimize the value of real estate assets he represents.

Sam is a committed community member and leader. He currently serves as the President of Boise State Varsity B's program, holds membership on the boards of the Children's Home Society of Idaho and Bronco Athletic Association and recently graduated from the Boise Metro Chamber's Leadership Boise program (class of 2022). Additionally, Sam is an active participant in the Urban Land Institute, CCIM Idaho, and Boise Metro Chamber of Commerce.

### EDUCATION

Sam was fortunate to excel both on and off the field at Boise State. He was recognized as an All-Conference Athlete and an All-Academic Student, graduating with a bachelor's degree in Business and Economics.



### PERSONAL

Sam is passionate about living every day to the fullest. He and his wife (a University of Idaho alum) enjoy an active lifestyle which includes snow skiing, golfing, fishing, hunting, mountain biking, hiking and playing pickle ball.