

**CBRE CAPITAL MARKETS**



# PARKING

Expert insight & experience in parking  
real estate across the U.S.

**CBRE**





## EXCLUSIVE MARKETING ADVISORS

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# **SPECIALIZING IN PARKING PROPERTIES WITH OVER 100 YEARS OF COMBINED EXPERTISE**



**ACTIVE LIST OF PARKING  
INVESTORS**



**EXPANDED AWARENESS OF  
CAPITAL SOURCES FOR PARKING  
GARAGES**



**UNDERSTANDING  
OF PARKING INVESTOR  
EXPECTATIONS**



**ABILITY TO IDENTIFY DEMAND  
DRIVERS FOR PARKING ASSETS**

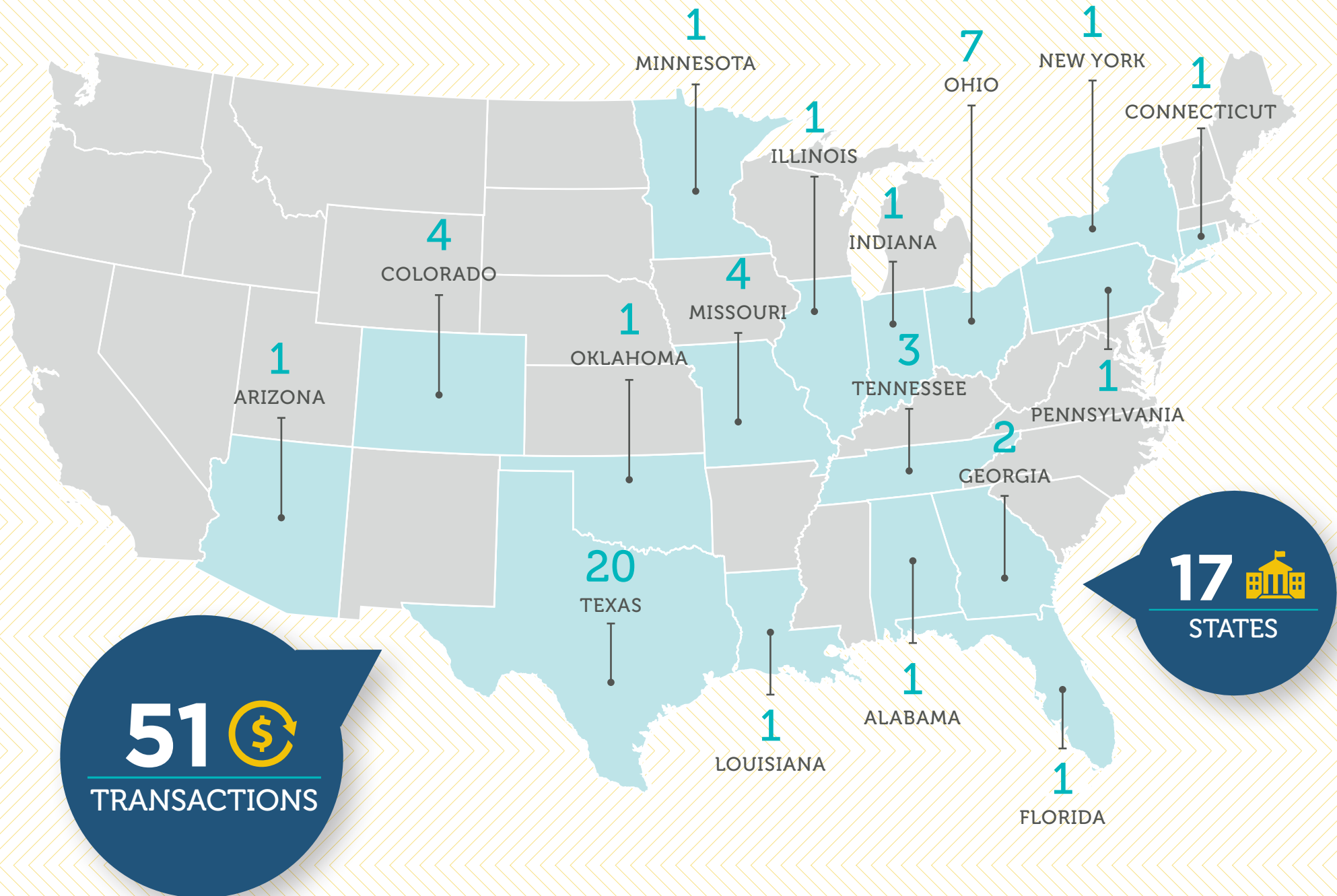


**IDENTIFY WAYS TO INCREASE  
PARKING RATES/NOI**



**SPECIALIZED PARKING GARAGE  
UNDERWRITING EXPERTISE AND  
CASH FLOW ANALYSIS**

# PARKING EXPERTISE ACROSS THE U.S.





# CBRE TEAM PARKING TRANSACTIONS

	ADDRESS	CITY	STATE
1	Birmingham CBD Garage	Birmingham	Alabama
2	Phoenix Off Airport Garage	Phoenix	Arizona
3	Denver CBD Garage/Land	Denver	Colorado
4	1900 Broadway	Denver	Colorado
5	2030 Arapahoe Street	Denver	Colorado
6	1250 Cherokee Street	Denver	Colorado
7	New Haven Conn CBD Garage	N. Haven	Connecticut
8	337 Clematis Street	Palm Beach	Florida
9	Manger Garage	Savannah	Georgia
10	Lincoln Parking Garage	Savannah	Georgia
11	640 South Wabash Garage	Chicago	Illinois
12	301 East Washington Surface Lot	Indianapolis	Indiana
13	EZ Park Garage, 310 Carondelet	New Orleans	Louisiana
14	244 East 4th Street	St. Paul	Minnesota
15	1130 Holmes Street, CBD	Kansas City	Missouri
16	312 Broadway Street	Kansas City	Missouri
17	St. Louis Lambert Intl. Airport	St. Louis	Missouri
18	1300 Spruce Street Surface Lot	St. Louis	Missouri
19	Buffalo Niagara Intl. Airport	Buffalo	New York
20	605 Plum Street Garage	Cincinnati	Ohio
21	36 East 7th Street Garage	Cincinnati	Ohio
22	609 Elm Street Garage	Cincinnati	Ohio
23	East 3rd & Main Garage	Cincinnati	Ohio
24	7 West 7th Ave Garage	Cincinnati	Ohio
25	222 West 7th Garage	Cincinnati	Ohio
26	Port Columbus Intl. Airport	Columbus	Ohio

	ADDRESS	CITY	STATE
27	Will Rogers Airport Garage	Oklahoma City	Oklahoma
28	Philadelphia Intl. Airport Garage	Philadelphia	Pennsylvania
29	212 Poplar Avenue	Memphis	Tennessee
30	216 Court Streets	Memphis	Tennessee
31	424 Deadrick Street	Nashville	Tennessee
32	1709 Jackson Street	Dallas	Texas
33	319 North Akard	Dallas	Texas
34	2016-2022 Commerce	Dallas	Texas
35	607 Corbin Street	Dallas	Texas
36	Super Park, 7979 Airport Blvd.	Houston	Texas
37	Bayou Lofts Garage, 915 Franklin	Houston	Texas
38	805 Franklin Street Surface Lot	Houston	Texas
39	208 Main Street Surface Lot	Houston	Texas
40	911 Walker/New Construction	Houston	Texas
41	Main Street Garage	Houston	Texas
42	1201 Main Street	Houston	Texas
43	777 Clay Garage	Houston	Texas
44	Hobby Express Garage/Airport	Houston	Texas
45	Houston Off Airport Garage	Houston	Texas
46	1101 Capital Garage	Houston	Texas
47	6875 Will Clayton Parkway	Houston	Texas
48	SuperParkOff-airport/Hobby	Houston	Texas
49	1411 Jefferson Surface Lot	Houston	Texas
50	San Antonio CBD Surface Lot	San Antonio	Texas
51	312 Broadway Street	San Antonio	Texas



# THE TEAM | MIKE HASSLER



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## CLIENTS REPRESENTED:

- Aetna Real Estate Advisors
- Amegy Bank
- AT&T
- Boxer Property
- Brookfield Properties
- CBRE Global Investors
- Centerpiece Products
- G.E. Capital Corporation
- Hines Interest
- JMB Realty Corporation
- J.P Morgan Chase Bank of Texas
- La Salle Investment Mgmt
- Midfirst Bank
- Peloton Commercial Real Estate
- Redstone Companies
- RM Crowe Songy
- Spire Realty Group
- United States Postal Service
- United States Dept. of Justice
- Walton Street Capital
- Wells Fargo Bank

W. Michael Hassler joined CBRE in 1979 in the Houston office. Under the direction of Chairman Jim Didion, CBRE formed a niche practice for parking properties operating in 43 markets nationally. The objective was to identify and facilitate the sale of parking properties as investment vehicles in urban and airport markets, both public and private. The South Central Region was the responsibility of Michael Hassler, who was to concentrate on the urban and airport markets in this region. Mr. Hassler completed one of the largest transactions of parking properties done nationally with the sale of four (4) full city blocks and a 1,650 car garage to Central Parking, Inc. Mr. Hassler represented Aetna Realty in the transaction.

CBRE became partners with Central Parking a National Parking company in 1997-99 and developed a National Acquisition Campaign targeting 25 major cities for acquisitions of garages and surface lots. Mike Hassler and his team with CBRE, headed this effort nationally for Central and AEW, which resulted in the identification of 80 deals in 60 days' time. Mr. Hassler and CBRE were selected to lead Central Parking's national disposition efforts from 2004-2008 which included over a dozen sales in eight cities. Mr. Hassler has been involved in both acquisitions and dispositions for many of the National Parking Funds such as Urban Growth (G.E. Capital), LaSalle Urban Site Fund and Alex Brown Urban Fund, and Central Parking, as well as sales of numerous urban surface parking sites to local and regional parking investors.

## PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Houston Downtown Management District
- Economic Development Advisory Council
- Market Square Historical District, Vice Chairman of the Board
- Advisor to Cotswold Foundation
- Houston Board of Realtors, Member
- National Parking Investment Group / CBRE Regional Head

## EDUCATION

- B.S.B.A Business degree, Finance – University of Missouri

## SIGNIFICANT PARKING TRANSACTIONS

PROPERTY	LOCATION
SunPark Parking National Portfolio	6 cities Airport
Cincinnati Parking Portfolio	Cincinnati, OH
911 Walker / New Construction	Houston, TX
Main Street Garage / CBD / Houston	Houston, TX
SkyPark Off-Airport Garage / San Francisco	San Francisco, CA
1201 Main Street – Houston, TX	Houston, TX
777 Clay Garage	Houston, TX
Denver CBD Garage / Land	Denver, CO
Hobby Express Garage / Airport	Houston, TX
Houston – Off Airport	Houston, TX
Phoenix – Off Airport	Phoenix, AZ
1300 Spruce St.	St. Louis, MO
1101 Capital Garage	Houston, TX
Birmingham Garage – CBD	Birmingham, AL
640 South Wabash Garage	Chicago, IL
337 Clematis Street	West Palm Beach, FL
1250 Cherokee Street	Denver, CO
New Haven CBD Garage	New Haven, CT
1709 Jackson Street	Dallas, TX
San Antonio – CBD Surface Lot	San Antonio, TX
312 Broadway Street	San Antonio, TX
244 East 4th Street	St. Paul, MN
319 North Akard	Dallas, TX
Central Parking National Disposition	--
Super Park / Off-Airport Garage / Hobby	Houston, TX

# THE TEAM | TODD CASPER



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## CLIENTS REPRESENTED:

- Allstate
- Amegy Bank
- AT&T
- Blackstone
- Boxer Property
- Braun Enterprises
- Brookfield Properties
- CBRE Global Investors
- CenterSquare
- Chavez Properties
- Enterprise Products
- JMB Realty Corp.
- KanAm Grund
- LAZ Parking
- Redstone Companies
- Spire Realty Group
- The Parking REIT
- The Terrapark Group
- Trammell Crow Co.
- USPS
- Walton Street Capital
- Wells Fargo Bank
- Woodbranch Investment Corp.
- Ziff Properties

Todd Casper is a First Vice President with Investment Properties in Houston, Texas. With 29 years of commercial real estate experience, Todd specializes in the sale of investment properties. During the course of his career at CBRE, he has represented many of the country's most prominent real estate companies, including institutions, equity funds, REITs, and private owners and developers. Since 2010, Mr. Casper has played an integral role in the sale of over \$2 billion of assets totaling in excess of 13 million square feet. In addition, he specializes in the disposition of parking garages throughout the nation.

Todd joined CBRE in 2003 as Director of Asset Services in Houston with management oversight of Houston's commercial properties. He was responsible for the supervision and management of 19 million square feet, the management staff and all aspects of property performance among the diverse portfolio. Prior to joining CBRE, Todd managed several high-profile, mixed-use complexes in the United States for Urban Retail Properties and Simon Property Group. These assets included the Galleria mixed-use complex in Houston and 900 North Michigan in Chicago, Illinois. These assets included over 14,000 structured parking spaces, including valet services.

## PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Harris County Improvement District No. 1 (Uptown Association) – Board Member (2000-Present)
- Building Owners and Managers Association (BOMA)

## EDUCATION

- Bachelor of Science, Finance with Concentration in Real Estate and Urban Economics – University of Illinois at Urbana-Champaign

## SIGNIFICANT PARKING TRANSACTIONS

PROPERTY	LOCATION
EZ Park Garage, 310 Carondelet	New Orleans, LA
Macy's Headquarters Garage	Cincinnati, OH
Lincoln Parking Garage	Savannah, GA
222 W. 7th Street Garage	Cincinnati, OH
1411 Jefferson Street Surface Lot	Houston, TX
208 Main Street Surface Lot	Houston, TX
Manger Garage	Savannah, GA
East 3rd & Main Garage	Cincinnati, OH
805 Franklin Street Surface Lot	Houston, TX
301 E. Washington Surface Lot	Indianapolis, IN
1300 Spruce Street Surface Lot	St. Louis, MO
Bayou Lofts Garage, 915 Franklin	Houston, TX
36 E. 7th Street Garage	Cincinnati, OH
605 Plum Street Garage	Cincinnati, OH
609 Elm Street Garage	Cincinnati, OH
SuperPark Garage (7979 Airport Blvd.)	Houston, TX

# THE TEAM | DESIREE WOLTERS



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## CLIENTS REPRESENTED:

### USA

- Stream Realty
- Crescent
- Maguire Investments
- ADP
- KHOU

### The Netherlands

- CBRE Global Investors
- Nordcapital
- Chalet Group
- Curzon Advisors
- Lonestar
- Hudson Advisors
- Klépierre
- Commerz Real
- OVG Real Estate
- Ahold
- ABN AMRO Bank

Desiree Wolters is a Financial Analyst with the Houston Office Capital Markets team. In this role, she supports the Houston Office brokerage teams. She focuses on executing all stages of a transaction, from the request for proposal to the coordination of closing and due diligence processes. Her responsibilities also include investment underwriting and client/buyer communication.

Desiree Wolters previously worked for JLL as an Office Leasing Agent, for NEW NRG Real Estate as Commercial Manager and for Chalet Group / Curzon Advisors as an Asset Manager. She performed multiple successful sales in The Netherlands ranging from 1,5K to 130K SF, from single assets to portfolios as well as leases up to 266K SF, asset management of a 377K SF office building and management of a portfolio consisting of 18 assets.

## PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Completed Texas Real Estate Sales Agent pre-license course
- Member of CREW Houston
- Member of Netherlands American Chamber of Commerce Texas Chapter (NACCTX)

## EDUCATION

- Rotterdam University of Applied Science; Bachelor of Business Administration

## SIGNIFICANT PARKING TRANSACTIONS

PROPERTY FOR SALE	LOCATION
Chalet Group Office Portfolio (NL)	545,000 SF
Keulsekade 189 & Nijverheidsweg 16, Utrecht (NL)	126,000 SF
Welbergweg 90, De Strubbenweg 8, Veluwezoom 5 (NL)	100,000 SF
Verheeskade 4 (NL)	43,000 SF
ABN AMRO Bank Shop Portfolio (NL)	85,000 SF
Foreclosure Portfolios (NL)	150,000 SF
PROPERTY FOR LEASE	LOCATION
Bol.com	226,000 SF



# THE TEAM | JOHN FENOGLIO



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## CLIENTS REPRESENTED:

- USAA
- Stonelake Capital
- Radler Enterprises
- Goddard Investment Group
- Schlosser Development
- Partinely Group
- Allied Orion
- Farallon Capital Management

John T. Fenoglio joined CBRE Capital Markets of Texas, LP as an Executive Vice President as part of the Debt and Structured Finance team in Houston in March 2012. Prior to joining CBRE, he was a Senior Vice President / Office Manager and member of the Board of Managers of Grandbridge Real Estate Capital LLC. Grandbridge acquired Live Oak Capital, Ltd., in December of 2008, where Mr. Fenoglio served as a principal and owner.

Prior to forming Live Oak Capital in 2000, Mr. Fenoglio was the co-founder of Holliday Fenoglio in 1982 and continued as CEO of Holliday Fenoglio Fowler, until his retirement from the firm in June, 1998. Under his direction, Holliday Fenoglio Fowler became the largest commercial mortgage banking firm in the United States with 25 offices nationwide.

Prior to forming Holliday Fenoglio, Mr. Fenoglio was a Vice President and co-manager of the commercial real estate department of First Mortgage of Texas where he was responsible for the production of mortgage loans, joint ventures and investment sales and maintained client relations with 50 institutional investors.

Prior to his association with First Mortgage, Mr. Fenoglio was an Assistant Vice President in the Real Estate Investment and Mortgage Lending Department of American General Insurance Company (now AIG).

Mr. Fenoglio graduated in 1972 with an M.B.A. from Texas Christian University and received his B.A. in economics from the University of Texas at Austin in 1970. He is a licensed Texas real estate broker, a member of the Mortgage Bankers Association, a board member of the University of Houston's Bauer College of Business graduate real estate program, a former adjunct professor of finance at the University of Houston's Bauer graduate school of business, has been a guest columnist for several trade journals, and has been a guest lecturer at Texas A&M University, Rice University and the University of Texas at Austin.

Mr. Fenoglio is a native Houstonian and has been active in the commercial real estate finance industry since 1973.

## RELEVANT EXPERIENCE

Fenoglio has a long and successful history of financing parking facilities dating back to the early 1970's when he financed the parking garages at the Texas Medical Center in Houston, Texas. Recently he and the CBRE Houston DSF team have financed the following:

- Heritage Plaza Parking Garage – CBD Houston, TX
- SuperPark Off- Airport Parking Facility – Hobby Airport, Houston, TX
- One Market Square Garage – CBD Houston, TX
- The 04 Garage- South Congress, Austin, TX

## PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Mortgage Bankers Associations
- University Of Houston Bauer College of Business of Business Graduate Real Estate Program Board Member
- Guest Lecture University of Texas, Rice University, and Texas A&M
- Licensed Real Estate Broker
- Adjunct Professor 2013 - 2016 - Bauer College of Business / University of Houston Graduate Real Estate Finance

## CREDENTIALS

- B.A. Degree – University of Texas, Austin 1970
- M.B.A. Degree – Texas Christian University 1972



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## **DEBT & STRUCTURED FINANCE**

### **JOHN FENOGLIO**

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**CBRE**

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