

TOP SMALL OFFICE BROKER



Natasha Felten
Colorado Commercial Companies
 Volume: \$15,725,003
 Number of years: 15
 Number of deals: 43

Natasha Felten, President of Colorado Commercial Companies, inside the "barrel room" at Stranahan's Colorado Whiskey located at 200 S. Kalamath. Felten initially sold the 56,000-square-foot property for Tebo Development Co., then worked with Stranahan's Founder, Jess Graber, during his sale to the current owner/operator, Proximo Spirits, Inc.

Q. What were the biggest, most memorable deals that you were involved in during 2011?

A. Most memorable deals of 2011 included a 12-year lease of 261,000 square feet at 4221 Monaco. The transaction was challenging as it was one critical part of a large company sale. I was most proud of my ability to quickly integrate with the team, provide timely market information, negotiate favorable lease terms and secure the best possible economic terms for my client, 4221 Monaco Street LLLP. Another successful transaction was the full-price sale of 63 Inverness Drive East, a 30,000-square-foot user building owned by American Humane Association. Two offers were received on the same day, with offer prices more than \$900,000 apart. Our team negotiated a full-priced offer for the client and consummated the sale under very tight timeframes.

Q. Describe the overall performance/state of your submarket for 2011?

A. The market continues to improve. Deal velocity is increasing and a wider variety of transactions are

occurring from leases to acquisitions to dispositions to retrofits and new developments. Still sluggish hiring numbers indicate that the majority of deals are the result of relocation, flight to quality, business mergers and acquisitions/sales, or user allocation of capital for facility acquisitions.

From an investment standpoint, Denver is a highly desirable market--users continue to target the area for relocations and expansions. Investors continue to acquire properties, due to Denver's strong market fundamentals over competing metro areas.

Q. What are your predictions for your submarket for 2012?

A. Denver will continue to post moderate gains across all sectors. The general election will stall some business decisions and lengthen deal cycles.

Sales activity will continue to strengthen, as companies have reduced their debt and are in a good position to acquire facilities, leveraging historically low interest rates, more predictable lending guidelines and favorable SBA programs.

Q. What is going to be the biggest commercial real estate story for the Denver area in 2012?

A. Denver Union Station redevelopment project.

Q. Best advice you ever got and who gave it to you?

A. "The devil is in the details." - My father, David Felten.

DMCAR SMALL OFFICE FINALISTS



2. Donald M. Oberndorf
 Oberndorf Properties Ltd
 \$13,049,134



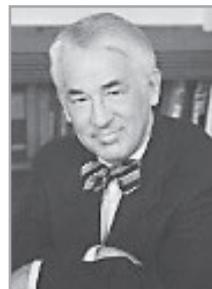
3. John V. Propp
 John Propp Commercial Group
 \$10,298,799



4. Jason M. Bollhoefner
 Corum Real Estate Group, Inc.
 \$8,568,382



5. Matt Smith
 Vector Property Services
 \$6,748,376



6. Russ Wehner, Jr.
 Russ Wehner Realty Co.
 \$6,252,197



7. Eric J. Gold
 Sheldon-Gold Realty, Inc.
 \$6,133,262

Facts About Natasha Felten

- Birthplace:**
Boulder, Colorado
- Favorite sports team (pro or college)?**
Boston Red Sox
- Favorite athlete?**
Alex Honnold, he controls uncontrollable situations.
- Favorite musician, band?**
Everything But the Girl
- Do you have a Twitter account?**
Yes, #C3
- Facebook account?**
Yes, various tagged photos in cyberspace.

LinkedIn account?

- Yes
- Favorite website for business?**
I have a variety: DBJ, CREJ, CREC, DMCAR, Denver.gov, Hoovers.com, LinkedIn and Colocomm.com!
- Favorite website for personal activities?**
Facebook
- Last book read?**
Solomon's Oak by Jo-Ann Mapson
- Favorite 2011 movie?**
Iron Lady
- All-time favorite movie?**
Out of Africa
- Hobbies, free time activities?**
Hiking, skiing, golfing, cooking, traveling, reading and driving fast cars.