

# CENTRAL DENVER MARKET REPORT

## Same passion, same purpose, this is Calibrate Real Estate



After more than a decade of working at established Denver real estate companies, Kyle Malnati and Greg Johnson have started their own commercial brokerage firm to better serve their clients.

The focus of Calibrate Real Estate is to fill the brokerage gap between what residential firms can't do, and what commercial firms won't do.

A key belief of the company is that private multi-family investors require a high level of market research and quantitative analysis, and they deserve a brokerage partner that listens to their personal goals and tailors a plan to achieve them.

Calibrate serves private investors and niche investment firms with a high level of personal service, thoughtful analysis and local market expertise. Whether the client is local or from out of state, they need a broker dedicated to guiding them through Denver's dynamic apartment market.

Prior to launching Calibrate, Kyle and Greg led the commercial real estate division of Madison & Company Properties.

Greg and Kyle have worked at several of Denver's most established real estate companies, including Cornerstone Apartment Services, Pinnacle Real Estate Advisors, Unique Properties and Marcus & Millichap.

Kyle and Greg joined forces at Madison & Co. four years ago, where they were awarded top producer honors for sales volume every year during their tenure at the company (2012-2015).

In addition to a desire for unparalleled client service, another driving reason for launching Calibrate was to create a platform for adding exceptional brokers to the team.

Greg and Kyle have always enjoyed working with individuals that take initiative and create opportunities. They want teammates that: 1) demonstrate a passion within the real estate industry and 2) display leadership skills while positively impacting the lives of their clients. Calibrate's new broker, Conner Piretti, has rung that bell!

### Calibrate Real Estate Welcomes Conner Piretti



Conner Piretti is the newest Associate Broker at Calibrate. He brings a wealth of practical experience and market expertise to Calibrate. Shortly after graduating from Boston College in 2007, Conner moved to Denver and was hired by Cornerstone Apartment Services as a Portfolio Manager.

While at Cornerstone, he worked directly with multi-family owners as he managed the operation, maintenance, renovation, leasing, and tenant relations for 21 apartment buildings in Central Denver. Over the past year, Conner successfully closed 17 transactions as a broker at Kentwood, Denver's premier residential brokerage firm.

# Central Denver Sales 9/1/16 - 12/1/16



1535 Grant St.  
\$5,500,000  
\$189,655/Unit



1444 Lafayette St.  
\$2,220,000  
\$185,000/Unit



820 Sherman St.  
\$25,250,000  
64 units + retail



4321 E. Hale Pkwy.  
\$3,000,000  
\$200,000/Unit



4630 E. Asbury Cir.  
\$1,810,000  
\$150,833/Unit



1599 Williams St.  
\$9,700,000  
\$119,753/Unit



2350 S. University Blvd.  
\$5,040,000  
\$280,000/Unit



1190 Birch St.  
\$6,250,000  
\$195,313/Unit



2633 W. 25th Ave.  
\$3,920,000  
\$217,778/Unit



1020 Lincoln St.  
\$2,550,000  
\$159,375/Unit



10 S. Emerson St.  
\$6,200,000  
\$182,353/Unit



961 Clarkson St.  
\$2,933,000  
\$172,529/Unit



1311 Cook St.  
\$8,600,000  
\$215,000/Unit



300 S. Lafayette St.  
\$7,600,000  
\$380,000/Unit



850 Cherry St.  
\$3,600,000  
\$163,636/Unit



1325 Madison St.  
\$2,100,000  
\$175,000/Unit

# Client Corner: Like father, like son

The real estate industry is a terrific platform for family businesses. It's especially satisfying to see multi-generational family businesses thrive. Our clients, the Geisers, are a great example of a dynamic real estate family.

Don Geiser, the father, purchased an 83-unit portfolio comprised of three apartment buildings a block from the University of Denver in 2003 while his son, Ryan, was studying for a Construction and Real Estate Management degree at DU's business school.

Don had previously owned smaller rental properties throughout his successful career as a computer systems engineer. As many fathers do, Don wanted to teach his son about the family apartment business.

Ryan valued his father's approach. "My dad has always been a hard worker... a grinder. He is one of ten kids that grew up on a dairy farm in northern Minnesota. [His work ethic] has been a huge influence on me."

The lessons passed from father to son have been fruitful. In addition to helping with the management of his father's DU portfolio, Ryan has grown his own real estate empire; purchasing over 200 apartment units of his own around the Denver metro area.

"My dad has always been a hard worker... a grinder."

-Ryan Geiser  
Owner & Manager of  
5280 Apartments

After years of hard work building and managing a successful real estate portfolio, Don is looking forward to enjoying his retirement years. Now, father is following his son's advice - - choosing to sell his apartment buildings and exchanging into less management-intensive real estate, such as triple-net buildings.

The family chose to list all three DU buildings for sale with Calibrate Real Estate. We are honored to announce this large portfolio among our first listings at our new company.

The Campus Club Apartments (2035 S. Josephine) was brought to market in December; and now, we are pleased to announce the listing of the South Josephine Apartments (2085 S. Josephine and 2375 E. Evans). More information is provided below.

*Prime University of Denver Locations*  
**2085 S. JOSEPHINE ST.**  
**2375 E. EVANS AVE.**



Just Listed: 43 Units, \$7,250,000



Kyle Malnati & Greg Johnson  
303.482.2828



# OUR CURRENT LISTINGS AND 2016 HIGHLIGHTS



2035 S. Josephine St.  
List Price: \$6,950,000  
\$173,750/Unit



2085 S. Josephine St.  
List Price: \$7,250,000  
\$168,605/Unit



1535 Grant St.  
Sold: \$5,500,000  
\$189,655/Unit



1325 Madison St.  
Sold: \$2,100,000  
\$175,000/Unit



4321 E. Hale Pkwy  
Sold: \$3,000,000  
\$200,000/Unit



1444 Lafayette St.  
Sold: \$2,220,000  
\$185,000/Unit



1511 Harrison St.  
Sold: \$632,500  
\$158,125/Unit



1328 Corona St.  
Sold: \$1,575,000  
\$157,500/Unit



560-570 Garfield St.  
Sold: \$1,400,000  
\$280,000/Unit



1658 Lafayette St.  
Sold: \$1,850,000  
Mixed-Use Building



901 Jasmine St.  
Sold: \$1,430,000  
\$89,375/Unit



41 S. Lincoln St.  
Sold: \$2,500,000  
\$147,059/Unit



2412 S. York St.  
Sold: \$1,775,000  
\$161,364/Unit



1195 Birch St.  
Sold: \$1,145,000  
\$190,833/Unit



1021 Ogden St.  
Sold: \$525,000  
\$87,500/Unit



1435 Franklin St.  
Sold: \$1,735,000  
\$144,583/Unit



964-978 Garfield St.  
Sold: \$1,300,000  
\$216,667/Unit



1634 Race St.  
Sold: \$906,000  
\$226,500/Unit



4160 W. 74th Ave.  
Sold: \$800,000  
\$100,000/Unit



555 Jurassic Ct.  
Sold: \$1,175,000  
Single-Tenant Net Lease

Proudly based in Denver, CO, Calibrate Real Estate, LLC, is a commercial real estate firm that specializes in apartment brokerage and investment sales in Central Denver's most attractive neighborhoods. Kyle Malnati and Greg Johnson, consistently meet the needs of the private apartment investor by sharing their expertise. Combined, they have successfully brokered nearly \$300,000,000 of Colorado real estate for their clients.

**Calibrate Real Estate, LLC**  
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