

A word from our PRESIDENT



2024 was a year of metamorphosis into a full service network with a new stronger brand, and an ever expanding range of solutions across leasing, sales, finance, real estate development, property management, equities, and consultancy.

Now we are taking SPERRY out to the world in 2025 via SPERRY Global. Check out the article on page 3 and we have more news, this coming year will see the launch of SPERRY University as a full educational training platform.

We'll disrupt the commercial real estate educational experience, essential to our collective success and growth, by creating the most comprehensive system of training ever created. More information on Page 5.

Remember in 2025, 'we are real estate' and we are all part of a growing globally recognized, diversified, full-service brand empowering the independent brokerage and providing 'local solutions on a global scale.'

Happy holidays and wishing you a prosperous 2025.

Mark D. Hinkins, CCIM, FRICS
SPERRY, President

Inside the CONNECTION

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Click Here for Newsletter - Issue 1

SPERRY

WWW.SPERRYCGA.COM

SPERRY

PROMOTE YOUR DEALS

EQUITIES in the News

SPERRY Equities completes the acquisition of the NW Indiana Logistics Portfolio in Portage, IN

Sperry adds the Indiana acquisition to their current portfolio of 18 assets in the Chicagoland area. The NW Indiana Logistics Portfolio is a two building, 640,000 square foot Industrial property and is 97% leased to eight tenants. The two buildings built in the early 2000's offer functional, multi-tenant industrial product with clear heights between 25' to 30'. The Portfolio is located in the AmeriPlex at the Port industrial park and allows for easy access to four major transportation corridors (I-94, I-90, I-80 and I-65).

The average in-place rents for the Portfolio are between 30%-40% below market which gives Sperry multiple mark-to-market opportunities over the hold period to increase cash flow and the returns to their investors.

Click Here to read more.



Recently SOLD



AURORA COMMONS - $9,000,000



THE LEARNING EXP. - $7,200,000



SPERRY - KEY Group Featured in "The Boca Raton Observer".

In the competitive world of commercial real estate, Kathleen Yonce stands out as a dynamic leader who has built a power-house team.

Click Here for article

SPERRY - Venture Realty helps secure & finalize state funding for Jefferson County Fire Department



At the beginning of 2024 we were talking with one of Jefferson County's Fire Protection Districts abou their expansion and need for additional administrative and operations facilities. We found a location on Dixie Highway that was currently on the market, but the Fire Department was trying to raise the funds needed for such an acquisition. One of our State Representatives, started working to secure some state funding to support the departments growth initiative.

Click Here to read more.

SPERRY Affiliates team up to finalize a 5-year lease deal in Houston, TX.



Leo Gao, CCIM, Principal of SPERRY-Hebron Equities, connected with Mark Haynie, CCIM, Managing Director and owner of SPERRY-Haynie Commercial Group, through SPERRY National Industrial Group.

Together, they collaborated to assist a 3PL client in their search for a warehouse in Houston, TX. After months of diligent searching and negotiations, they successfully secured a lease for a brand-new 95,000 SQFT logistics warehouse. The client was highly satisfied with the lease terms and the exceptional professional service provided.

SPERRY

GLOBAL



SPERRY GLOBAL℠ INDIA

SPERRY signs Global Expansion Agreement across Asia & the Middle East

In November 2024, SPERRY and a master franchisor Sam Chopra based in New Delhi, India and Dubai, U.A.E, 'iA SPERRY Network L.L.C-FZ', signed a multi-nation development agreement, to expand SPERRY into 17 countries across Asia & the Middle East commencing 2025 (see the map above for the list of countries.) Mark Hinkins, President and Rand Sperry, CEO, will be visiting with the Sam Chopra, their leadership team and employees in New Delhi, India in January 2025.

A full announcement to the industry will follow in Q1. For affiliates with clients' needing assistance in any of these locations, or if you are traveling to any of the listed countries, please reach out to Mark Hinkins for more information at:

Mark.Hinkins@SperryCGA.com





Join SPERRY at Conferences & Regional Tradeshows in 2025



THE CCIM INSTITUTE

Advancing the Commercial Real Estate Profession

Midyear Governance Meetings

April 28* – May 1, 2025 | Miami, FL

LAS VEGAS ICSC

May 18 – May 20, 2025 | Las Vegas

CAPITAL CONNECT COMMERCE COMMUNITY COMMERCIAL

C5+CCIM GLOBAL SUMMIT

September 16 – 18, 2025 I Chicago, IL

Annual Governance Meeting

October 6 - 9, 2025 | Vancouver Canada

SPERRY Global Conference 2025



TO BE ANNOUNCED

NAR NXT – THE REALTOR® EXPERIENCE



November 19 – 16, 2025 | Houston, TX

SPERRY Commercial Professional Women's Group



Hosted by our own Heather Francine SPERRY is dedicated to supporting, empowering, and connecting women in professional and leadership roles through mentorship.

Click Here to watch episodes

SPERRY University

Through an online platform combined with AI intelligence, peer groups and in person training, SPERRY University will guide agents from their pre career decisions, to their first day on the job, to becoming the best and most productive agents in the industry.

For our seasoned affiliate agents, we'll include continued professional development, guidance, and the best practices on how to effectively run your brokerage.

Watch out for more information in 2025 as we build SPERRY University. Click Here to watch episodes.

Jim Resha - Unlocking the Power of the Sperry National Retail Group

A Unique Opportunity for Agents & Affiliates



As professionals in the commercial real estate industry, we constantly seek new ways to grow our businesses, expand our networks, and provide exceptional service to our clients. The Sperry National Retail Group offers a unique platform for agents and affiliates looking to deepen their expertise in retail real estate and capitalize on emerging market trends.

As the chair of the Sperry National Retail Group, I want to share why joining our team can be a significant change for your business, positioning you to take full advantage of the opportunities that lie ahead in this evolving sector. For more information contact Jim Resha at:

Jim.Resha@SperryCGA.com

Click Here to read article.

SPERRY 2024 - Agent Training & New Affiliate Orientation - Dallas, TX I Nov. 4-6



We logged another incredibly successful agent training conference with 17 of our different offices represented. With the intention of increasing the ease of access to our world-class training, Dallas was selected as our host city. Dallas proved to be a very centrally located city for our 62 affiliated offices to reach, and of course it has phenomenal night life which was perfect for our networking events.

While in Dallas, our agents learned from an array of expert CRE instructors on topics ranging from 'The Brokerage Career' to 'A New Approach to Growth' (for independent CRE brokerages).

Click Here to read article.





Click Here to watch video

Philanthropists OF THE YEAR AWARDS

PREVIOUS WINNERS



2023 - Youth Services

Mark D. Hinkins, CCIM, FRICS

President - SPERRY



2022 - Charitable Services

Scott Bloom, Owner

SPERRY - Bloom Real Estate Group



2021 - Foster Care Services

David Cornelius, Owner/Broker

SPERRY - Forrest & Fields CRE

FOR THE 2024 AWARD, SUBMIT YOUR NOMINATIONS BY FEBRUARY 2025 WITH A SUPPORTING STATEMENT TO Mark.Hinkins@SperryCGA.com



May this holiday season bring you joy, love, and warmth. As we celebrate the Holidays, let's remember the importance of kindness, generosity & togetherness. May your heart be filled with peace and happiness, & may you create beautiful memories with your loved ones.

Click Here to watch.



We're excited to strengthen our collaboration & showcase the amazing work you're doing. We invite you to share links to your newsletters, market studies, podcasts, radio talk shows, or any other content you'd like us to highlight. By sharing your content, you'll gain additional visibility within our network and connect with a wider audience. Please submit your links by March 2025.

Thank you for being an integral part of our community. We look forward to sharing your great work!





SPERRY - Easerich Commercial
SPERRY - Forest & Fields CRE
SPERRY - Gateway Group
SPERRY - Griffin Partners
SPERRY - Highland Commercial
SPERRY - Key Group
SPERRY - Napoles Real Estate Services
SPERRY - Property Investment Group
SPERRY - Rocky Mountain
SPERRY - The Arriaga Group
SPERRY - The Signature Group



SPERRY - Ad Astra Commercial
SPERRY - Commercial Realty Associates
SPERRY - Discovery Commercial
SPERRY - Gatski Commercial
SPERRY - Landmarq CRE
SPERRY - MTX Commercial

2025 SPERRY Operations Manual



Click Here to view Operations Manual.

Apply for a Chair position to lead SPERRY's office group & business brokerage in 2025

UPDATE: 2024 saw the appointment of chairs for Sperry's specialty product groups along with the adoption of new business plans focused on business growth and collaboration. To join a specialty group please reach out to the respective chair.



HEATHER KONOPKA, CCIM
SPERRY - The HKC Group



JIM RESHA, MBA, CCIM
SPERRY - Commercial



LEO GAO, CCIM
SPERRY - Hebron Equities



RYAN DOWNING, CCA
SPERRY - Capstone



DAVID BAIRD
SPERRY - The Baird Team



CHERYLE POWELL
SPERRY - Rocky Mountain



LARRY EU, CCIM
SPERRY - Easerich Commercial



AVAILABLE



AVAILABLE

SPERRY launches NEW branding effective April 2, 2024

Here at SPERRY we are proud to announce the successful launch of our new branding from Sperry Commercial Global Affiliates to SPERRY on April 2, 2024. The streamlined dba has been met with positivity and excitement across the CRE world.

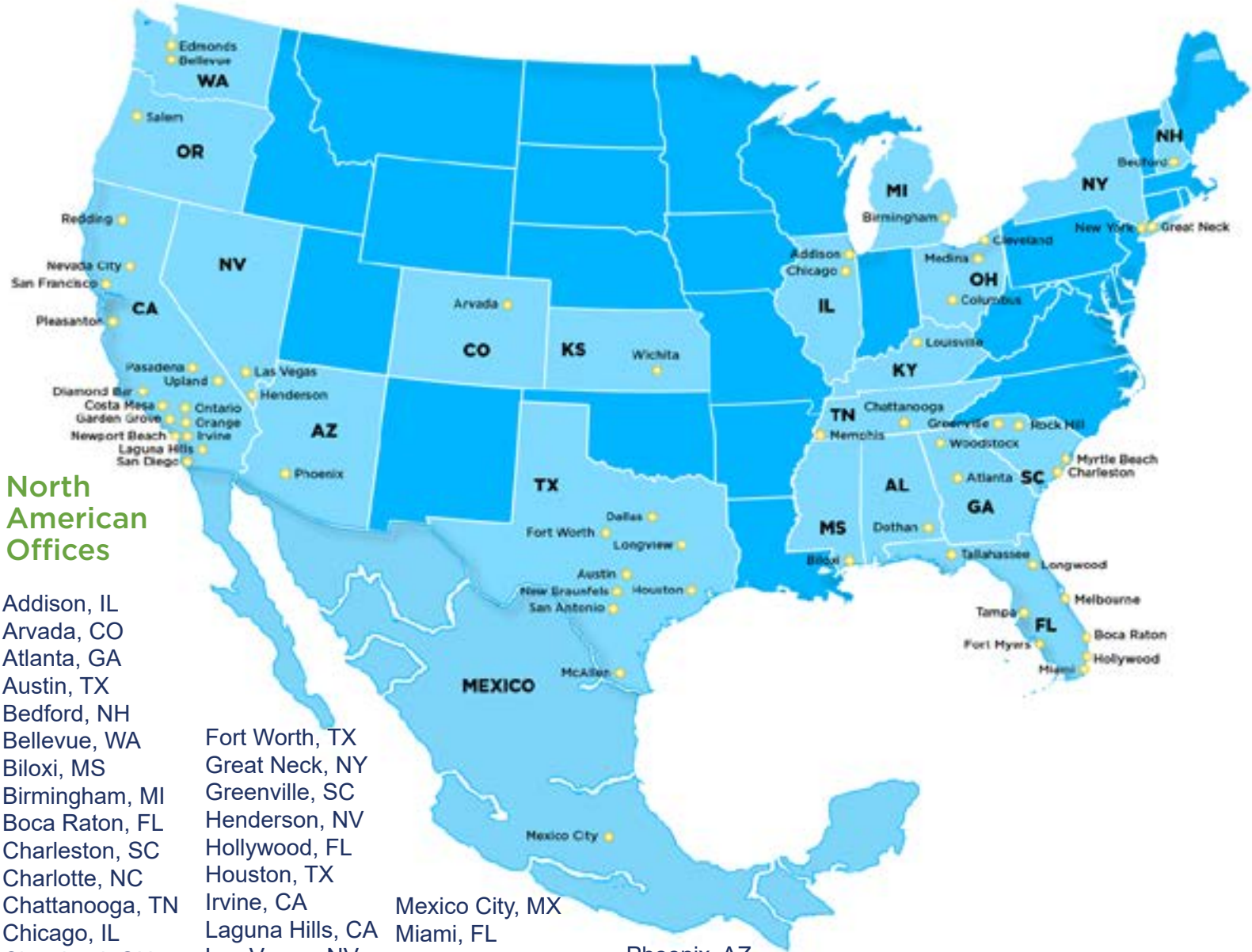
As we continue with the transition from old to new, we want to remind all of you of the new guidelines and timelines you should be following in your individual franchise offices and business practices

Click Here for Full Guidlines.

A Growing Global Network

We're growing fast! With a team of talented Agents and Affiliate offices across the nation and beyond, Sperry is capable of handling your commercial real estate needs wherever they may take you.

Look for us in the following cities, with more new offices opening soon



North American Offices

Addison, IL
Arvada, CO
Atlanta, GA
Austin, TX
Bedford, NH
Bellevue, WA
Biloxi, MS
Birmingham, MI
Boca Raton, FL
Charleston, SC
Charlotte, NC
Chattanooga, TN
Chicago, IL
Cleveland, OH
Columbus, OH
Costa Mesa, CA
Dallas, TX
Diamond Bar, CA
Dothan, AL
Edmonds, WA
Fort Myers, FL
Fort Worth, TX
Great Neck, NY
Greenville, SC
Henderson, NV
Hollywood, FL
Houston, TX
Irvine, CA
Laguna Hills, CA
Las Vegas, NV
Longview, TX
Longwood, FL
Louisville, KY
McAllen, TX
Medina, OH
Melbourne, FL
Memphis, TN
Mexico City, MX
Miami, FL
Myrtle Beach, SC
Nevada City, CA
Newport Beach, CA
New Braunfels, TX
New York, NY
Ontario, CA
Orange, CA
Pasadena, CA
Phoenix, AZ
Pleasanton, CA
Redding, CA
Rock Hill, SC
Salem, OR
San Antonio, TX
San Diego, CA
San Francisco, CA
Tallahassee, FL
Tampa, FL
Upland, CA
Wichita, KS
Woodstock, GA
and growing