

THE SPERRY CONNECTION

A word from our PRESIDENT



2025 marked a milestone year for SPERRY. We strengthened our value proposition with the full launch of online core courses through Sperry University, expanded our technology stack with a best-in-class client transaction and management system, and—most notably—took our brand global. In March, we welcomed Empire Commercial Property in Perth, establishing our presence across Western Australia and beyond. Then in November, we proudly added CREAM Property Advisors, Poland's #1 independent full-service CRE firm, to the SPERRY family and established our presence in Central Europe.

As we enter 2026, our global footprint and operations & support capabilities will continue to expand, supporting SPERRY's next phase of growth.

Connection and collaboration remain at the heart of our success—guiding principles that help leading independent firms and top-performing teams grow their businesses and build lifelong relationships.

Looking ahead, while we stay focused on our mission "to be the leading commercial real estate provider on a global scale," I challenge each of you to embrace three simple fundamentals of success in 2026:

1. Plan your year in advance.
2. Commit to continuous professional development through education and leadership opportunities.
3. Strengthen your connections across the SPERRY network.

To start, I invite you to go beyond your prospecting lists and reach out to six (6) SPERRY affiliate agents you haven't met yet. Introduce yourself, share your expertise, exchange market insights, and open the door to new opportunities. You may be surprised by the value that comes from increasing your visibility within our network.

2026 is poised to bring significant advancements in SPERRY's U.S. domestic growth and continued expansion of our international reach. There is much more ahead—and the momentum is exciting.

Please enjoy this fourth edition of the SPERRY Connections newsletter, and feel free to reach out to me anytime. Remember, at SPERRY, "We are local reach on a global scale."

Mark D. Hinkins, CCIM, FRICS - President, SPERRY

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PROMOTE YOUR DEALS

SPERRY - Empire Commercial Property Champions Commercial Real Estate Growth in Australia.



Located at 5691 West Swan Road, Perth, West Swan, the site offers a 14,423 sq ft tenancy on a 2.22-acre landholding with dual frontage to West Swan Road and Harrow Street. The property includes approximately 68 car bays, full amenities, and excellent exposure to high tourist traffic.

Ideally suited to a range of uses including restaurant, garden centre, or retail showroom (subject to approvals). This offering provides an exceptional opportunity to establish a presence in one of Perth's most visited lifestyle destinations.

Click Here to view



The property, set on approximately 22.51 acres, comprises 200 licensed sites and offers extensive resident amenities including a swimming pool, social club, laundry facilities, landscaped gardens, BBQ areas, and a modern ablution block. The asset was sold for USD $14,584,556.

With a net annual income of over $1 million USD and a capitalisation rate of 7.18%, the sale highlights continued investor appetite for well-located, income-producing assets in the lifestyle and affordable accommodation sector.

SPERRY - Discovery Commercial, Mark Powell appears on 'FOX 5' Washington DC to discuss using artificial intelligence to enhance property photos for attracting more buyers.



FOX 5 WASHINGTON DC

As AI continues to transform how homes are marketed, this conversation highlights the balance between innovation and integrity.

Click Here to watch video

SPERRY Affiliate Robert Pliska appears on 'CBS Detroit News' Michigan for the Counselors of Real Estate Annual Meeting



For the first time in its 72-year history, The Counselors of Real Estate (CRE) held its annual September meeting in Detroit to bring nearly 200 top real estate executives, investors, developers, and thought-provoking leaders from 22 countries to the Motor City. It was featured on CBS Detroit's Michigan Matters with 12-time Emmy Award winner Carol Cain.

Pliska was joined by Eric Larson, CEO of the Downtown Detroit Partnership, and Claude Molinari, CEO of the Detroit Metro Convention & Visitors Bureau, who highlighted Detroit's growing role as a hub for major conventions and events.

Click Here to watch video

SPERRY - Haynie Commercial Group Brokers Acquisition of 20,000-Square-Foot Building.



Community Options, Inc., a national nonprofit based in Princeton, New Jersey, has acquired a prime commercial building in San Antonio spanning over 20,000 Sq. Ft. In addition, a substantial portion of the building will be developed as a Daily Plan It, an innovative program that trains and employs people with disabilities.

Click Here to read article

SPERRY℠

EQUITIES YEAR-END DEALS

TOTAL TRANSACTIONS $112,500,000

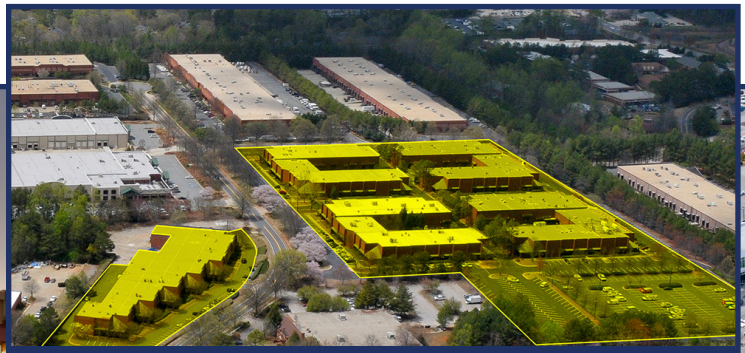
PROPERTIES SOLD $60,000,000 (not all properties are shown)



$7,800,000

EAST GATE COMMONS - ST. CHARLES, IL

The property was 100% leased, anchored by Petco, Popshelf, Anytime Fitness, and the Secretary of State Driver's Services.



$29,000,000

HEMBREE PARK - ROSWELL, GA

Sperry Equities closed the sale of a 221,685 Sq. Ft., 5 building flex/industrial portfolio called Hembree Park. Sperry purchased the entire 7 building portfolio in 2014 for $21M. This was an off market transaction.



$6,500,000

METCALF RETAIL - ORLAND PARK, KS

(5) Building Retail Strip Center at 24,644 Sq. Ft. Anchored by Sickies Garage and Shadow Anchored by Home Depot.

PROPERTIES PURCHASED $52,500,000



$28,750,000

NORTH RIVER
CHATTANOOGA, TN



$16,500,000

PORTAGE INDUSTRIAL
PORTAGE, IN



$4,175,000

OSWEGO RETAIL
OSWEGO, IL



$3,115,000

OAKWOOD SHOPPING
ZURICH, IL

2026 DEALS IN ESCROW $79,200,000



$14,125,000

LEGACY SHOPS - MESA, AZ



$15,400,000

THE SCHOOLYARD - SANDY, UT



$17,400,000

SUNDOME PLAZA - SUN CITY WEST, AZ

SPERRY

SOCIAL MEDIA & EVENTS

Join SPERRY at Conferences & Regional Tradeshows in 2026



Upcoming Tradeshows/Events in 2026

The following is a list of the major CRE conferences and tradeshows happening around the globe in 2026. If you are attending any of these, let us know so that we can connect you with corporate or other Sperry affiliates who may be attending.

MIPIM – Cannes, France, March 9th – 13th
CCIM – Spring Forum Philadelphia, PA, April 19th – 23rd
ICSC 2026 – Las Vegas, May 18th – 20th
C5 & CCIM – TBD
CCIM – Fall Forum – TBD
EXPO Real – Munich, Germany, October 5th – 7th
NAR NXT – New Orleans, LA, November 6th – 8th
ICSC NYC – New York, NY, December 9th – 10th

Chicago 2025 CCIM Conference Recap

C5 + CCIM served as an ideal opportunity for many of our affiliates to gather, discuss, and continue learning about our ever-evolving industry. Thank you to everyone who attended the Sperry Social event at Legal Seafoods.







SPERRY International Study

Our SPERRY family is making the best of global education opportunities. We wish to congratulate Gabrielle Gillen - Corporate Communications, SPERRY on the completion of her Masters in Classical Guitar, at La Haute de Musique Valais-Wallis, Sion, Switzerland. Also, Jarosław Jodełka, Finance Director of SPERRY- CREAM Property Advisors, Warsaw, Poland who completed an online Project Management specialization, through the University of California, Irvine Extension.

Jarosław commented of the course experience, “Besides the extensive and well-delivered knowledge, I especially enjoyed developing and presenting my own project, covering all stages of project management.”

In her overseas studies, Gabrielle completed an album called “**Beginnings of Love**,” which is out on YouTube and Spotify.



SPERRY in the Social Media 2025

Gabrielle Gillen, SPERRY Corporate Communications, has had a very busy year creating a plethora of postings for all of Sperry’s social media platforms: Facebook, LinkedIn, YouTube, and Instagram. In case you missed some of our great activity over this year, we thought we would reshare.

Click Here to see postings

SPERRY University Closes 2025 With 18 On-Demand Courses and More Growth Ahead

NEW AGENT QUICK START	CRE EXPERTISE	BROKERAGE SKILLS
The Brokerage Process Specialization & Expertise Terminology	Introduction Multifamily Office Industrial Retail Cash Flow Valuation Loan Mechanics	Prospecting Cold Call Techniques Cold Call Objections Initial Appointments Proposal Presentations The Selling Process Working with Buyers

As we wrap up 2025, Sperry University now offers eighteen on-demand courses available 24/7, covering topics from career specialization to prospecting to cash-flow analysis.

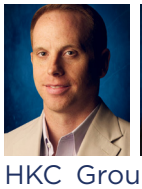
"Sperry University has truly been a labor of love throughout 2025," said Mark Hinkins, President of Sperry. "What began as a business plan in 2024 has now culminated in the successful completion of Phase I this December. Our affiliates and agents can now access a comprehensive suite of courses designed to build expertise across the full commercial real estate career path."

Looking ahead, Sperry University will enter Phase II in 2026 with the development of new leadership and training modules. Access to the platform will also expand beyond the affiliate network to include prospective students and academic institutions.

"Our overarching goal is to position Sperry University as the premier platform for starting, building, and advancing a career in commercial real estate," Hinkins added.

Click Here to access the courses

SPERRY - Griffin Partners recently referred the following deals to Sperry affiliates around the country




Texas – Mark referred a medical office building to Ladena Odom (SPERRY - MTX Commercial) based in Houston in collaboration with Heather Konopka (SPERRY - The HKC Group) in Dallas. The deal consists of an 59,000 Sq. Ft. multi-story class B medical office facility in a prime location of Houston which was being marketed for sale by owner. It was previously occupied by a large medical group.

Continued above...

Florida - A prime 3,500 Sf. Ft. ocean front condo in Miami that was on the market for sale/lease by Owner was referred to Ron Osborne, Principal of RJ Realty in Hollywood, FL.

Click Here to View Property

SPERRY - Treasure & Associates teams up with SPERRY - The Masica Company to close a tough deal.




Close to a year ago, a long-time client of mine had a need to purchase a building in the Cleveland market. Based in Columbus, I thought I could handle it myself. However after talking to Steve Masica, I realized Steve and the Masica Company was completely the brokerage to handle this. I was blown away by his knowledge of the Cleveland market. When I would check in with Steve, he was always so positive.

Collaborative Success Across Texas: Heather Konopka, CCIM SPERRY - The HKC Group and Ladena Odom SPERRY - MTX Commercial




Sperry affiliates Heather Konopka, CCIM, and Ladena Odom have teamed up on three active deals across Texas, showcasing the power of cross-market collaboration. Ladena initially connected with the property owners and brought Heather in to lead the marketing and transaction process. One Fort Worth asset is already under contract with a projected close at the end of November.

Another Fort Worth property is drawing strong interest, currently fielding multiple offers with a closing expected by year-end. Additionally, a Houston opportunity, referred by Mark Griffin, CCIM of Sperry Griffin Partners (South Carolina), highlights the national reach of the Sperry network. This dynamic partnership exemplifies the value of combining local relationships with national brokerage expertise to drive successful outcomes.



SPERRY Launches it's newest Podcast "Commercial Connections"

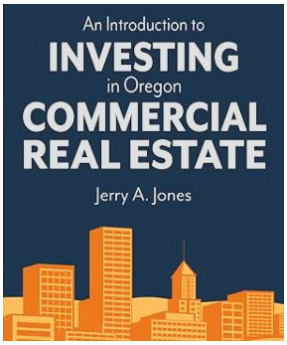


SPERRY is excited to share the launch of our new podcast, Commercial Connections, which exemplifies our commitment to thoughtful leadership in the commercial real estate industry.

Hosted by James Wardlaw and Pat Brook, the podcast combines their extensive experience and diverse perspectives, enhancing our network's insights. Each episode will feature discussions with industry professionals, covering trends, strategies, and market dynamics.

The podcast's name reflects our mission to connect people and opportunities, fostering collaboration among our affiliates. The first season is set to debut in 2026, and we welcome contributions from our partners to enrich future episodes.

Become an Author - SPERRY - Pikes Northwest, Jerry Jones publishes new book "Investing in Oregon CRE



In today's highly commoditized CRE market, brokers must implement smart strategies to stand out, directly answering the client's crucial question: "Why should I choose you?" While a strong reputation and successful track record are key assets, true differentiation comes from leveraging what the author calls the **ACE Principal**—an unbeatable trifecta achieved primarily by becoming an author and writing a book. This act immediately confers **Authority**, as authors are viewed as experts, and generates instant **Celebrity**, as society celebrates authorship. These two factors combine to create **Exclusivity**, making the broker a highly sought-after professional perceived as being in demand and an expert in their craft. Properly using this tool—by publishing and promoting a book—fundamentally shifts the client's perception, driving them to actively want that specific broker over the competition.

To promote YOU as the authority and celebrity in your marketplace, contact me: jerry.jones@sperrycga.com or call direct at **503-569-0074**.

Click Here to purchase from Amazon

Click Here to view announcement

SPERRY - Check out our Affiliate Newsletters

We would like to share some newsletters published by a couple of our Sperry affiliates. These publications are excellent resources for staying current with specialized industry trends and gaining unique market insights that may complement your own particular area.

Click Here to View SPERRY - Insignia

Click Here to View SPERRY - Empire Commercial

SPERRY - Empire Property Wins Top Honor at the 2025 REIWA Awards



SPERRY - Empire Property is proud to announce it has been awarded 1st Place – Top Boutique Office by Value Sold at the 2025 REIWA Awards, Western Australia's most prestigious real estate industry awards program.

The Real Estate Institute of Western Australia (REIWA) is the state's peak professional body for real estate agencies, recognizing excellence in performance, client service, and innovation.

This award is a significant achievement for the Empire team and reflects their continued commitment to excellence, and trusted client relationships throughout Western Australia.

Philanthropist OF THE YEAR AWARD 2025

FOR THE 2025 AWARD,
SUBMIT YOUR NOMINATIONS
BY JANUARY 16TH 2026
WITH A SUPPORTING STATEMENT TO
Mark.Hinkins@SperryCGA.com

SPERRY℠

YEAR-END UPDATES

2025 RENEWALS

SPERRY - Capstone - Edmonds, WA
SPERRY - Commercial Gateway Group - Upland, CA
SPERRY - CrissCross Solutions - Newport Beach, CA
SPERRY - Flint & Associates - Melbourne, FL
SPERRY - Forest & Fields CRE - Melbourne, FL
SPERRY - Haynie Commercial Group - New Braunfels, TX
SPERRY - Hebron Equities - Diamond Bar, CA
SPERRY - Key Group - Rock Hill, SC
SPERRY - PasComm Group - Pasadena, CA
SPERRY - Pikes Northwest - Salem, OR
SPERRY - AIM Realty Group - San Fransico, CA
SPERRY - Red Sky Real Estate - Atlanta, GA
SPERRY - SEGAI CRE - Ontario, CA
SPERRY - The Arriaga Group - McAllen, TX

SPERRY Congratulates the following agents who were elected to national leadership positions during the Fall CCIM Conference, Vancouver, B.C.



Tina Marie Eloian, CCIM
FCG Consultants
BOD 2026-2028



Mark Hinkins, CCIM
SPERRY
BOD 2026-2028



Michael Williamson, CCIM
Executive



SPERRY Congratulates Heather Konopka, CCIM - The HKC Group on graduating the CCIM JWL Leadership Academy.

SPERRY's - Irvine office is Growing



Sperry Commercial's brokerage division significantly expanded in 2025 to include multifamily and self-storage properties. The multifamily division, led by James Wardlaw, now encompasses (5) agents with further plans for growth. The office itself also took on an additional 1,800 square feet to accommodate 8 additional agents this year and will host planned future expansion.

Additionally, the annual summer internship program continues to be a strong talent pipeline for the Irvine office. By giving interns exposure into each service line provided through the SPERRY companies, the students have an opportunity to gain exposure into every facet of real estate and learn from a wide range of specialists. As the Irvine office is always looking for new interns or agents, please feel free to reach out if you come across anyone interested in Southern California commercial real estate.





SPERRY Expands Global Footprint With New Affiliates in Australia and Poland

SPERRY's global growth accelerated in 2025 with two significant international additions. In March, Empire Commercial Property in Perth, Australia joined the SPERRY network. In October, we were equally pleased to welcome CREAM Property Advisors of Warsaw, Poland, providing a foothold and presence in Central Europe.

CREAM brings extensive commercial real estate expertise across brokerage, property and asset management, ESG consulting, and capital markets.

As Europe's first SPERRY affiliate, Cream marks a key milestone in the network's global growth strategy — connecting the U.S. and Asia-Pacific with Europe's fastest-growing real estate market.

For more information about SPERRY's ongoing global expansion, please contact SPERRY President Mark Hinkins. To connect with our Central European affiliate directly, reach out to Niall O'Higgins, CEO of CREAM, at niall.ohiggins@sperrycga.pl.

Click Here for Capability Statement



SPERRY International Travelers

In our modern, interconnected Sperry Commercial Global Affiliates sphere, real estate agents are natural travelers, some traversing continents for business ventures and others just to enjoy life's adventures. Here is a list of some of the countries our affiliates traveled to in 2025:

England
Scotland
France
Switzerland
Mexico
Vietnam
China
Greenland
Norway
Belize
Iceland
Germany
Italy



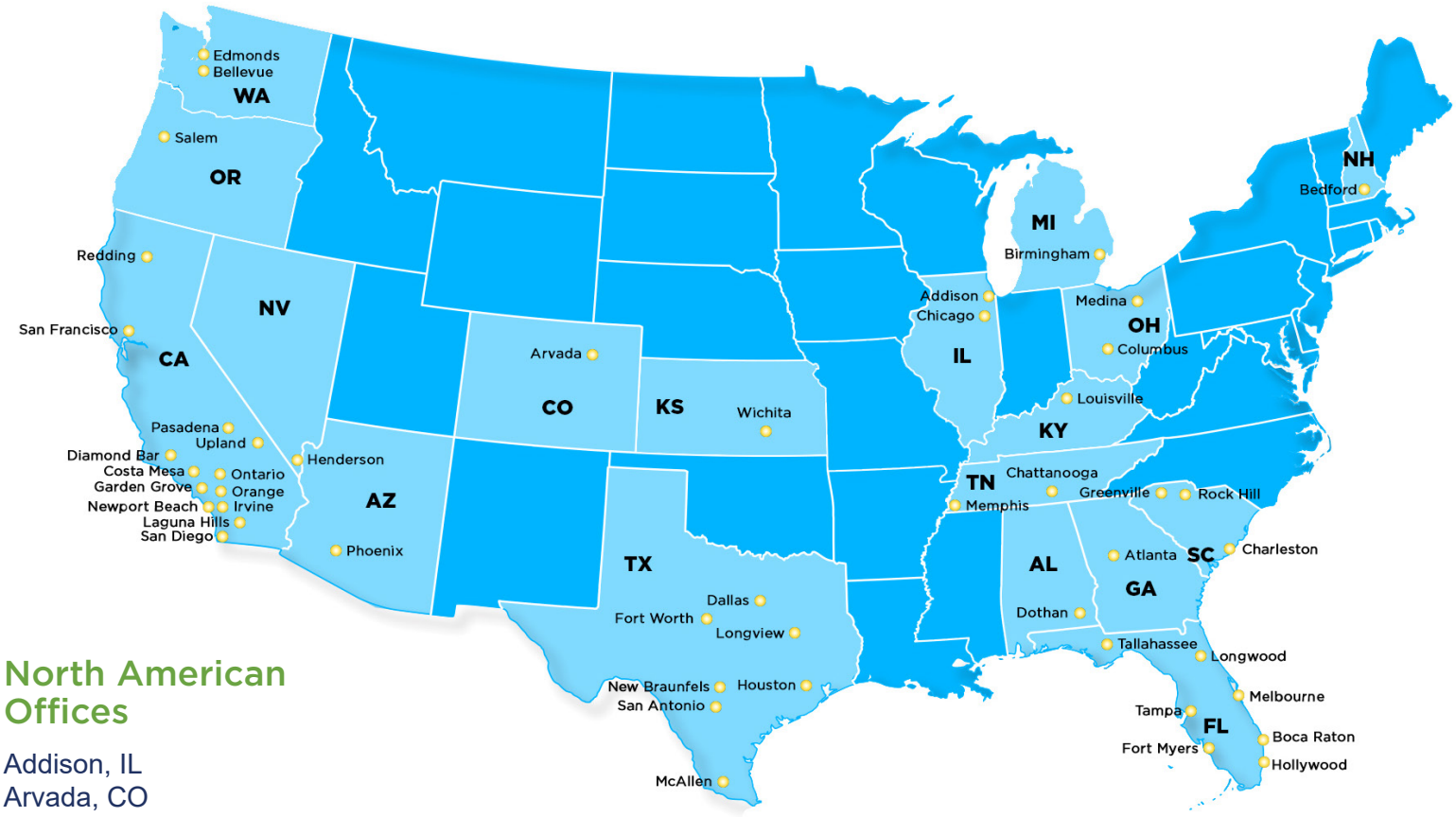
SPERRY℠

LOCATIONS

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
Bedford, NH
Bellevue, WA
Birmingham, MI
Boca Raton, FL
Charleston, SC
Chattanooga, TN
Chicago, IL
Columbus, OH
Costa Mesa, CA
Dallas, TX
Diamond Bar, CA
Dothan, AL
Edmonds, WA
Fort Myers, FL
Fort Worth, TX
Garden Grove, CA
Greenville, SC
Henderson, NV
Hollywood, FL
Houston, TX
Irvine, CA
Laguna Hills, CA
Longview, TX
Longwood, FL
Louisville, KY
McAllen, TX
Medina, OH
Melbourne, FL
Memphis, TN
Newport Beach, CA
New Braunfels, TX
Ontario, CA
Orange, CA
Pasadena, CA
Phoenix, AZ
Redding, CA
Rock Hill, SC
Salem, OR
San Antonio, TX
San Diego, CA
San Francisco, CA
Tallahassee, FL
Tampa, FL
Upland, CA
Wichita, KS

International

Perth, Fremantle, Australia
Warsaw, Poland