



1,000+

Total Transactions

\$1B+

Total Volume

10M+

Total SF

10+

Offices

175+

Licensed Agents

75+

Years in Business

2023 was an incredible year in which we accomplished many of the goals we set out to achieve! Across all of our offices, our agents were winning prestigious awards, earning new designations, and starting positions with important commercial real estate associations and organizations. Our team is thankful for all the friends, family, colleagues, and clients that contributed to all the success we achieved this year. We look forward to 2024 and promise to keep working hard to serve our buyers, owners, and occupants!

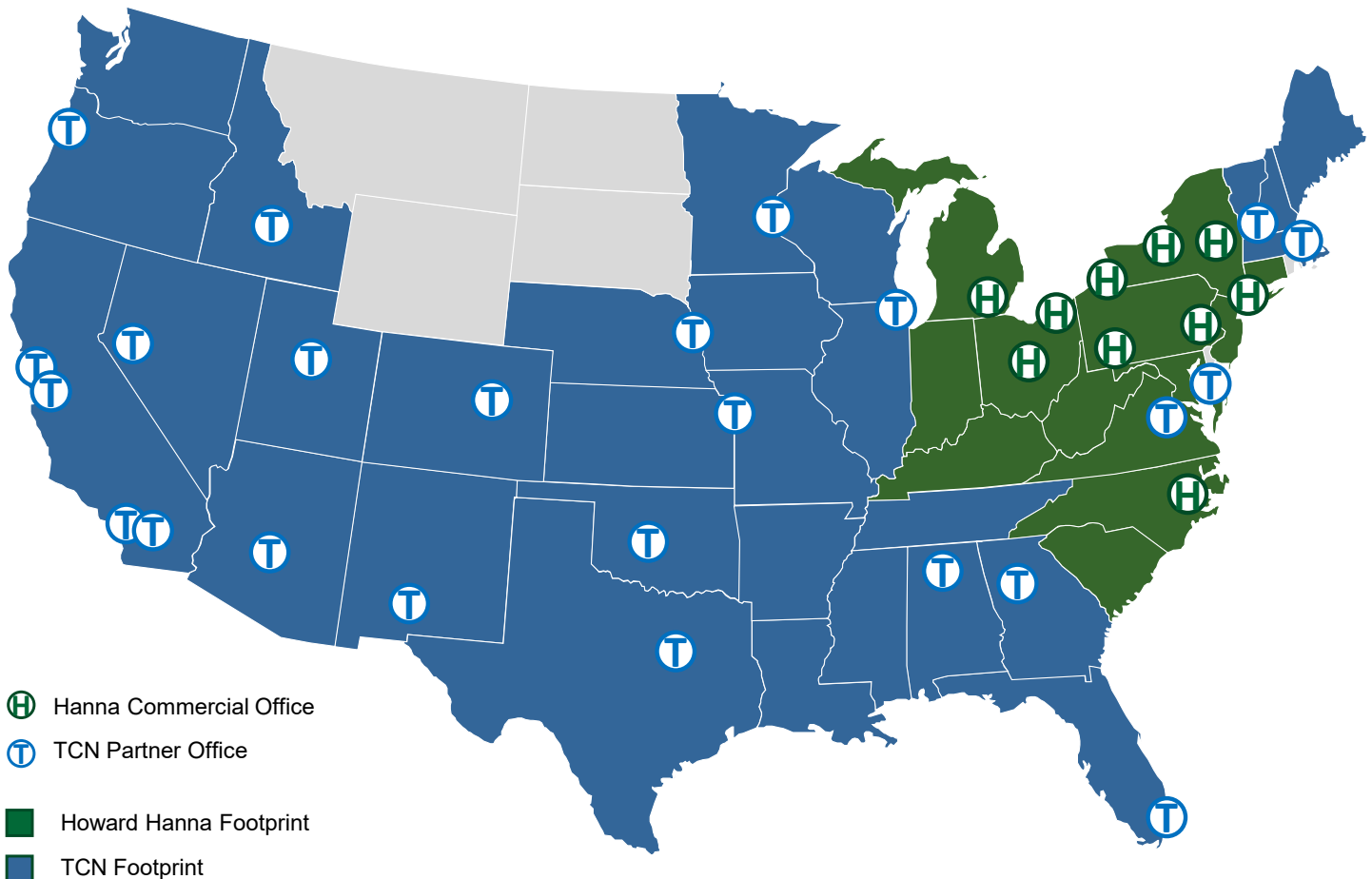
LOCAL OWNERSHIP

Hanna Commercial is the region's largest locally-owned commercial real estate firm. Hanna's diverse team helps clients find real estate solutions across the country and globe every day. More than 175 licensed professionals focused exclusively on commercial properties. As a part of the Howard Hanna family of companies, we have an extended network of more than 15,000 real estate agents.

GLOBAL REACH

Hanna Commercial is the Midwest partner for TCN Worldwide, a consortium of independent real estate firms with 60+ offices serving 200+ markets, 1500+ professionals, and \$47B+ transactions. Hanna CRE's Corporate Services team also does work internationally and Hanna professionals are part of nation- and world-wide networks including SIOR, CCIM, CREW, NAIOP and others.

INCREDIBLE NETWORK



CRAIN'S CLEVELAND BUSINESS

40 Under 40 Class of 2023

Cheng-Han Yu, CCIM

Leaders in Real Estate

David Stover

Greg West

Diana Whisenant



Greater Cleveland Chapter Outstanding Fundraising Volunteer

Mac Biggar



Buckley King Broker of the Year

Diana Whisenant, SIOR

Transaction of the Year

Hemel Hempstead, UK Building and

Land Sale and Office Relocation -

Julie Sabroff, CCIM, SIOR



Top Producer

Doug Tenenbaum

Top Producer - Generalist

Scott Hrabcak



2023 Economic Development Dealmakers Award

Paul & Sam Adler



2023 Visionaire Award

Paul Adler & Rand Commercial (RC)

for implementation of accessiBe

application to create an all

inclusive revamped RC website



From our Cleveland office, Julie Sabroff, CCIM, SIOR earned her SIOR Designation as an office specialist. She attended her first convention in Chicago, Illinois and is also a member of the SIOR Office Member Committee. Diana Whisenant, SIOR participated on a panel of international brokerage experts at the SIOR Convention in Montreal, Canada.

The Society of Industrial and Office Realtors® (SIOR) recently elected Michael Connor, SIOR, Vice President of Hanna Langholz Wilson Ellis in Pittsburgh, P.A., to serve a two-year term on the SIOR Regional Director in the Mid-Atlantic Region. He assumed the position at SIOR's Fall 2023 conference in Chicago. Michael will serve as the liaison between the SIOR Board of Directors and SIOR Chapters in Pittsburgh, Philadelphia, Washington, D.C. Baltimore, Delaware and Northern Virginia.



At Rand Commercial, Michael Chang co-Chairs Rockland Business Association's CRED (Commercial Real Estate & Development) Council. Hilary Ryan Goldman was elected Secretary for NYSCAR Hudson Valley Chapter & received the President's Award for Outstanding Service to the HV Chapter. Ann Silver co-Chairs Westchester UJA Business and Professional Board's Community Involvement Group. Paul Adler received 2023 Humanitarian Award from Operation Santa Claus Charity.

In Buffalo, Robert Strell was elected President of the New York State Commercial Association of Realtors (NYSCAR). Marge Tuerk was elected to the WNY Chapter of NYSCAR Board of Directors and appointed Secretary for the NY CCIM Chapter.

Out of our Central Ohio office, Scott Hrabcak was elected to serve as President of the Columbus Realtors in 2024. Columbus Realtors is a professional Realtor Association serving some 10,000 commercial and residential Realtors in the Central Ohio Market Area. Greg Hrabcak was elected to serve his second year as the National Association of Realtor Treasurer. NAR is a professional Realtor association with some \$1.5M members throughout the nation. Ashley Simonton received her Certified Property Manager CPM designation. She also started her CCIM designation course work with completion of CI 101 in Columbus, OH along with Nick Manus. Julie Woodson and David Coe were elected President Elect and President of the Columbus Commercial Industrial & Investment Realtors for 2024.



NOTABLE DEALS



Columbus, GA Muscogee County

Broker: Anthony Delguyd
276,000 SF Warehouse/Manufacturing on
71 acres of land
Price: \$8,000,000



Pangyo, South Korea

Broker: Cheng-Han Yu
17,408 SF Office Relocation/New Lease
Lease Consideration: KRW 2,055,480,000
(+/- \$1.58 million USD)



Miami, Florida

Broker: Cheng-Han Yu
6,180 SF Office
Lease Consideration: \$899,170.64



8229 Tyler Blvd, Mentor, OH

Broker: Greg West
123,960 SF Office
Price: \$2,700,000



1201 University Rd., Cleveland, OH

Broker: Tony Visconsi
8,720 SF Restaurant on 0.41 acres
Price: \$1,500,000



26300 Miles Rd., Bedford Hts, OH

Broker: Mac and Bob Biggar
Industrial Building
Price: \$10,500,000



Mumbai, India

Broker: Brennan Tilow
120,000 SF manufacturing facility
Lease Consideration: \$11,200,000 USD



10030 Phillipp Pkwy, Streetsboro, OH

Broker: Chris Hondlik
115,205 SF Industrial
Price: \$7,000,000



28925 Fountain Pkwy, Solon, OH

Broker: Joe Martanovic & Mike Occhionero
100,000 SF Industrial
Price: \$5,747,620



Mount Vernon, 6690-6700 Beta Drive, Mayfield, OH

Broker: Dyann Davison, Bill Nice, & David Wagner
86,000 SF Office
Price: \$2,575,000



25 Hemlock Drive, Congers, NY (Rockland County)

Broker: Paul Adler, Esq., SIOR & Sam Adler
81,000+/- SF Industrial Property to Chartwell Pharmaceuticals
Price: \$13,790,000



1900 Commerce Pkwy, Lancaster, NY

Broker: Joseph Deck
36,000 SF Industrial Building
Price: \$2,795,000



955-941 Military Rd., Buffalo, NY

Broker: Joseph Deck & Scott Mason
28,500 SF Industrial
Price: \$740,000



261 & 243 Manhattan Ave, Buffalo, NY

Broker: Alicia Wittman
15,900 SF Industrial
Price: \$725,000



Fernbrook Street, Yonkers, NY (Westchester County)

Broker: Paul Adler, Esq., SIOR
3 acres Hudson River waterfront property to City of Yonkers as Parkland
Price: \$13,000,000



2054-2055 Rt 9W, West Park, NY (Ulster County)

Broker: Paul Adler, Esq., SIOR
522.5 +/- acres on the Hudson River
Missionary Sisters of the Sacred Heart to the Coptic Church of NY and New England
Price: \$9,300,000



150 Sisters Servants Lane, Sloatsburg, NY

Broker: Donna Licata
Sisters of Mary Immaculate Inc. to Tralom Sat-LLC (Ranch at Malibu spa 40+ acre iconic estate formerly known as "Table Rock" built for "Alexander Hamilton's great grandson"
Price: \$11,000,000



1065 Quaker Bridge Road East, Croton-on-Hudson, NY (Westchester County)

Broker: Paul Adler, Esq., SIOR
48.11 acres/ multiple structures Danish Home for the Aged to Gurdjieff Foundation of NY
Price: \$2,950,000

NOTABLE DEALS



26 E Talcott St, Dunkirk, NY

Broker: Paula Blanchard & Joseph Deck
244,000 SF Industrial
Price: \$1,400,000



60 Pineview Drive, Amherst, NY

Broker: David Doerr
20,460 SF Office
Price: \$1,500,000



60 Bryant Woods S, Buffalo, NY

Broker: William Heussler
7,029 SF Office
Price: \$1,000,000



208 Main St, Hamburg, NY

Broker: Joseph Deck
8,000 SF Multi-family
Price: \$800,000



8327 Erie Rd, Angola, NY

Broker: Joseph Deck
20,000 SF Retail
Price: \$575,000



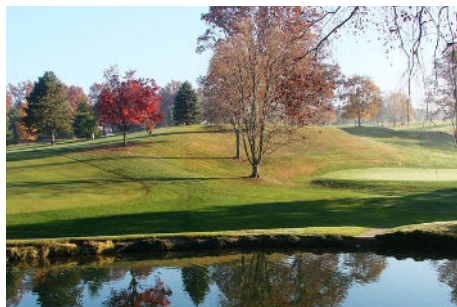
3373 Delaware Ave, Kenmore, NY

Broker: Joseph Deck & Michael Schwartz
8,000 SF Retail
Price: \$550,000



Wellington Woods

Broker: Ashley Simonton & Scott Hrabcak
52 Units
Price: \$5,200,000



OSU Properties - Hawks Nest Golf Course

Broker: Scott Hrabcak
Price: \$10,000,000



3436-3442 Millennium Ct

Broker: Scott Hrabcak & Doug Tenenbaum
Price: \$8,889,000

NOTABLE DEALS



Dick's Sporting Goods Inc.
Ross Park Mall, Ross Township, PA
Broker: Kevin Langholz, James Yarish
126,228 SF Retail
10 YR Lease



KOHL'S
Cold Spring, KY
Broker: Brian Kerr, Adam Joyce
87,106 SF Retail
10 YR Lease



Barnes & Noble Booksellers Inc.
Greensburg, PA
Broker: Kevin Langholz, James Yarish
25,050 SF Retail
10 YR Lease



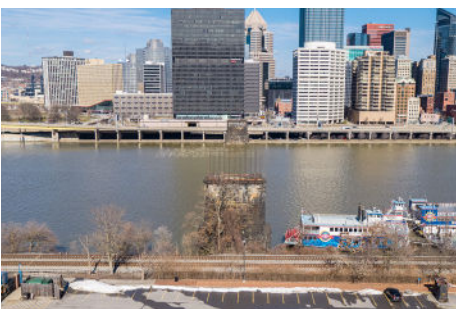
Call's Plaza
New Castle, PA
Broker: Craig Polard
57,991 SF Retail Shopping Center
Price: \$4,350,000



2526 Haymaker Rd,
Monroeville, PA
Broker: Tom Conroy
45,324 SF Special Purpose
Price: \$3,325,000



6214 Walnut Street
Shadyside, PA
Broker: Jay Phoebe
Price: \$1,500,000



Wabash Northern and Southern Pier
Broker: AJ Pantoni
Price: \$450,000



2901 Freeport Road
Pittsburgh, PA
Broker: Kevin Langholz
Price: \$6,050,000



Chipotle Mexican Grill
Broker: Kevin Langholz
11 Store Openings across PA and WV