

# Broker Profile

*Specializing In:*

**Retail**

**Land**

**Development**



## **Jay P. Carlson**

Managing Broker/Principal

Jay Carlson has been practicing Commercial Real Estate in Colorado Springs, specializing in Retail Leasing and Development since 1983. He is currently the Managing Broker and Principal of Front Range Commercial, formed in 1999. From 1994-1999 Carlson was a Principal in ownership of The Summit Commercial Group, Inc. From 1985-1990 he was the Director of Leasing for Patrick M. Nesbitt, Associates of Colorado Springs, then the largest retail developer, where he was responsible for all phases of leasing for more than 1 million square feet of retail property.

*Carlson specializes in representing Shopping Center Owners and Retail Land Owners in the leasing and development of their properties.*

His background comes from representing developers in-house and as an outside broker. Therefore, his philosophy in representing his clients is based on providing "In-House" real estate services and always negotiating with the client's best interest in mind. He is sea-

soned in accomplishing his clients goals and can negotiate on the clients behalf for zoning, financing, construction, tenant finish and taxes to accomplish those goals.

*Carlson has negotiated leases with the top names in retailing including: Wal-Mart, K-Mart, Best Buy, and PetsMart.*

A native of Chicago, Ill., Carlson moved to Colorado Springs in 1972. He is a 1982 graduate of the University of Colorado-Boulder where he earned a Bachelor of Arts Degree in Economics. He is past Chairman and board member of the Realtors Commercial and Industrial Society in Colorado Springs, a member of the Pikes Peak Association of Realtors, the International Council of Shopping Centers and was Chairman of the Western United States Retail Group for Coldwell Banker Commercial 2000-2002. He was chosen the 2001 Realtor of the Year by the Realtors Commercial and Industrial Society in Colorado Springs.



# Deal Sheet



**Jay P. Carlson**

<b>Client</b>	<b># of Locations</b>	<b>Square Feet</b>
Youth Outreach		100,000
Kmart		94,693
WalMart		87,000
Sealy Mattress Co.		70,000
Burlington Coat Factory		62,760
MediaPlay		45,900
Adventures in RV's		40,000
Best Buy		36,416
Bally's Total Fitness		30,000
PetsMart		28,176
Office Max		22,500
Tan Your Hide	Eight Locations	16,800
Edward Jones Investments	Twelve Locations	14,400
Four Wheel Parts & Performance		14,000
Dizzy's Play Palace		13,600
Greenbacks		13,000
Family Christian Books		12,000
K & C RV		12,000
Fashion Bug		12,000
Old Country Buffet		12,000
Western Warehouse		12,000
Olive Garden		10,000
South Liquor Mart		10,000
BBB Mart		10,000
Taste of China		9,600
Aaron's Rentals		8,415
Tipps Equipment	Four locations	8,400
Mattress Firm		6,300
New Look Beauty Supply		6,100
Ace Cash Express		5,000
Cottman Transmission		4,925
Black Eyed Pea		4,500
Bear Rock Café		4,200
Heartland Automotive		4,000
Pro Cycle		4,000
Autozone		3,500
GenX Clothing		3,330
Lamar's Donuts		3,200
Chipotle Mexican Grill		3,000
Ace TV Rentals		3,000
Commercial Credit Plan		2,740
Futon Showcase		2,614
Philippine Market		2,575
Sun Fish Market		2,450
Sylvan Learning Center		2,400
Beneficial Finance		1,922
Red Wing Shoes		1,900
Equity One		1,800
Trinity Communications		1,600
Premier Bank		1,600
Thrifty Rental Car		1,400
Titan Auto Insurance		1,150