



## 2019 Year in Review: Camille Renshaw, B + E

December 31, 2019 - Spotlights

Name: Camille Renshaw

Company: B + E

What was your greatest professional accomplishment in 2019?

It's hard to pick just one, but a few of come to mind. Moving the B+E "1031 Trade" platform out of Beta stage and making it available to the general public; the opening of our Denver office to support growth –bringing our office count to six in our two years of existence—and the launch of the B+E Seller Dashboards. The Seller Dashboards is the first CRE technology to provide efficient online management of the disposition process for single-tenant net lease sellers, offering real-time marketing statistics and analytics, including tenant news, stock and credit info; as well as organizational tools to keep sales on track and on time.

What was your most notable project, deal, or transaction in 2019?

We were really excited when in May, B+E brokered the largest commercial real estate transaction by a digital platform with the \$324 million Cabela's sale-leaseback. The eleven Cabela's properties represented more than 1.6 million s/f and an additional 277 acres.

What are your predictions for commercial real estate in 2020?

In 2020, we will continue to see greater demand than supply in the Net Lease sector, keeping cap rates low. That said, deal activity will remain at an all time high, due to strong overall economic fundamentals and historically low mortgage interest rates. Roughly \$70 billion will have traded in 2019, and we predict roughly \$72 billion in net lease sales volume in 2020. Net lease dealmaking will be more competitive than ever, so principals will want Net Lease technology to help them trade in ways similar to stock trading platforms. Principals will expect greater efficiencies and trading confidence through better and more data, as well as more helpful trading platforms.

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