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COMMERCIAL REAL ESTATE

OFFICE INDUSTRIAL RETAIL INVESTMENT

Volume XX, Issue 3

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ELGIN: Mixed-use 2-story bldg. for sale. Main floor currently housing antique store, upper level has 2-bdrm rental apartment.



OSWEGO: 2 adjacent units at Douglas Square Shopping Center for lease. Only vacancies in entire center! 535 sf and 570 sf. Can be leased together.



SUGAR GROVE: Well-appointed office building with suites for lease. 256 sf to 2100 sf. Good parking, good signage, overlooks Route 47.



AURORA: 5,400 sf free-standing office building for sale. 4 blocks west of Rt. 31 in downtown Aurora. Private parking in rear, 2-story with full basement.



ELK GROVE VILLAGE: 2,765 sf free-standing drive-thru restaurant bldg. for sale. Traffic-lighted intersection. Business & equipment negotiable.



OSWEGO: 1+ acre corner retail lot on the east side of the Orchard Rd. retail corridor for sale. Signalized intersection. Priced below all other competing lots!



YORKVILLE: 1,842 sf end-cap unit in brand new center for lease. Ideal for office or retail. Faces busy Rt. 47. Good parking, great visibility.



AURORA: Multi-tenant office building for sale. 3 units available for lease - 400 sf, 755 sf and 1540 sf. Private parking in rear.



FOX RIVER GROVE: 4,410 sf free-standing retail building fronting a busy state highway for sale or lease. Traffic-lighted intersection.



ST. CHARLES: 1,500 sf office condo for sale or lease. Fantastic Randall Concourse location at the corner of Dean St. and Randall Road!



YORKVILLE: Beautiful 2-bldg. 5-unit mixed use property in the heart of downtown for sale. 500 sf for owner/user, rest leased!

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RECENTLY LISTED PROPERTIES



Lansing • 2,679 sq. ft. • 5919 Cedar St.
Lease rate \$2,600 monthly NNN. Sale price \$449,000.00. Former restaurant.
Contact Tom Burchman



Lansing • 485-23,850 sq. ft. • 1161 E. Clark
Lease rate \$8.00 PSF NNN. Neighborhood Shopping Center.
Contact Jeff Ridenour



Lansing • 1,200 sq. ft. • 416 Elmwood
Lease rate \$11.50 PSF NNN. Strip center.
Contact Jeff Ridenour



Lansing • 890-6,200 sq. ft. • 862-936 Elmwood
Lease rate \$11.00 PSF NNN. Office or Retail Shopping Center.
Contact Jim Salkiewicz



Lansing • 2,948 sq. ft. • 3322 Northeast St.
Lease rate \$8.00 PSF NNN. Sale price \$235,000.00.
Contact Jeff Ridenour



East Lansing • 1,641 sq. ft. • 3498 Lake Lansing
Lease rate \$16.00 PSF NNN. Retail strip center. 5,200 sq. ft. office suite also available.
Contact Tom Burchman



Lansing • 2,880 sq. ft. • 2724 N. Grand River
Lease rate \$5.00 PSF+utilities. Office/Warehouse.
Contact Jeff Ridenour



Lansing • up to 4,300 sq. ft. • 3700 S. Waverly
Currently four spaces available. Lease rate 6.00 PSF NNN. Shopping Center.
Contact Dick Breedveld



Williamston • 2,500 sq. ft.
795 Progress Ct.
Lease rate \$8.00 PSF gross lease. Office/Warehouse.
Contact Stuart Morrison or Tony Scruby



Lansing • 19,500 sq. ft. • 3414 Aurelius
Sale price \$465,000.00. Drive-thru warehouse.
Contact Jeff Ridenour



Pottsville • 30,000 sq. ft.
345 Wright Industrial Pkwy
Lease rate \$4.50 PSF NNN. Sale price \$1,200,000. New warehouse space.
Contact Barbara J. Hepler or Nick Vlahakis



Lansing • 680-13,050 sq. ft. • 2727 Lyons Ave.
All lease rates are gross plus utilities. Lease rates: Warehouse \$4.00 PSF, Office space on main level leases for \$8.00 PSF, Office space upstairs leases for \$4.00 PSF.
Contact Jeff Ridenour

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BUY LEASE BUILD[®]

MAGAZINES

OFFICE INDUSTRIAL RETAIL INVESTMENT

VOLUME 20, ISSUE 3

BuyLeaseBuild[®] is dedicated to the promotion and marketing of commercial/industrial properties and related services. Our focus is on providing readers vital information allowing them to get deals done, and acquire property and space.

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Our Haystack
is **All Needles**

Featured on the Cover

Hillside Town Center is Moving Forward

Par Development's Vision Brings Accessibility and Quality Shopping to Hillside9

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PRINCETON Technology Park (80 miles from Chicago land, 55 miles from Quad Cities) 70 acres of prime commercial & light industrial real estate is located 1 mile from I-80 and less than a mile from BNSF railroad. This property is located directly east of 1.1 million square foot distribution facility. The entire property is located in the enterprise zone. The site is served by city electric, fiber, water & sewer & and is zoned M-2 (light manufacturing). Nicor natural gas is also available. Price per acre is \$17,000, but is negotiable.



PRINCETON Warneke Site (80 miles from Chicagoland, 55 miles from Quad Cities) This 139 acre parcel is located ¼ mile north of I-80 with direct access to IL Route 26. The property is well suited for commercial or manufacturing uses. The entire piece of property is located in the enterprise zone. Property is served by city electric, fiber, water & sewer. Nicor natural gas is also available.

**Call City Manager
Jeff Fiegenschuh at
815-879-5071 with inquires**

Roundy's Supermarkets to Anchor Village Market at Lakeshore East Complex

Magellan Development Announces Signed Lease

Chicago – Milwaukee-based Roundy's Supermarkets Inc. has signed a lease for a 55,000 square foot bi-level grocery store that will anchor a 140,000 square-foot retail center at the southwest corner of the 28-acre Lakeshore East mixed-use development across the street from Millennium Park near the confluence of the Chicago River and Lake Michigan.

"This will not only be an enormous convenience for people living at Lakeshore East, but for our residential and commercial neighbors as well. The Village Market Center is a major step towards completing our vision for the Lakeshore East Community," said Brian Gordon, vice president of development for Magellan Development Group, developer of Lakeshore East.

Roundy's is a leading grocer in the Midwest with nearly \$4 billion in sales and 20,000 employees. Founded in Milwaukee in 1872, it operates 151 retail grocery stores under the Pick 'n Save, Cops, Rainbow and Metro Market banners in Wisconsin and Minnesota.

"We are excited about opening new stores in the city of Chicago," said Robert Mariano, Roundy's chairman and CEO. "We look forward to serving customers at Lakeshore East."

Fifth Third Bank, currently situated in The Shoreham apartment tower at Lakeshore East, has also signed a lease at the Village Market Center, which will also house additional restaurants and service users, according to Gordon. He expects the retail center, which will stand just north of the 340 On The Park condominium tower, to be completed within one-year from the start of construction. Other retail tenants at Lakeshore East include CVS, opening Spring 2009 at Aqua and Caffe Rom located at The Shoreham.

The highly-acclaimed Lakeshore East incorporates all the elements of a traditional city neighborhood, a village in the heart of the city that includes homes, retail, recreational opportunities and community amenities such

as a lush public park and a planned elementary school. Its master plan captured a highly-esteemed Prix d'Excellence International Design Award from (FIABCI), the International Real Estate Federation representing more than 60 nations. It previously earned a National Honor Award for excellence in urban design from the American Institute of Architects (AIA).

Lakeshore East is regarded as a preview of

"This will not only be an enormous convenience for people living at Lakeshore East, but for our residential and commercial neighbors as well."

*-Brian Gordon
Vice President of Development
Magellan Development Group*

the future, a mixed-use development where people can live, work, shop, eat and pursue whatever interests them without having to get into a car.

The plan that completes the ambitious Illinois Center development allows for the construction of up to 4,950 residences, a magnificent 6-acre public park, 2.2 million gross square feet of commercial space, 1,500 hotel rooms, 770,000 square feet of retail space and a proposed elementary school.

Residential developments at Lakeshore East currently include six completed and occupied buildings. They include the 29-story Lancaster, the community's first condominium building with 209 homes; The Shoreham, a 46-story apartment tower with 548 residences; The Regatta, a 44-story condominium building with 325 units; The Chandler, a 35-story condominium building with 304 condo home; 340 on The Park, a 62-story condominium tower with 344 units and the 51-story The Tides, the community's second rental property with 607 luxury units now accepting applications.

Construction is progressing on the 82-story Aqua, which will be the first high-rise in the city designed uniquely to combine condominiums, rental apartments, hotel and retail spaces. The first phase of The Parkhomes at Lakeshore East, an enclave of 25 gracious townhomes, is also under construction.

Arthur J. Rogers Robins Serves as AIRE President

Des Plaines, IL – Arthur J. Rogers & Co., announce that Jane Robins, vice president of the firm, is serving as the 2009 president of the Association of Industrial Real Estate Brokers.



Robins

Robins, previously the vice president for AIRE, joined Arthur J. Rogers & Co. in 2001. She has more than 12 years experience in commercial and industrial real estate and a broad base of expertise representing small entrepreneurial businesses as well as Fortune 500 corporations.

“We are excited to see Jane as the president of AIRE for this year,” said William G. Schmitz, president and CEO of Arthur J. Rogers & Co. “She is a dynamic leader – full of enthusiasm and ingenuity. She has brought, and continues to bring, much success to our firm and I know that she will do the same for AIRE.”

As president of AIRE, Robins hopes to implement a series of enhancements to the organization. Special emphasis will be given to AIRE’s core values of ethics, education and cooperation. For example, the AIRE website will be further expanded and improved upon to include access to educational and market information, as well as a web-based cooperation section for members to share completed transactions online. AIRE has also implemented a strategic planning committee and by-laws review committee to update and review current procedures and maintain AIRE’s strategic alignment with modern challenges and future expectations. Through the newly formed caring community committee AIRE will continue its commitment to the community and its members. “It is an honor and privilege to serve as president of AIRE for the 2009 term,” said Robins. “My goal is to remain dedicated to the high level of service and professionalism our members, clients and community have grown to expect. Growth and trust are two essential imperatives on which AIRE’s future will be sustained.”

AIRE was founded in 1956 to improve communications among industrial brokers in metropolitan Chicago. The organization is dedicated to strict ethics, moral conduct, professional education, technological advances and cooperation between industrial real estate brokerage professionals.

Stanley Joins Grubb & Ellis Co. as Senior Vice President

Newly Created Position Designed to Support Growth of Chicago Offices

Chicago – Grubb & Ellis Co. announced that Justin A. Stanley Jr., known throughout the local market as “J”, has joined the company as senior vice president, director of sales, effective immediately. The newly created position broadens the Chicago offices’ management team and is designed to support the company’s objectives of continued growth and enhanced client service

Most recently, Stanley, 60, was CFO at Staubach Midwest LLC, a position he held from 2000 to the company’s merger with Jones Lang LaSalle in August of 2008.

“J is the kind of coach that drives even all-star players to heightened levels of performance,” said Shawn P. Mobley, executive vice president and managing director of Grubb & Ellis’ Chicago offices. “He will provide our current brokerage sales professionals with the support they need to better serve our clients and continue to develop professionally.”

Stanley brings 35 years of finance experience to Grubb & Ellis, including serving as chief financial officer at a number of real estate service and development firms where he oversaw the financial aspects of the development of Hotel Burnham and the North Pier apartment tower in Chicago and Block E development in Minneapolis.

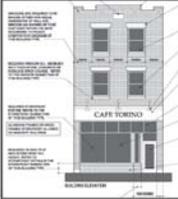
During this tenure at Staubach, Stanley played a key role in more than tripling revenue and significantly improving the unit’s overall profitability. At Grubb & Ellis, Stanley will be responsible for the Chicago offices’ internal sales management functions, revenue projections and associate development.

“Grubb & Ellis has enjoyed significant recruiting success over the past several years. I look forward to maximizing the success of our brokerage sales professionals by enhancing productivity and leveraging the company’s integrated scope of services to ensure that our clients receive world-class service,” said Stanley. Stanley holds a bachelor’s from Dartmouth College and an MBA from the University of Chicago. He is a certified public accountant in the state of Illinois.

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Inside the Industry...

Jonathan Brateman Properties Celebrates 20th

Novi, MI – Jonathan Brateman Properties Inc. announced its 20th anniversary. The firm has served the Metro Detroit area since incorporation in 1989. The Novi-based commercial real estate brokerage company is headed by Jonathan Brateman, president. Prior to creating Jonathan Brateman Inc., Brateman graduated with an MBA from University of Michigan. Brateman has been active in developing the city of Novi and surrounding Oakland County locations. Brateman is a past president of Young Israel of Southfield and is married to Lea.



Brateman

The Schenk Co. Closes Office Lease Transaction

Columbus, OH – Greg Schenk, SIOR of The Schenk Co. represented Alternate Solutions in their new site and lease negotiations in Dublin, Ohio. Alternate Solutions HomeCare opens branch office in Columbus, Ohio to provide

home healthcare services to the greater Columbus area. Alternate Solutions HomeCare specializes in providing services to those who are homebound in need of skilled nursing, therapy and home health aide.

The Wisinski Group Brokers Land Sale

Grand Rapids, MI – The Wisinski Group announced a sale of 31 acres of agricultural land currently used as horse stables. The property boasts five buildings totaling 31,028 square feet and breaks down as follows: a 9,044 square foot stable; a 4,784 square foot stable; a 13,216 square foot riding arena; a 3,456 square foot stable; and a 528 square foot residential building. Kentree Stables LLC sold the property located at 4861 Michigan for \$800,000. Aaron Young of The Wisinski Group represented the owner and Stan Wisinski represented the buyer.



Young



Wisinski

Realty Advisors Brokers Restaurant Property

Lafayette, IN – Matt Washburn of Realty Advisors brokered the sale of a 1.2 acre, 5,500 square foot restaurant property in Lafayette Marketplace. The new owners of the K-Mart anchored shopping center, Baseline Investments, bought the 215,000 square foot center in early 2008. Nine Irish Brothers purchased the former Ruby Tuesday building from Baseline in late 2008 and have opened their second location at 3520 SR 38 East in Lafayette. The owners were represented by Jake Johnson of Situs Realty Corp. Jerry and Jan O'Bryan opened their first location in West Lafayette three years ago and with the help of O'Bryan's nephew Tim O'Bryan and his wife Betty they have purchased their second location in Lafayette Marketplace directly across from the Tippecanoe Mall. Tim and Betty O'Bryan will be the primary owners/operators and are on site every day.



Washburn

Inside the Industry continued on page 10



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<p>5039 28TH ST. SE, GRAND RAPIDS</p>  <p>FOR LEASE</p> <ul style="list-style-type: none"> • Former Bennigans restaurant • 8,000 SF Available • Liquor license and FFE available • Great location at 28th Street and I-96 near Costco 	<p>2950 BROADMOOR AVE. SE, GRAND RAPIDS</p>  <p>SALE/LEASE</p> <ul style="list-style-type: none"> • \$1,300,000 • 11,900 SF Available • Great retail location across from Lowe's • Lease Price: \$11.00/SF, Triple Net 	<p>2211 E. BELTLINE AVE. SE, GRAND RAPIDS</p>  <p>FOR LEASE</p> <ul style="list-style-type: none"> • New upscale retail center • 1,298 - 7,911 SF Available for lease • Located next to the Celebration! Cinema complex



Dave Denton, CCIM
Vice President, Retail Advisor
616.881.2900 mobile
dave.denton@gepc.com

DAVE DENTON SPECIALIZES *EXCLUSIVELY* IN THE RETAIL MARKET. IF YOU'RE LOOKING TO BUY, SELL, OR LEASE RETAIL PROPERTY IN WEST MICHIGAN, CONTACT DAVE DENTON TODAY.

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Hillside Town Center is Moving Forward

Par Development's Vision Brings Accessible and Quality Shopping to Hillside



From a small excavating company with three employees in 1961, Ray Plote has expanded his vision to include: Plote Construction Inc. which includes heavy highway construction, an aggregate supplier of sand, gravel and limestone, asphalt and concrete paving, and private development construction, and Par Development Inc., a multi-dimensional company he started in 1989, focusing primarily on property acquisition and development. Notable examples in its portfolio of developments are the prestigious Boulder Ridge Country Club in Lake In The Hills and White Deer Run Golf Course in Vernon Hills.

With the grand opening of a Super Target in Hillside, IL. on March 8, 2009, Par Development has grown to be the developer of one of the largest shopping centers to open in Illinois this year. Hillside Town Center is a 350,000 plus square foot power center that sits on 32 acres formerly comprised of residential and industrial land located at the southwest quadrant of Interstate-290 (Eisenhower Expressway) and the Mannheim Road.

Anchored by Super Target, Hillside Town Center tenants include Petco, Michaels, Staples, The RoomPlace (by Harlem Furniture), Panda Express, Qdoba Mexican Grill, American Mattress, Visionworks, GameStop and Sally Beauty. The center also includes a new 135 room Holiday Inn Express, the first new hotel to open between Oak Brook and downtown Chicago in almost two decades.

Hillside, located in western Cook County resides 14 miles west of the Loop (Downtown Chicago). Hillside occupies the center of a network of expressways serving the Chicago region. I-290 cuts through the village from east to west, with I-294 and the I-290 extension near Hillside's northwestern boundary providing access and unsurpassed visibility to Hillside Town Center.

"Hillside Town Center was constructed on a very challenging site at a time in history when many other projects were either shelved or sat in an incomplete state of construction," said John Flood, director of economic development for the Village of Hillside. "While others pulled back due to skepticism and lack of funding, Hillside Town Center moved forward. The center was leased and continues to be leased at one of the worst economic times in history."

"While others pulled back due to skepticism and lack of funding, Hillside Town Center moved forward.." John Flood, director of economic development for the Village of Hillside

At an economically challenged time with retail and real estate interests affected, Hillside Town Center is nearly 80 percent pre-leased. "We had a vision and the Village of Hillside had a need - together, we created an opportunity for the residents of Hillside and its surrounding communities to have accessible

quality shopping," said Dan Shepard, executive vice-president who heads development for East Dundee-based Par Development Inc.

"Hillside Town Center is one of the most visible shopping centers in the Chicago market," said Sierra Realty Advisors' Joe Grody, who handles the leasing for Hillside Town Center. "Elevated above the Eisenhower Expressway makes the shopping center a virtual billboard!"

Super Target will hold its grand opening on March 8, 2009. Various tenants and the Holiday Inn Express will be opening with Super Target. Par Development will host a community grand opening on April 18, 2009 which will include pony rides, face painting and entertainment for the whole family.

To find out more on Hillside Town Center and how you can be a part of this exciting shopping center, contact Joe Grody at Sierra Realty Advisors, 312.254.0724 or visit www.sierraadvisors.com.

Sierra Realty Advisors specializes in leasing and consulting on retail developments and the retail components of mixed-use properties, the representation of retail and restaurant tenants throughout North America, and the development of retail and mixed-use projects. A leading consultant in connection with restaurant rollout and expansion programs, Sierra develops real estate strategies, identifies locations and negotiates leases nationwide.



PAR DEVELOPMENT, INC.

For more information on Par Development call 847.428.1000 or visit www.pardevelopment.com

Caton Commercial Announces Leases

Plainfield, IL – Theresa Schulz of Caton Commercial Real Estate Group represented the expansion of Allstar Dental from their Chicago location into the suburbs. Their first two locations consists of 2,400 square feet at 1261 N. Lake St., Aurora with Comar Properties and 2,800 square feet at 2239 W. Jefferson, Joliet. Schulz also represented Merlin Corp. in a 4,280 square foot, long term lease in Crest Hill at Weber & Renwick.



Schulz

Commercial Equities Announces Transactions

Bay City, MI – Sandra Covalleski of Commercial Equities represented Seung-Ni Martial Arts in brokering a lease of a 4,080 square foot building in Bay City. The Seung-Ni Fit Club opened its doors on the Wilder Road corridor in January 2009, as its fifth location of Seung-Ni. In Auburn, Mich., Covalleski represent-



Covalleski

ed the Bay Medical Foundation, an affiliate of McLaren Health, in the sale of their 2,213 square foot office building located just north of Bay City off US-10. Covalleski represented both the seller and buyer in the transaction. The buyer opened the location as a Chiropractic Clinic.

Grubb & Ellis|Paramount Commerce Brokers Lease

Grand Rapids, MI – Dave Denton, CCIM and Joel Kamstra of Grubb & Ellis|Paramount Commerce brokered a retail lease of 1,532 square feet located at 6275 28th St., SE, Suite D, Grand Rapids. Denton and Kamstra represented the landlord Denali Investments LLC and Darrel Herweyer of DAR Development represented the tenant Cascade Pizza LLC d/b/a Jet's Pizza.

Alterra Sells Two Metro Place for \$16 Million

Columbus, OH – Two Metro Place in Dublin has been sold by 565 Metro LLC to an East Coast investment company for \$16 million. Two Metro Place was originally purchased in July 2007 for \$13.5 million by a group of local investors led by Brad Kitchen, president of Alterra Real Estate

Advisors, and Ron Davis. At the time of purchase in 2007, the building was 85 percent occupied. Kitchen added tenants to bring it to 98 percent occupancy.

Matanky's Kalman Signs Three Chicago Leases

Chicago – Eli Kalman of Matanky Realty Group has leased three spaces at 1907 N. Mendell, Chicago to The Boutique Home Inc. and to Moratto & Associates, and to McKinley Wells. This light industrial warehouse is located three blocks from the I-90/94 Armitage exit, and two blocks from Metra's Clybourn Station.



Kalman

IPO Brokers Detroit Multifamily Sale

Bloomfield Hills, MI – Jason Gardner of Income Property Organization represented the owner and A.J. Beachum, J.D. of IPO represented the buyer, River-Burt LLC in a 48-unit multifamily all cash transaction of \$240,000. The property, River Manor Apartments, is located at 16711 Burt, in Detroit. IPO was engaged by Charter One Bank through its receiver to sell the asset.

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40

Years
of
Service

Uses include: Field office, manufacturing, construction sites, inventory management and more.

The buyer plans to rehabilitate and stabilize the asset.

Coldwell Banker Brokers Industrial Lease Renewal

Indianapolis – Jeff Baumgartner of Coldwell Banker Commercial Realty Services has negotiated the signing of a \$464,036 - 26,000 square foot, industrial lease renewal with FedEx Ground Package Systems Inc., located at 3419 Rascal Drive in Lafayette, Ind. Baumgartner represented FedEx in this transaction.

CB Richard Ellis|Grand Rapids Brokers Lease

Grand Rapids, MI – CB Richard Ellis|Grand Rapids announced that Fidelity Investments has entered into a long-term lease with landlord MCAE, LLC for 5,150 square feet within The Corner Shops at Woodland, located at the southeast corner of 28th Street, SE and Broadmoor Avenue, SE in Grand Rapids. Fidelity is the largest mutual fund company in the United States and is one of the world's largest providers of financial services for 24 million individuals and institutions. Fidelity offers discount brokerage services, retirement services, estate planning, wealth management, securities execution and clearance and life

insurance. This is Fidelity's first Grand Rapids location. CBRE represented the tenant in the transaction. Robert G. Lotzar, vice president/retail advisor provided current market statistics, performed a detailed site search of the centers which could best accommodate the current and future needs of the company, and ultimately negotiated the most favorable terms on behalf of his client.

G & S Commercial Group Announces Retail Lease

Joliet, IL – G & S Commercial Group LLC announced a retail transaction. Mark E. Koenig with G & S Commercial Group represented both parties. The tenant Bluetek Digital Printing leased 1,265 square feet of retail space located at Hammel Creek Commons, at northeast corner of River Road and Route 52. The landlord, Freecrest Investments leased the space for five years.



Koenig

Resource Commercial Locates New HQ for IOPO

Indianapolis – The Indiana Organ Procurement Organization announced the purchase of the property and building located at

3760 Guion Road in Indianapolis. The property sale closed November 2008. The 37,000 square foot building will serve as IOPO's new headquarters providing expanded space for staff training, laboratory facilities and new communications center. Tim O'Brien, president of Resource Commercial Real Estate LLC represented IOPO in the transaction. CB Richard Ellis represented the building owner. IOPO has a statewide staff of 97 employees with the majority of staff working from the Indianapolis facility. IOPO also owns office and laboratory space in Ft. Wayne, Ind.

Goodman Real Estate Completes Deal

Lyndhurst, OH – Goodman Real Estate Services Group LLC completed the lease of a 6,500 square foot Famous Footwear at The Shops at Boardman Park in Boardman, Ohio. With more than 120 million customers per year, Famous Footwear is America's #1 retailer of value brand name shoes. Famous Footwear operates more than 930 locations in all 50 states, Guam, and Puerto Rico. Zachary Sogoloff, senior associate at Goodman Real Estate Services Group, exclusively represents Famous Footwear in Northern Ohio.

Inside the Industry continued on page 12



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Real Estate Auction

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Modern Industrial Facility on 10 Acres

2% Broker Participation



1000 Bacon Road • Painesville, Ohio 44077

53,000 +- sq.ft. masonry industrial building constructed in 1997. Completely sprinklered and air conditioned (zone control HVAC). 20' +- ceiling height on average. Heavy power. Loading dock. Two drive-in doors. Concrete and asphalt paving. Concrete drive is gated at Bacon Rd. All public utilities. Situated on 10 private acres in Painesville Township, Lake County, Ohio. Zoned I-2 Heavy Industrial. Additional acreage available. Lake County Real Estate Parcel No. 11B0460000060

TERMS OF SALE: Minimum opening bid: \$1,750,000.00. Purchaser to deposit \$175,000.00 by bank cashier check at time of sale plus any amount necessary to bring the total deposit to 10% of the purchase price. Balance of the purchase price due by bank cashier check within thirty days from the confirmation of sale.

Inquirers Please Contact: Dave Bambeck 330-260-0192
Bambeck Auctioneers Inc.
www.bambeck.com

The Wisinski Group Brokers Industrial Lease



Anes Makowski Hurley

Grand Rapids, MI – The Wisinski Group announced a 2,700 square foot industrial lease located at 3086 - A Dixie St., SW for \$2.75 per square foot, triple net. Complete Property Care leased the space from Kooman Development Inc. Curt Anes of The Wisinski Group represented the tenant Complete Property Care and Jason Makowski and Chip Hurley of The Wisinski Group represented the landlord Kooman Development Inc.

Kowit & Passov Brokers Four Office Transactions

Cleveland – Sports & Spine leased 4,250 square feet of space at 3365 Richmond Road in Beachwood. Julie White and Myrna Previte at Kowit & Passov Real Estate Group represented the tenant on a five year lease. Balance Solutions leased 3,453 square

City of Alpena - Michigan's Adventure



Call US 23 North
989-354-1700 Greg Sundin,
 Planning and Development Director
gregs@alpena.mi.us
 City of Alpena

US 23 North Property Information

- 98 acres on north side near community college, hospital, civic center, prof. offices
- 750'+ of front on US 23
- Traffic count - 14,000 ADT
- Near growing lakefront residential development north of City
 - Flexible lot configuration
 - All utilities available
 - Zoned for mixed use
 - Land Costs negotiable to \$0 based on Capital Investment and Job Creation





Alpena Commerce Industrial Park

- 12 Lots Available for Purchase
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Tuesday, March 24 @ 1PM
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By order of secured creditor, four commercial/industrial parcels. Two parcels have newer 2,024 SF warehouses with small office area, two vacant parcels. Great location. Outstanding investment opportunity. Bank must sell.



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 1800lastbid (527-8243).**

feet at Landerhaven Office Condos in Mayfield Heights. White represented the landlord on a five year lease. Children Access Network leased 2,398 square feet at The Leader Building, located on Superior Avenue in Cleveland. Chuck Essreg and Previte at Kowitz & Passov Real Estate Group represented the tenant and Previte also represented the landlord on a six year lease. Quest Diagnostics leased 2,084 square feet at Solon Park Place in Solon. Previte represented the landlord on a five year lease.

Matanky Group Announces Chicago Warehouse Sale

Chicago – Malik C. Elliott of Matanky Realty Group Inc. sold a 6,044 square foot one-story warehouse building situated on approximately 7,485 square feet of land located 2920 N. Elston Ave., Chicago. Elliot and Terri J. Cox represented the seller.



Elliott

The seller's attorney was Harold Berg. The buyer's attorney was Christopher Caravette. The buyer's agent was Kathleen Cordes of Prudential Preferred Properties. The property was listed at \$700,000.

Inside the Industry continued on page 18



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Jeff - jeichhorn@hsabh.com



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Jack Brauer - jbrauer@hsabh.com



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- Brand New Building
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Don Follmer - dfollmer@hsabh.com



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Traverse City - 52 acres, PUD zoning allowing commercial, medical office, multi-family. Near West Senior High School. Super project for Retirement Community. \$1,300,000.



James A. Schmuckal, Realtor
schmuckalrealtor@chartermi.net
231-946-5100

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SOUTH HAVEN, MI

2,240 SF bldg, previously used as medical office. Great potential for retail, office, etc. Paved parking. Handicap accessible. Extremely visible. ¼ mi. E. I-196. Industrial Park, Lake Michigan College, Menards, Walmart, hotels across street.. \$225,000.

Maple Street Grocery - Small operation with BIG possibilities 2 blocks from Lake Michigan. Neighborhood business. Combination storefront with living unit. Living unit completely remodeled and truly a gem. Owner participation an option to right buyer! \$275,000.

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13,900 SF Downtown South Haven, MI!! Hotel Nichols with river views. 15 private rooms, 2 sprawling apartments, huge private owners quarters, Many original architectural features add to the charm and character of this hotel. \$1,199,000.

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Saginaw



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McLennan Commercial Announces Transactions

Park Ridge, IL – McLennan Commercial brokers four transactions. Chuck Wiercinski of McLennan Commercial Properties Inc. represented both parties in the sale of 1.4 acres of land on Soreng Avenue in Schiller Park to St. Thomas Orthodox Church. Owen Hayes of McLennan Commercial Properties, Inc. represented both parties in a lease for 958 square feet of office space at 1420 Renaissance Drive, Park Ridge for Sullivan and Johnson LTD. Hayes also represented both parties in a lease for 960 square feet of office space at 1420 Renaissance Drive, Park Ridge for Softcare Periodontics. Hayes represented both parties in the sale of a 1,515 square foot office condo at 1801 Hicks Road to Shah Holdings Inc.



Wiercinski



Hayes

HSA Commercial Brokers Two Office Leases

Chicago – Ryan Foran, assistant vice president, HSA Commercial Real Estate, represented two office tenants in downtown Chicago. Both were relocation and expansion leases totaling 12,401 square feet. Integrated Marketing Solutions Inc. relocated into 7,371 square feet of space at 222 W. Hubbard St. in Chicago's River North neighborhood. IMS is the first office tenant in the rehabbed building, which is owned by Urban Innovations. Ownership was represented in-house by Aaron Zaretsky. Foran also represented Chicago Capital Markets LLC, in moving into 5,030 square feet of new space at One Financial Place, 440 S. LaSalle St. in the heart of Chicago's financial district relocating from 1 N. Wacker. Ownership of the building, Behringer Harvard, was represented by Michael Curran of Jones Lang LaSalle.

Hillside Town Center and Super Target Opening

Chicago – Hillside Town Center, a 350,000 square foot power center located in the Chicago near-west suburb of Hillside, Illinois and anchored by Super Target, celebrates its grand opening on Sunday, March 8, 2009. Sierra Realty Advisors' Joe Grody represented the landlord, Metro Commons, LLC, in leasing the shopping center. Tenants include Super Target, Petco, Michaels, Staples, The RoomPlace (by Harlem Furniture), Panda Express, Qdoba Mexican Grill, American Mattress, Visionworks, GameStop, and Sally Beauty.

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Andy Gallas—Senior Associate
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People in the News...

Ramadan Joins Matanky

Chicago – Matanky Realty Group announced the addition of Matthew L. Ramadan as a sales and leasing associate. Ramadan is a licensed Illinois real estate salesperson and in addition he is certified in construction management/field engineering, journeyman carpentry, non-profit management, total quality management, multi-cultural leadership, economic development finance professional, zoning administration, and floodplain management. He has nearly 20 years of urban planning and management in Minneapolis, Minn. and Durham, N.C., and brings his unique skills to the Matanky Realty Group team.

Ramshaw Hired On

Champaign, IL – Jay Ramshaw joins family real estate company. He has joined Ramshaw Real Estate in Champaign as a real estate agent working in commercial brokerage, development, and management. A member of the National Association of REALTORS®, Ramshaw earned his B.A. from the University of Illinois in 2008 and was a member of the Fighting Illini football team from 2003 to 2007.

Krupa Promoted

Chicago – KT Public Relations announced that Joanna Krupa has been promoted to director of public relations from senior account executive. Krupa will focus on expanding business within the metropolitan Chicago and national markets. Krupa brings nearly a decade of experience. She holds a Bachelor of Science degree in marketing and finance from DePaul University and currently resides in Chicago.

Three Join IHC Construction

Elgin, IL – IHC Construction Cos. LLC announced the addition of three employees. Cory McLean joined IHC as senior estimator. He brings with him 12 years of industry experience. Graeme Foster joined IHC as senior project manager. He holds a Bachelor of Science degree in building construction, and is a LEED Accredited Professional. He was most recently employed as Vice President with Dixon Construction Group in McHenry, Ill. Raul Cantu has also been hired with IHC as safety engineer. He has a Bachelor of Science degree in parks and recreation administration: program management, as well as 130-hour construction safety coordinator certification and is currently earning a master's degree in safety.

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- ▶ **SOUTH HOLLAND, IL** - 1800 5600 SF with 1800 SF office, 1 dock, 1 DID.
- ▶ **TRAILER PARKING** available at **I 80/204 & Halsted** 217,800 SF.
- ▶ **MOKENA, IL** - 1875 SF w/ 1 DID.
- ▶ **MARKHAM, IL** - 35,000 SF w/ 1,000 SF office, 6 docks.
- ▶ **BRIDGEVIEW-** 6,250 SF with 600 SF office, 1 DID,
- ▶ **DOLTON** - 4,800 SF with 400 SF office, 1 DID, 1 DK.

S & SW Metro Chicago



FOR LEASE

I 80/294 & HALSTED - 32,000 SF For Lease with 2,000 SF office, 2 docks, 2 DID



FOR SALE

CHICAGO HEIGHTS, IL - 65,760 SF Priced right. Low taxes. On 5.87 acres. 1799 SF office, 8 docks, 1 DID, 24' ceilings. \$1,450,000.



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ALSIP, IL - 10,000 - 45,000 SF. With office. Docks and DID's available in each suite. Only \$5.75/SF.



FOR LEASE

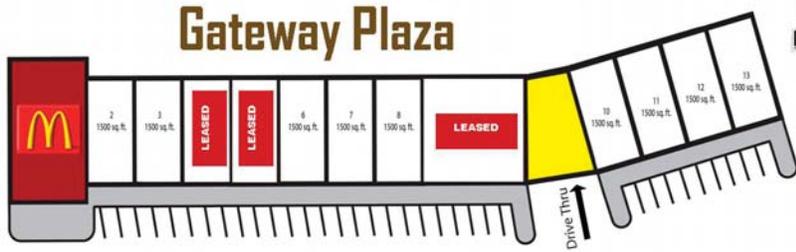
BLUE ISLAND, IL - 3,600SF - 80,000 SF. Up to 2,000 SF office. Up to 4 docks and 4 DID's. 24' clear. Rail access. 7 acres parking. \$2.50/SF.



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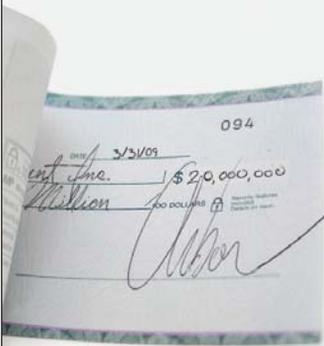
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City of Midland - 2 acres on Wackerly Rd. adjoining City Industrial/Commercial Zoned. About 1 acre of parking is already developed. \$180,000. Part of Hangtime Condo project.

Midland area - 8 acres adjoining Hangtime Hoops building. Zoned commercial. Great highway exposure to over 30,000 per day average. \$400,000.

Midland City - 204 x 204 commercial lot on Isabella Rd. (M-20). Municipal water available. over 24,000 cars per day traffic count. Great exposure. Priced to sell at \$65,000 or will build-to-suit.

Midland City - Approx. 6 acres with 660' frontage on N. Saginaw Rd. Zoned commercial. Would sell at \$1,200 per front foot. Municipal water & sewer to the property. Ready to develop. Priced at appraisal \$800,000.

Sanford - Great office building. Owner downsizing. Would rent part from new owner. 6,000 SF, loads of built-ins on 2.24 acres. next to 4-way on & off US-10, West River Rd. exit. Call for details.

FOR SALE

Coleman City - 25 acres with sewer & water available. Two sites on road can still be built on without development. Modular or manufactured homes allowed. Schools and shopping within ¼ mile. Railroad across the street. Engineering completed for subdivision. Present owner will joint venture or sell. \$125,000.

Midland County - 60 acres adjoining city of Coleman in Warren Twp. Level and ready for development. County drain runs along property line. Annexation to city would give municipal water & sewer. Call for details. \$180,000.

Midland County - 5 acres of commercial land with 880' on 4 lane busy city artery. 330' from lighted corner. Adjoins 7 acre nature reserve. Priced \$440,000 for sale. Sewer, water, paved street, curb, gutter and storm sewer already in and paid for. This site is ready to build on.

New Listing - On Wixom Lake. Marina with 44 boat slips, 25 camp sites, gas service, grocery, bait & beer & wine. Beautiful living quarters. Loads of storage area. Call Bruce for details.

Midland City - Zoned commercial. ideal for office complex development. Close to hospital, Northwood University, and seniors complex. Ready to be built on. 880' on Dublin Ave, north of N. Saginaw Rd.

Midland City - Net lease building giving 9% CAP. 7,600 SF in all. Tenant pays everything. Call Dick Miller for details.

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West Branch - Woodland Car Wash. 2 auto wash bays, 6 self-service bays on 0.66 acres. \$710,000.

Standish - Standish Car Wash. 2 auto wash bays, 3 self-service bays on shopping center with 0.57 acres. \$570,000.

Standish - North Standish Wash. 6 self-service bays on 0.57 acres. \$200,000.

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2050 S. DIXON STREET • KOKOMO, IN
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- Located 40 Miles North of Indianapolis
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- Lease Commencement: 6/15/2009

108 S. HOWARD ST • FLORA, IN
\$797,631 • 8.27% CAP

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- Located 50 Miles North of Indianapolis
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400 S. 11TH STREET • FRANKTON, IN
\$755,619 • 8.25% CAP

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- Rent Increase in Lease Year 11
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2720 EAST MEMORIAL AVE. • MUNCIE, IN
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