

**Category: Broker Transaction - Industrial**

Bob's Discount Furniture at Heartland Corporate Center - Building II  
21215 S.W. Frontage Road  
Shorewood, IL 60404

**Property Description**

Bob's was entering a new market and needed distribution/warehouse space to support new store openings slated for 1Q 2016. After conducting an exhaustive market search, given limited inventory, and negotiating an incentives package with the State, JLL found a cost-effective solution in the 751,966 s.f. Heartland Corporate Center that exceeded client expectations and fulfilled their warehousing and distribution requirements. With the tight timeline required to equip the facility in order to support the store opening dates, the entire site selection, incentive and lease negotiation process was completed in the span of three months.

**Landlord Seller Broker (s)**

David Bercu, Matthew Stauber  
*Colliers International*

**Tenant Buyer Broker (s)**

Mike Bennett, Meredith O'Connor, Trevor Ragsdale  
*JLL*

**Total Project Cost:** \$39,854,654.88

**Total Project Square Footage:** 751,966 s.f.

**Category: Broker Transaction - Industrial**

Creative Werks at 1350 Munger Road  
1350 Munger Road  
Bartlett, IL 60103

**Property Description**

The Colliers International team of Brian Kling, Charles Canale, and Dominic DeRose represented Victory Land Group in the sale and Exeter Property Group in the subsequent marketing and long-term lease of a 400,000 s.f. distribution facility at 1350 Munger Road in Bartlett, IL. After only 90 days, the \$24 million sale transaction closed to Exeter Property Group. Exeter hired the same Colliers team and within just two months, the Colliers team presided over a bidding war between three, high quality, full-building users with one, Creative Werks, quickly agreeing to a \$16 million lease of the entire building on a 12-year term at higher than underwritten rates.

**Landlord Seller Broker (s)**

Charles Canale, Dominic DeRose, Brian Kling  
*Colliers International*

**Tenant Buyer Broker (s)**

Matthew Mulvihill, Calum Payne, Kevin Segerson  
*CBRE*

**Total Project Cost:** \$16,000,000

**Total Project Square Footage:** 400,000 s.f.

**Category: Broker Transaction - Industrial**

E-Commerce Client at Laraway Crossings  
401 Laraway Road  
Joliet, IL 60433

**Property Description**

Laraway is a 475,104 s.f. state of the art distribution center located in the Laraway Crossings Business Park in Joliet, IL. The expansion land adjacent to the building is the key feature that attracted the E-Commerce Client to the property as it allowed the flexibility to provide 800 car parking stalls, 200 trailer parking stalls, and ingress/egress lanes for both cars and trucks thru a security checkpoint. This transaction marks this E-Commerce Client's entry into the State of Illinois, which includes significant capital investment and the hiring of nearly 1,000 new employees.

**Landlord Seller Broker (s)**

Sean Henrick, Chris Lydon  
*Cushman & Wakefield*

**Tenant Buyer Broker (s)**

Zach Bode, Jason West  
*Cushman & Wakefield*

**Total Project Cost:** \$19,000,000

**Total Project Square Footage:** 475,104 s.f.

**Category: Broker Transaction - Industrial**

Ikea Distribution Center at 501 International Parkway  
501 International Parkway North  
Minooka, IL 60447

**Property Description**

CBRE assisted IKEA Distribution Services, Inc. in the lease of 849,691 s.f. at 501 International Parkway North in Minooka, IL, from Prologis. Ikea Distribution Services is a division of The IKEA Group, which operates throughout the whole value chain from product development to production, distribution and retail. This includes manufacturing units, trading offices, customer distribution centers and stores. This was the furniture manufacturer's first distribution center in Chicago and will serve seven Midwest stores.

**Landlord Seller Broker (s)**

Charles Canale  
*Colliers International*

**Tenant Buyer Broker (s)**

Ryan Bain, Zachary Graham, Traci Buckingham Payette, Keith Puritz  
*CBRE*

**Total Project Cost:** \$7,044,390

**Total Project Square Footage:** 849,691 s.f.

**Category: Broker Transaction - Industrial**

M&R Printing Equipment at 440 Medinah Road  
440 Medinah Road  
Roselle, IL 60172

**Property Description**

M&R Printing Equipment, the world's largest manufacturer of screen printing equipment, signed a 14-year, 319,885 s.f. lease in Roselle, IL, doubling their manufacturing capacity and immediately adding 400 manufacturing & engineering jobs to the Village of Roselle with an additional 200 jobs anticipated in the near future. The \$20 million lease represents one of the largest industrial transactions in terms of Illinois job retention. The transaction included consolidation of two manufacturing plants, and relocating the corporate headquarters. Improvements in the conversion of the existing warehouse building to manufacturing use included: increased employee amenities, adding over 100 additional parking spots, electrical service, and fiber optic distribution. The 480,885 s.f. campus is owned by TA Realty.

**Landlord Seller Broker (s)**

Daniel Leahy, Eric Tressler  
*NAI Hiffman*

**Tenant Buyer Broker (s)**

Jeff Blake  
*Paine Wetzel Associates*

**Total Project Cost:** \$20,000,000

**Total Project Square Footage:** 319,885 s.f.

**Category: Broker Transaction - Industrial**

Saddle Creek Logistics Build-To-Suit at CenterPoint Intermodal Center  
2550 Logistics Drive  
Joliet, IL 60436

**Property Description**

Saddle Creek Logistics, a third party logistics provider, signed a 127-month lease in April 2015 for a 1.1 million s.f. build-to-suit facility at CenterPoint Intermodal Center in Joliet, IL. Saddle Creek was a tenant at the campus, leasing 590,000 s.f., but chose to expand their campus presence due to its proximity to the Union Pacific's intermodal ramp and access to the interstate highway network which allows for increased container movement to their operations resulting in faster service to their logistics clients. The building will feature 14,670 s.f. of office, 328 trailer parking stalls and 378 car parking stalls. The project will create 250 jobs with 200 permanent workers to be based in the warehouse. Developer: CenterPoint Properties; Architect: Cornerstone; General Contractor: Morgan Harbour

**Landlord Seller Broker (s)**

Daniel Leahy, Adam Roth  
*NAI Hiffman*

**Tenant Buyer Broker (s)**

Jack Cozzie  
*Newmark Grubb Knight Frank*

Ladson Montgomery  
*Newmark Grubb Phoenix Realty Group*

**Total Project Cost:** \$37,500,000

**Total Project Square Footage:** 1,114,575 s.f.

**Category: Broker Transaction - Industrial**

United States Postal Service at 2525 Busse Road  
2525 Busse Road  
Elk Grove Village, IL 60007

**Property Description**

The United States Postal Service, a tenant of CenterPoint Properties' facility at 2525 Busse Road, Elk Grove Village, IL, was represented by Michael Sedjo and Tom Sorrell of CBRE in a 10-year lease renewal transaction. The U.S.P.S. has been a CenterPoint tenant since 2004 at this location, leasing 453,000 s.f. of the 887,463 s.f. facility. The lease terms are in effect from 2015, expiring 2025 with a total lease value of \$26,103,390.

**Landlord Seller Broker (s)**

*NONE*

**Tenant Buyer Broker (s)**

Michael Sedjo, Tom Sorrell  
*CBRE*

**Total Project Cost:** \$26,103,390

**Total Project Square Footage:** 453,000 s.f.

**Category: Broker Transaction - Industrial**

Whirlpool at Clarius Park Joliet  
3851 Youngs Road  
Joliet, IL 60436

**Property Description**

Whirlpool's 752,410 s.f. lease at Clarius Park Joliet is the largest non-built-to-suit industrial lease, on a square footage basis, in the Chicago area in 2015. This deal exemplifies leading manufacturers' commitment to the Chicago area as a proven industrial market with excellent transportation infrastructure, cost advantages and proximity to a huge consumer base. Whirlpool selected the site, developed by Clarius Partners and JP Morgan, for its close proximity to both the UP and BNSF intermodal facilities. Clarius Park Joliet Building 1 is a 1,001,184 s.f., LEED Silver, Class A distribution center.

**Landlord Seller Broker (s)**

Michael Connor, Grant Glattly, Trevor Ragsdale  
*JLL*

**Tenant Buyer Broker (s)**

Steve Ostrowski, Trevor Ragsdale, Keith Stauber  
*JLL*

**Total Project Cost:** \$26,500,000

**Total Project Square Footage:** 752,410 s.f.