



COMMON GROUND

CONOR COMMERCIAL REAL ESTATE



North Avenue Commerce Center
Winfield, IL



Cherishing Relationships in Challenging Times

We're living in a pivotal moment. One that we'll always remember. But what will we remember most?

Like other economic downturns or human tragedies our nation has experienced in the past, it is a time for both action and reflection. I remember back to the late 1960s when we faced similar challenges. It was a difficult time. What stands out to me, though, is how people came together. Families were concerned about the health and well-being of neighbors.

I learned then that our lives are measured by the quality of our relationships and how

we treat others – family, friends, colleagues, and strangers. That is why I have been so proud to see how our industry has responded to recent events. I believe the real estate community has demonstrated it truly is a community that cares about people.

And so we will remember this moment. My hope is we'll most remember how we respected others and cherished relationships.

David Friedman – President

What's Inside
SUMMER 2020

FEATURE
Enduring a Pandemic
and Looking Beyond

SUCCESS STORY
Unique Property
Attracts Tenants

TRANSACTIONS
Record-Breaking Lease
in Bay Area

FEATURED ARTICLE

Enduring a Pandemic and Looking Beyond



Molly McShane
Chief Operating Officer

COVID-19 has impacted every industry, and commercial real estate is no exception. We have had to adapt and learn what the new normal looks like for our nation and industry.

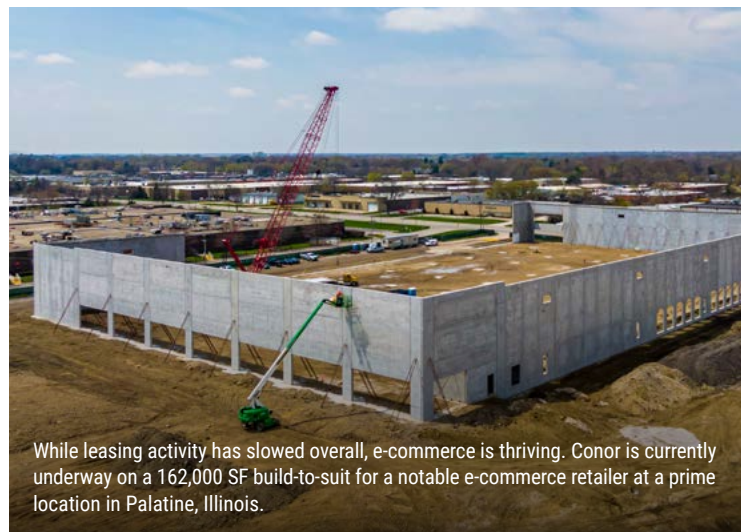
We are very fortunate in the fact that our business has been able to continue operating, albeit with some modifications. We currently have several industrial developments under construction in Chicago, Dallas and Phoenix, a portion of which are to be taken by a leading e-commerce retailer. We also have a number of facilities across the country that are ready to be leased.

Throughout this time, one thing has remained a constant at Conor: we are here for our clients and ready to serve their real estate needs. We have been anticipating a downturn in the market for some time now, so although we certainly didn't expect it to come in this form, we are still actively negotiating leases for tenants and prepared to move forward on deals.

As we look toward the future, we are seeing several trends. Outside of e-commerce, industrial development and leasing has slowed in many markets. That said, industrial real estate is widely expected to be an eventual

beneficiary of increased long-term demand, so those who time it well will come out of this successfully. On the multi-family front, we expect to see an increased demand for affordable housing. Additionally, as is the case in many downturns, we are expecting a "flight to quality" – meaning robust leasing activity for the best locations and newer buildings will return first.

As a company, we will continue to plan for the future and look for opportunities to serve our clients in whatever ways we can while keeping safety top of mind. The past few months have not been easy for anyone, but thanks to the determination and continued dedication of our employees and partners, we are able to remain an active player in commercial real estate.



While leasing activity has slowed overall, e-commerce is thriving. Conor is currently underway on a 162,000 SF build-to-suit for a notable e-commerce retailer at a prime location in Palatine, Illinois.

FEATURED EMPLOYEE



Jason Young Leads Multi-Family Development

Recently joining Conor as Vice President – Multi-Family in the Dallas market is Jason Young, who is responsible for launching the firm's multi-family development efforts.

Jason comes to Conor with 20 years of experience in the real estate industry. He is a Dallas native and a graduate of Southern Methodist University. His first assignment is pre-development work on an infill site Conor owns in East Dallas.

“Injustice anywhere is a threat to justice everywhere.”

– Martin Luther King Jr.

PROPERTY SUCCESS STORY



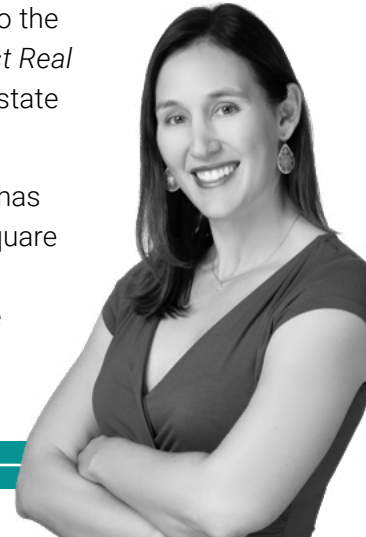
Unique Property Attracts Tenants

The recently completed Lotus Project is a four-building infill development near Phoenix that goes beyond the typical design of an industrial park by incorporating sophisticated architectural details. The project is already 50% leased and Phase II planning is underway.

Mutchler Named to Commercial Real Estate Hall of Fame

Vicki Mutchler, Vice President of Capital Transactions, has been named to the most recent class of the *Midwest Real Estate News* Commercial Real Estate Hall of Fame.

During her tenure at Conor, Vicki has helped develop over 12 million square feet. She manages lending and equity partner relationships while overseeing financing.



AWARDS & RECOGNITION

TRANSACTION HIGHLIGHT

Record-Breaking Lease in Bay Area

Conor recently completed a record-breaking lease at Pacific Commons Industrial Center in Fremont, California with one of the world's largest supply chain management and package delivery companies. The lease for the 815,000-square-foot building marks the largest speculative industrial building transaction in Bay Area history.

The carefully-selected location and long-duration 10-year lease made Pacific Commons an excellent investment opportunity. It was purchased by an institutional investor.



Pacific Commons Industrial Center was named as the “Industrial Lease of the Year” by the *San Francisco Business Times*.

QUICK SHOTS

Conor Breaks into Dallas Industrial Market with Skyline Commerce Center

Northwest Commerce Center Leased to Notable E-Commerce Retailer

Jennifer Werneke and Molly McShane Recognized as Notable Leaders by *Crain's*

FOR MORE INFORMATION, VISIT WWW.CONORCOMMERCIAL.COM

FEATURED DEVELOPMENTS



Pacific Commons
Fremont, CA

This 815,000-square-foot facility has been sold to an institutional investor after being fully-leased to a top logistics company.



Lotus Project
Chandler, AZ

This project has seen great demand and was recently named "Industrial Development of the Year" at the AZRE RED Awards.



Executive Commerce Center
Prospect Heights, IL

This 150,000-square-foot facility was recently completed and is now available for lease, divisible to 40,000 square feet.



Skyline Commerce Center
Mesquite, TX

Conor's newest project recently broke ground near Dallas. The property will include two buildings totaling 198,000 square feet.



Bystronic Experience Center
Hoffman Estates, IL

This 165,000-square-foot build-to-suit project was recently completed and is now occupied by client, Bystronic.



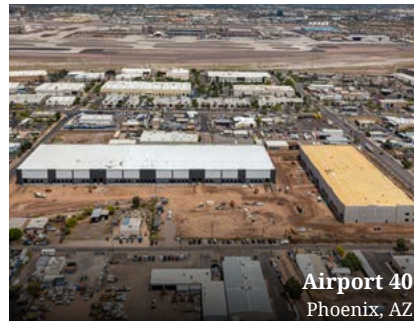
Park 12 Hundred Tech Center
Westminster, CO

This four-building development saw a spike in leasing activity, gaining two new tenants in Q1 2020.



North Avenue Commerce Center
Winfield, IL

This 265,550-square-foot Class A facility in suburban Chicago is now available for lease and is divisible to 60,000 square feet.



Airport 40
Phoenix, AZ

The 320,000-square-foot project is nearing completion and was recently leased to a major e-commerce retailer



Northwest Pointe III
Elgin, IL

This new two-building, 349,000-square-foot development is now available for lease and is divisible to 40,000 square feet.



Available

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