



COMMON GROUND

CONOR COMMERCIAL REAL ESTATE



Brewster Creek Commerce Center
Bartlett, IL



Fall Into Industrial News

As we close out our fiscal year, we are happy to report that it has been another strong showing for Conor Commercial Real Estate. Our industrial pipeline remains very active with sales in the Midwest and new land acquisitions in the West. The Southwest market has also shown high demand and we are nearing completion on the three-building Lotus Project Phase II.

The Conor development team has done an excellent job at anticipating our tenants' needs when it comes to speculative developments. You can read more about this in our featured article authored by Executive Vice President, Brian Quigley.

Additionally, you will learn that our Chicago team is growing and our leadership team is beginning to attend in-person events and speak on panels once again. We have missed this interaction with our peers and clients and look forward to attending more events when it is safe to do so.

We are always looking for ways to create new opportunities for our partners and communities at Conor. Thank you for your support as we begin this new season.

 **David Friedman** – President

What's Inside

FALL 2021

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FEATURED ARTICLE

Anticipating Needs in Speculative Developments



Brian Quigley
Executive Vice President

Planning and designing a successful speculative industrial development is no easy task. In the constantly changing business of logistics and e-commerce, the most efficient design for an industrial building is ever evolving. Because of

this, it is important to consider what location, building configuration, site plan and features will appeal to users.

One of our recent projects, North Avenue Commerce Center, is a perfect example. Developed in Winfield, Illinois, Conor settled on a site plan and building design that provides for the most efficient movement of product and access to transportation. As a result, the world's largest e-commerce company leased more than half of the building within a few months of building shell completion.

Location

One of the greatest differentiators an industrial property can have is its location. We carefully selected a prominent 17-acre corner lot with 1,200 feet of frontage on North Avenue. Situated at Route 64 and Morton Road, the project is just three miles from the Elgin O'Hare expressway and the I-390 expansion project, six miles from I-355, 10 miles from I-290 and I-88 and 20 miles from O'Hare Airport. This

central DuPage County location enables tenants to access the entire metro Chicago area quickly and efficiently.

Configuration

It is also important to consider how a building can accommodate multiple tenants. At 265,550 square feet, North Avenue Commerce Center is divisible to 60,000 square feet with four front-facing entrances and several points of ingress and egress to three roadways.



Additionally, the facility's efficient rear-load configuration and extra trailer storage with 55-foot parking stalls make it ideal for an assortment of users, including e-commerce, light manufacturing and warehouse.

Design Features

North Avenue Commerce Center also offers a number of modern features such as a 32' clear height, ESFR sprinklers and LED lighting. Additionally, it integrates 52' x 60' bays, 28 dock doors and four drive-in doors. These state-of-the-art features make it a desirable workplace and provide additional logistical advantages.

FEATURED EMPLOYEE



Vicki Mutchler

Vicki Mutchler has been with Conor Commercial Real Estate for 14 years. She joined the firm in 2007 as Director of Capital Transactions; however, after just two years, she was promoted to her current role as Vice President. Since then, she has overseen development costs of more than \$1.5 billion and construction loans of over \$1 billion. Vicki is a member of Conor's Investment Committee, and her accomplishments were recognized when she was named to *Midwest Real Estate News'* 2019 Commercial Real Estate Hall of Fame. She was most recently named to Connect Media's 2021 Women in Real Estate.

PROPERTY SUCCESS STORY



Northwest Pointe III is Filling Up

A global package delivery company recently leased 65,000 square feet at Northwest Pointe III in Elgin, Illinois. This marks the two-building, 350,000-square-foot development's third lease. The development is now 72% leased, with 98,000 square feet available.

PEOPLE ON THE MOVE

Matt Zilis Joins as Senior Development Analyst

Matt Zilis comes to Conor with more than four years of experience in commercial real estate. As Senior Development Analyst, he is responsible for project underwriting and development committee memos for the firm's Chicago-area projects. He also provides financial analysis, preparation of deal proformas, development project reporting, tax analysis and budgeting.



TRANSACTION HIGHLIGHTS

Brewster Creek Commerce Center Fully-Leased Prior to Completion

Conor recently completed a full-building lease with Colony Display at Brewster Creek Commerce Center. Located in Bartlett, Illinois, the development offers 436,500 square feet of Class A industrial space with a 36' clear height, 54 truck docks, and 125 trailer stalls.

Positioned near several major thoroughfares, the site provides logistical advantages and proximity to a quality labor force. Colony Display will utilize the facility for light manufacturing and warehouse/distribution space.



QUICK SHOTS

Central Industrial Center Breaks Ground in Stockton, California

Lotus Project Phase II is Nearing Completion in Chandler, Arizona

Sven Tustin Served as a Panelist at InterFace Phoenix Industrial Conference

FOR MORE INFORMATION, VISIT WWW.CONOR.COM

FEATURED DEVELOPMENTS



Brewster Creek Commerce Center
Bartlett, IL

This 436,500-square-foot cross-dock industrial facility was recently completed and tenant improvement work is underway.



Central Industrial Center
Stockton, CA

This new speculative industrial development has broken ground and will include three buildings totaling 1,090,160 square feet.



Executive Commerce Center
Prospect Heights, IL

This 151,000-square-foot rear load facility has seen a recent spike in leasing activity and is now fully-leased by two tenants.



lotusprojectchandler.com

Lotus Project Phase II
Chandler, AZ

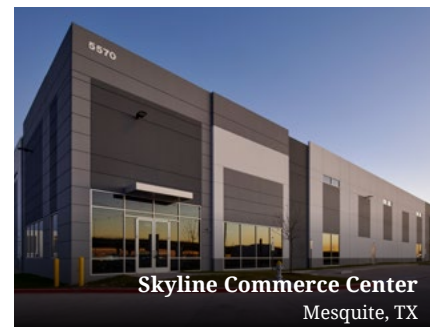
Lotus Project Phase II is nearing completion and will incorporate three buildings totaling 292,098 square feet of industrial space.



northwestpointe.com

Northwest Pointe III
Elgin, IL

After recent leasing activity, 98,156 square feet remain available for lease in Building 1 of this two-building, 349,080-square-foot development.



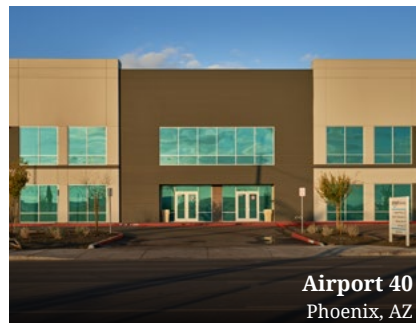
Skyline Commerce Center
Mesquite, TX

This two-building development near Dallas, totaling 198,000 square feet, was sold to a global investment company.



North Avenue Commerce Center
Winfield, IL

Conor recently finalized the sale of North Avenue Commerce Center. The development was 82% leased to two high credit tenants.



Airport 40
Phoenix, AZ

This two-building, 320,000-square-foot spec industrial development was fully-leased prior to completion and was subsequently sold.



southeastgateway.com

Southeast Gateway
Savannah, GA

This two-building industrial development has officially broken ground in Savannah, making it Conor's first project in the Southeast.



Available

TO LEARN MORE ABOUT AVAILABLE PROPERTIES, VISIT OUR WEBSITE