



COMMON GROUND

CONOR COMMERCIAL REAL ESTATE



Central Industrial Center
Stockton, CA



David Friedman
President

A Development Philosophy Rooted in Partnership

For over 40 years, our development philosophy has been shaped by balanced, smart risk-taking and a steadfast commitment to integrity. As an operating company, we join forces with exceptional joint venture partners on our developments, but only after we've thoroughly vetted the opportunities ourselves. Unlike some in our industry, we don't ask, "Can we raise capital for this?" but rather, "Do we genuinely believe in it?" This distinction is critical for earning the trust of capital partners evaluating us as a prospective developer.

We aim to build relationships with one to two new partners each year, and look for several

key dimensions in these partners, seeking those who share our cyclical perspective on the industry, operate fairly, and possess staying power—qualities we bring to the table ourselves. Mutual respect is foundational and, as fiduciaries, we prioritize our partners' goals while safeguarding their trust through demonstrated results.

This collaborative approach, anchored by deep market insight, an entrepreneurial culture, and a commitment to minimizing volatility, ensures seamless execution of our development projects and lasting value for our partners.

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WINTER 2025

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Conor Pursuing Opportunities in the Southeast



Steven McGee, CCIM
*Vice President —
Southeast Market Officer*

The Interstate 85 corridor, from Atlanta to Raleigh, will account for nearly 30 million people and over \$1.5 trillion in GDP within the next five years. We believe this economic region, known as the Piedmont Atlantic

megaregion, will represent the bulk of new industrial developments through the remainder of this decade.

Several contributing factors have led to this projected growth. At the macro level, global economic issues are bringing manufacturing and distribution closer to home. The US is projecting a 15 percent increase in domestic high-end manufacturing and logistics in just the next three years. (*Interact Analysis, 2024*)

At the regional level, three key strategic advantages support industrial investment: strong infrastructure, business-friendly environments, and diverse, value-added areas of capability and expertise. For example, Charlotte has a strong financial industry; Raleigh excels in technology and education, and Atlanta is an economic powerhouse with the world's busiest airport. In between are cities and jurisdictions hoping to continue investments in manufacturing and distribution. During the 2010s, the

average building size along the I-85 Corridor increased from 50,000 square feet to over 300,000 square feet, with much of the growth related to advanced manufacturing. (*CoStar, 2021*)

Atlanta stands out as a pivotal player

Conor is particularly bullish about Atlanta. It is North America's fifth-largest big-box industrial market, boasting nearly 400 million square feet of total inventory (CBRE, 2024). While 2024 deliveries outpaced absorption, the decrease in new supply should help level the vacancy rate. The current under-construction pipeline is approximately 20 million square feet, about five million square feet below the 10-year historic norm for the Atlanta industrial market. (*Avison Young, 2024*)

The region's sustained demand for industrial space led to Conor's decision to open an office in Atlanta and source new opportunities locally. By staying attuned to market dynamics and emerging trends, we can identify and capitalize on opportunities in this vibrant sector.

Please [contact me](#) for more information about our plans in the Southeast. We are currently seeking land for industrial opportunities in the greater Atlanta area and along the I-85 corridor.

A handwritten signature in black ink that reads "S. McGee".



Matt Zilis

Matt serves as Manager, National Underwriting & Analytics for Conor Commercial Real Estate. In his role, he is responsible for project underwriting for Conor's projects nationwide. He also provides financial analysis, preparation of deal proformas, development project reporting, real estate tax analysis, and budgeting.

Matt has worked in the Chicago commercial real estate market since 2017 and joined Conor in 2021. He is a graduate of Indiana University where he earned a Bachelor of Science in finance and real estate.



PROJECT UPDATE

Construction Continues at The Flynn at Live Oak in Dallas

Construction continues at The Flynn at Live Oak. Located in East Dallas just one-and-a-half miles from Downtown, the property will incorporate 327 apartments and best-in-class amenities in a five-story building.

AWARDS & RECOGNITION

Molly McShane Named 2024 Shero

CEO Molly McShane was named the 2024 Shero by The Goldie Initiative. This award is given to one woman each year who is regarded as a hero for her outstanding achievements in the commercial real estate industry and her dedication to mentoring women and changing the corporate culture to allow more women to succeed.



PROPERTY SPOTLIGHT

Central Industrial Center in Stockton, California

Recently completed in Stockton, California, Central Industrial Center is a Class A development that incorporates three speculative buildings totaling 1.1 million square feet. The property is currently available to lease.

Positioned on a 56-acre infill site, Central Industrial Center offers proximity to Interstate 5 and Highway 99. Additionally, it is located immediately north of Stockton Metropolitan Airport, a major cargo hub for several shipping companies, and adjacent to both Union Pacific and BNSF rail yards with track stubbed to the property.



QUICK SHOTS

Molly McShane and David Friedman Named Crain’s Notable Leaders in CRE

The McShane Companies Named 2nd Largest Woman-Owned Company in Chicago

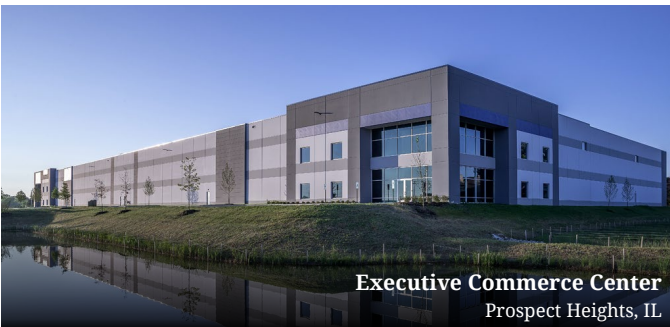
Brian Quigley Marks Fourth Year on GCFD Real Estate Steering Committee

FEATURED DEVELOPMENTS



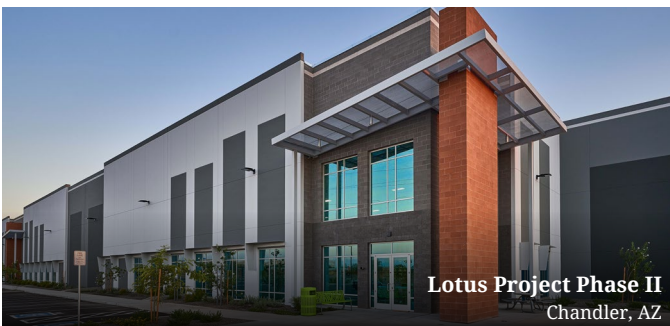
Brewster Creek Commerce Center
Bartlett, IL

This 436,500-square-foot speculative cross-dock industrial facility is fully leased to Colony Display. The tenant is using the facility for light manufacturing and warehouse/distribution space.



Executive Commerce Center
Prospect Heights, IL

This 151,000-square-foot facility was fully leased by Syncreon, a third-party logistics provider for Samsung, and Plitek, a manufacturer of precision die cut components, and then sold.



Lotus Project Phase II
Chandler, AZ

This three-building speculative development near Phoenix incorporating a total of 292,098 square feet was fully leased and then sold to a Chicago-based institutional investor.

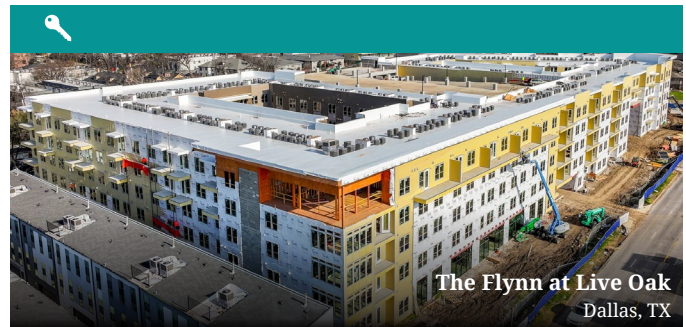


centralindustrialcenter.com

AVAILABLE FOR LEASE

Central Industrial Center
Stockton, CA

This new speculative industrial development is available for lease and includes three buildings totaling 1.1 million square feet with proximity to Interstate 5, Highway 99, and Stockton Metropolitan Airport.



The Flynn at Live Oak
Dallas, TX

This five-story building in East Dallas will incorporate 327 apartments and a first-class amenity package with easy access to Uptown, Downtown, and Deep Ellum.



Southeast Gateway
Savannah, GA

This two-building, 1.2 million-square-foot development offering proximity to I-95, I-16, Savannah/Hilton Head Airport, and the Port of Savannah was fully leased to Swiss Madison and Maersk and then sold.



Available

TO LEARN MORE ABOUT AVAILABLE PROPERTIES, VISIT OUR WEBSITE

