

MINNESOTA | MISSOURI | NEBRASKA | OHIO | TENNESSEE | WISCONSIN

midwest
REAL ESTATE NEWS®

RE journals

THE DAKOTAS | ILLINOIS | INDIANA | IOWA | KANSAS | KENTUCKY | MICHIGAN



BEST OF
THE
BEST
2017



| Best of the Best 2017 Listings

Top Law Firms	6
Top Owners	16
Top Financial Intermediaries	22
Top Brokers	28
Top Direct Lenders	36
Top Property Management	39
Top Construction Companies	46

BEST OF THE BEST 2017 SPONSOR



midwest REAL ESTATE NEWS®

The Midwest's commercial real estate publication, providing useful, unbiased and accurate coverage of the industry and its professionals since 1985.

WWW.REJOURNALS.COM

Publisher | Mark Menzies
menzies@rejournals.com

Editor | Dan Rafter
danrafter@sbcglobal.net

Staff Writer | Sara Freund
sfreund@rejournals.com

Circulation | Debbie DeWolf
ddewolf@rejournals.com

Midwest Real Estate News brings real estate leaders together to explore the challenges and opportunities unique to their markets.



CHICAGO OFFICE

415 N. State Street
Chicago, IL 60654 • 312-644-4610

Midwest Real Estate News® (ISSN 0893-2719) is published bimonthly by Real Estate Communications Group, a division of Law Bulletin Media, 415 N. State St., Chicago, IL 60654 (rejournals.com). Current and back issues and additional resources, including subscription request forms and an editorial calendar, are available on the internet at rejournals.com. Subscriptions: Within U.S.: 1 year, \$29; 2 years, \$49. Outside U.S. (surface mail):

©2017 Law Bulletin Media. Member of American Business Media and BPA International. No part of this publication can be reproduced or transmitted in any form or by any means, electronic or mechanical including photocopying, recording or by any information storage or retrieval system.



TOP OWNERS

BEST OF THE BEST 2017

1 Prologis

Total Square Footage: 74,873,000 sq. ft.

Pier 1, Bay 1
San Francisco, CA 94111**Phone:** 415.394.9000**Website:** www.prologis.com**Officer(s):** Hamid R. Moghadam, Chairman & Chief Executive Officer;
Thomas S. Olinger, Chief Financial Officer**Offices:** Chicago, IL; Indianapolis, IN; Louisville, KY; Cincinnati,
Columbus, OH; Memphis, Nashville, TN**Industrial:** 74,873,000 sq. ft.**Projects:** Prologis Park Minooka, Minooka, IL (Industrial); I-70 & Mount
Comfort Road, Greenfield, IN (Industrial); Prologis Park Etna, Enta, OH
(Industrial)**2 Duke Realty**

Total Square Footage: 66,420,544 sq. ft.

600 E. 96th St., Ste. 100
Indianapolis, IN 46240**Phone:** 317.808.6000**Website:** www.dukerealty.com**Officer(s):** James B. Connor, President & CEO;

Mark A. Denien, Chief Financial Officer

Offices: Chicago, IL; Indianapolis, IN; St. Louis, MO; Minneapolis,
St. Paul, MN; Cincinnati, Columbus, OH; Nashville, TN**Office:** 620,533 sq. ft.**Industrial:** 63,875,417 sq. ft.**Healthcare:** 1,924,594 sq. ft.**Projects:** Park 70 at West Jefferson 15, West Jefferson, OH (Bulk
Distribution Center); Park 70 at West Jefferson 100 (Bulk Distribution
Center); AllPoints Midwest Building 1, Plainfield, IN (Bulk Distribution
Center)**3 Edward Rose Building Enterprise**

Total Square Footage: 65,896,000 sq. ft.

38525 Woodward Avenue
Bloomfield Hills, MI 48304**Phone:** 248.686.5500**Website:** www.EdwardRose.com**Officer(s):** Warren Rose, CEO**Offices:** Bloomfield Hills, Flint, Kalamazoo, MI; Indianapolis, IN**Office:** 150,000 sq. ft.**Multifamily:** 64,100,000 sq. ft.**Senior Housing:** 301,000 sq. ft.**4 CenterPoint Properties**

Total Square Footage: 57,000,000 sq. ft.

1808 Swift Drive
Oak Brook, IL 60523**Phone:** 630.586.8000**Website:** www.centerpoint.com**Officer(s):** Bob Chapman, CEO; Jim Clewlow, Chief Investment Officer**Offices:** Oak Brook, IL; North Kansas City, MO; West Allis, WI**Industrial:** 57,000,000 sq. ft.**Projects:** Mars Lease Expansion & Extension Joliet, IL (Industrial);

Saddle Creek Build-to-Suite Development, Joliet, IL (Industrial);

ConGlobal Build-to-Suit & Development, Joliet, IL (Industrial)

**5 Block Real Estate Services, LLC**

Total Square Footage: 33,868,909 sq. ft.

700 W. 47th St., Ste. 200
Kansas City, MO 64112**Phone:** 816.756.1400**Website:** www.blockllc.com**Officer(s):** Kenneth G. Block, Managing Principal;

Harry P. Drake, Executive Vice President/COO

Offices: Indianapolis, IN; Lenexa, Overland Park, KS; Chesterfield, Kansas
City, Riverside, MO**Office:** 9,955,400 sq. ft.**Industrial:** 12,854,415 sq. ft.**Retail:** 4,996,221 sq. ft.**Multifamily:** 5,866,420 sq. ft.**Healthcare:** 196,453 sq. ft.**Projects:** Pine Ridge Business Park, Lenexa, KS (Office and Industrial);
Pinnacle Corporate Centre I, II, III, IV & V, Leawood, KS (Office); City Place,
Overland Park, KS (Multi-Family/Mixed Use)**6 First Industrial Realty Trust**

Total Square Footage: 23,143,464 sq. ft.

311 S. Wacker Dr., Ste. 3900
Chicago, IL 60606**Phone:** 312.344.4300**Website:** www.firstindustrial.com**Officer(s):** Peter Baccile, President & CEO;

Adam Moore, Senior Regional Director

Offices: Illinois; Indiana; Michigan; Minnesota; Missouri; Ohio;
Tennessee; Wisconsin**Industrial:** 23,143,464 sq. ft.**Projects:** 81 Paragon Drive, Romeoville, IL (Industrial); 6857 Hazelwood
Avenue, Berkeley, MO (Industrial); First Park 94, Somers, WI (Industrial)**7 Ashley Capital, LLC**

Total Square Footage: 21,092,000 sq. ft.

60 E. 42nd Street, Suite 4530
New York, NY 10165**Phone:** 212.755.1900**Website:** www.ashleycapital.com**Officer(s):** Paul Rubacha, Principal; Richard Morton, Principal**Offices:** Chicago, IL and Canton, Grand Rapids, MI**Office:** 262,000 sq. ft.**Industrial:** 20,830,000 sq. ft.**Projects:** Calumet Business Center, Chicago, IL (Industrial); Brownstown
Business Center, Brownstown, MI (Industrial); Romulus Business Center,
Romulus, MI (Industrial)**8 Liberty Property Trust**

Total Square Footage: 19,043,890 sq. ft.

500 Chesterfield Parkway
Malvern, PA 19355**Phone:** 847.264.2126**Website:** www.libertyproperty.com**Officer(s):** Neal Driscoll VP, Market Officer, Chicago & Minneapolis**Offices:** Elk Grove Village, IL and Eden Prairie, MN**Office:** 376,116 sq. ft.**Industrial:** 18,667,774 sq. ft.**9 REDICO**

Total Square Footage: 18,971,148 sq. ft.

One Towne Square, Ste. 1600
Southfield, MI 48076**Phone:** 248.827.1700**Website:** www.redico.com**Officer(s):** Dale Watchowski, President, CEO & COO;

David Haboian, SVP & Operations

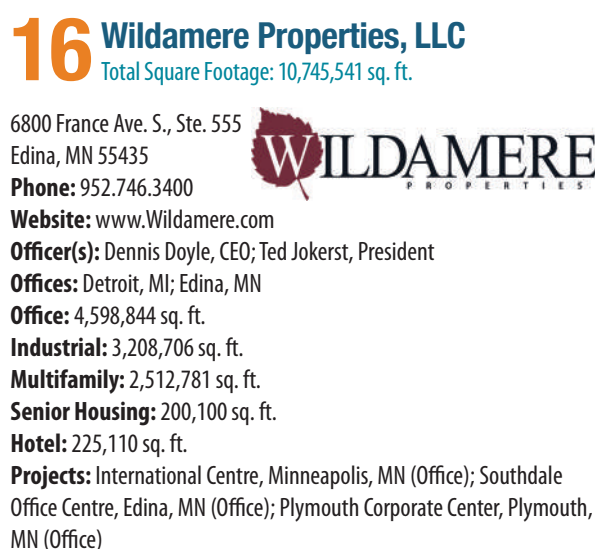
Offices: Southfield, MI; Creve Coeur, MO**Office:** 7,014,682 sq. ft.**Retail:** 5,456,466 sq. ft.**Senior Housing:** 6,500,000 sq. ft.**Projects:** Green Oak Village Place I & II, Brighton, MI (Retail); 150 West
Jefferson, Detroit, MI (Office); CityPlace, Creve Coeur, MO (Mixed-Use)

TOP OWNERS

BEST OF THE BEST 2017

10 W.P. Carey Inc.
Total Square Footage: 17,027,00050 Rockefeller Plaza
New York, NY 10020**Phone:** 212.492.1100**Website:** www.wpcarey.com**Officer(s):** Mark DeCesaris CEO; Jason Fox, President**Offices:** Texas**Office:** 1,375,000 sq. ft.**Industrial:** 13,915,000**Retail:** 633,000 sq. ft.**Hotel:** 409,000 sq. ft.**Other:** 695,000 sq. ft.**Projects:** Master Lock, Oak Creek, WI (Midwest Class-A); Blue Cross and Blue Shield of Minnesota, Minneapolis, MN (Office)**11 Hamilton Partners, Inc.**
Total Square Footage: 15,566,393300 Park Blvd., Suite 201
Itasca, IL 60143**Phone:** 630.250.9700**Website:** www.hamiltonpartners.com**Officer(s):** John Wauterlek, Partner; Ron Lunt, Partner**Offices:** Buffalo Grove, Downers Grove and Itasca, IL**Office:** 6,716,110 sq. ft.**Industrial:** 6,480,432 sq. ft.**Retail:** 227,799 sq. ft.**Multifamily:** 2,142,052 sq. ft.**Projects:** Riverwalk, Buffalo Grove, IL (Office); Esplande at Locust Point, Downers Grove, IL (Office); Hamilton Lakes, Itasca, IL (Office)**12 KBS**
Total Square Footage: 13,727,437800 Newport Center Dr., Ste. 700
Newport Beach, CA 92660**Phone:** 949.417.6500**Website:** www.kbs.com**Officer(s):** Charles J. Schreiber, CEO; Peter Bren, Chairman & President**Offices:** Newport Beach, CA**Office:** 11,477,435 sq. ft.**Industrial:** 855,625 sq. ft.**Multifamily:** 1,308,943 sq. ft.**Hotel:** 85,434 sq. ft.**Projects:** 500 W. Madison, Chicago, IL (Office); RBC Plaza, Minneapolis, MN (Office); Pierre Laclede Center, Clayton, MO (Office)**13 CASTO**
Total Square Footage: 13,533,797 sq. ft.250 Civic Center Dr., Ste. 500
Columbus, OH 43215**Phone:** 614.228.5331**Website:** www.castoinfo.com**Officer(s):** Don M. Casto III, Partner; Frank S. Benson III, Partner**Offices:** Cincinnati, Columbus, OH**Office:** 93,196 sq. ft.**Retail:** 8,640,661 sq. ft.**Multifamily:** 4,799,940 sq. ft.**Projects:** Lennox Town Center, Columbus, OH (Retail); Tuller Flats Apartments, Dublin, OH (Multifamily); Dayton Town & Country, Kettering, OH (Retail)**14 HSA Commercial Real Estate**
Total Square Footage: 12,048,800 sq. ft.100 S. Wacker Dr., Ste. 950
Chicago, IL 60606**Phone:** 312.332.3555**Website:** www.hsacommercial.com**Officer(s):** Jack Shaffer, Chairman & Founder;

Robert E. Smietana, Vice Chairman & CEO

Offices: Chicago, Naperville, IL; Brookfield, Wauwatosa, WI**Office:** 330,300 sq. ft.**Industrial:** 9,688,410 sq. ft.**Retail:** 1,230,050 sq. ft.**Healthcare:** 800,040 sq. ft.**Projects:** Commerce Farms V, Nashville, TN (Industrial); Oak Creek Medical Center, Oak Creek, WI (Healthcare); The Mayfair Collection, Wauwatosa, WI (Retail)**15 The Inland Real Estate Group of Companies, Inc.**
Total Square Footage: 11,808,021 sq. ft.2901 Butterfield Road
Oak Brook, IL 60523**Phone:** 630.218.8000**Website:** www.inlandgroup.com**Officer(s):** Daniel L. Goodwin, Chairman & CEO**Offices:** IL; IN; KS; MO; NE; OH; WI**Office:** 2,237,634 sq. ft.**Industrial:** 1,001,442 sq. ft.**Retail:** 6,052,881 sq. ft.**Multifamily:** 2,516,064 sq. ft.**Projects:** Solana Apartments at the Crossing, Indianapolis, IN (Multifamily); Village at Burlington Creek, Kansas City, MO (Retail); Shoppes at Prairie Ridge, Pleasant Prairie, WI (Retail)**16 Wildamere Properties, LLC**
Total Square Footage: 10,745,541 sq. ft.6800 France Ave. S., Ste. 555
Edina, MN 55435**Phone:** 952.746.3400**Website:** www.Wildamere.com**Officer(s):** Dennis Doyle, CEO; Ted Jokerst, President**Offices:** Detroit, MI; Edina, MN**Office:** 4,598,844 sq. ft.**Industrial:** 3,208,706 sq. ft.**Multifamily:** 2,512,781 sq. ft.**Senior Housing:** 200,100 sq. ft.**Hotel:** 225,110 sq. ft.**Projects:** International Centre, Minneapolis, MN (Office); Southdale Office Centre, Edina, MN (Office); Plymouth Corporate Center, Plymouth, MN (Office)**17 City Club Apartments**
Total Square Footage: 8,200,000 sq. ft.31700 Middlebelt Rd., Ste. 140
Farmington Hills, MI 48334**Phone:** 248.385.3371**Website:** www.cityclubapartments.com**Officer(s):** Jonathan Holtzman, Founder & CEO; Don Gillette, Senior VP**Offices:** Farmington Hills, MI**Office:** 32,000 sq. ft.**Retail:** 56,400 sq. ft.**Multifamily:** 8,100,000 sq. ft.**Projects:** Gold Coast City Apartments, Chicago, IL (Multifamily); Ann Arbor City Apartments, Ann Arbor, MI (Multifamily); Renaissance City Club Apartments, Detroit, MI (Multifamily)**18 Block & Company, Inc., Realtors**
Total Square Footage: 7,500,000 sq. ft.605 W. 47th St., Ste. 200
Kansas City, MO 64112**Phone:** 816.753.6000**Website:** www.blockandco.com**Officer(s):** David M. Block, President**Offices:** Kansas City, MO**Office:** 200,000 sq. ft.**Industrial:** 300,000 sq. ft.**Retail:** 7,000,000 sq. ft.**Projects:** Shoal Creek Developments, Kansas City, MO (Retail); Plaza at the Speedway, Kansas City, KS (Retail); Noland Fashion Square, Independence, MO (Retail)

19 Lormax Stern Development Co, LLC

Total Square Footage: 7,098,827 sq. ft.

38500 Woodward Ave., Suite 200
Bloomfield Hills, MI 48304



Phone: 248.737.7110

Website: www.lormaxstern.com

Officer(s): Daniel Stern, Partner; Christopher Brochert, Partner

Offices: Michigan

Office: 98,827 sq. ft.

Retail: 7,000,000 sq. ft.

Projects: Evergreen Plaza, Evergreen Park, IL (Retail); Knapps Crossing, Grand Rapids, MI (Retail); Macomb Mall, Roseville, MI (Mall/Power Center)

20 R&R Realty Group

Total Square Footage: 7,081,663 sq. ft.

1225 Jordan Creek Parkway, Ste. 200
West Des Moines, IA 50266

Phone: 515.223.4500

Website: www.rrrealty.com

Officer(s): Mark Rupprecht, President

Offices: Iowa

Office: 3,818,700 sq. ft.

Industrial: 2,309,742 sq. ft.

Retail: 56,253 sq. ft.

Multifamily: 896,968 sq. ft.

Projects: Country Club Office Plaza, West Des Moines, IA (Class A Office); Three Fountains Business Park, West Des Moines, IA (Class A Office); Meredith Business Park, Urbandale, IA (Industrial)



21 Friedman Integrated Real Estate Solutions

Total Square Footage: 6,879,137 sq. ft.

34975 W 12 Mile Road
Farmington Hills, MI 48331

Phone: 248.324.2000

Website: www.friedmanrealestate.com

Officer(s): David Friedman, CEO

Offices: Chicago, IL; Indianapolis, IN; Des Moines, IA; Lexington, KY; Ann Arbor, Detroit, Okemos, Southfield and Troy, MI; Cincinnati and Columbus, OH; Memphis, TN

Office: 5,394,173 sq. ft.

Industrial: 1,008,349 sq. ft.

Retail: 476,615 sq. ft.

Projects: Galleria, Southfield, MI (Office); Raleigh Office Center, Southfield, MI (Office); Troy Technology Park, Troy, MI (Industrial)



22 VanTrust Real Estate, LLC

Total Square Footage: 6,513,352 sq. ft.

4900 Main Street, Suite 400
Kansas City, MO 64112

Phone: 816.569.1441

Website: www.vantrustre.com

Officer(s): Dave Harrison, President; Mike Conn, CFO/COO

Offices: Kansas City, MO and Columbus, OH

Office: 1,619,291 sq. ft.

Industrial: 3,865,059 sq. ft.

Retail: 80,300 sq. ft.

Hotel: 130,000 sq. ft.

Projects: The Kessler at Meadowbrook Park, Prairie Village, KS (Multifamily); 2300 Main, Kansas City, MO (Office); The Pointe at Polaris Phase I, Columbus, OH (Mixed-Use)



23 Venture One Real Estate

Total Square Footage: 6,365,970 sq. ft.

9500 W. Bryn Mawr Ave., Ste. 340
Rosemont, IL 60018

Phone: 847.243.4300

Website: www.VentureOneRE.com

Officer(s): Matthew Goode, Principal; Ryan Stoller, Principle

Offices: Rosemont, IL

Industrial: 6,365,970 sq. ft.

Projects: 25850 S Ridgeland, Monee, IL (Industrial); 800 Northpoint, Waukegan, IL (Industrial); 6515 Ameriplex, Portage, IN (Industrial)

24 Hunt Midwest

Total Square Footage: 6,357,476 sq. ft.

8300 NE Underground Drive
Kansas City, MO 64161

Phone: 816.455.2500

Website: www.HuntMidwest.com

Officer(s): Ora Reynolds, President & CEO; Mike Bell, Vice President

Offices: Kansas City, MO

Industrial: 6,357,476 sq. ft.

Projects: SubTropolis, Kansas City, MO (Industrial – World's Largest Underground Business Complex™); Hunt Midwest Business Center, Kansas City, MO (Industrial-1,700 Acre Industrial Park is Home to Ford's NAVLOS Logistics Facility)

25 Taubman

Total Square Footage: 5,734,000 sq. ft.

200 East Long Lake Road, Suite 300
Bloomfield Hills, MI 48304-2324

Phone: 248.258.7443

Website: www.taubman.com

Offices: Chicago, IL; Indianapolis, IN; Des Moines, IA; Lexington, KY; Ann Arbor, Detroit, Okemos, Southfield and Troy, MI; Cincinnati and Columbus, OH; Memphis, TN

Office: 462,000 sq. ft.

Retail: 5,272,000 sq. ft.

Projects: Great Lakes Crossing Outlets, Auburn Hills, MI (Enclosed Outlet Shopping Center); Twelve Oaks Mall, Novi, MI (Enclosed Regional Shopping Center); Country Club Plaza, Kansas City, MO (Mixed-Use Retail and Office)

26 Equus Capital Partners, Ltd.

Total Square Footage: 5,498,866 sq. ft.

200 S. Michigan Ave., Ste. 901
Chicago, IL 60604

Phone: 312.673.2800

Website: www.equuspartners.com

Officer(s): Joseph Neverauskas, Senior Vice President; Brant Glomb, Vice President

Offices: Chicago, IL

Office: 3,412,849 sq. ft.

Retail: 12,331 sq. ft.

Multifamily: 2,073,686 sq. ft.

Projects: Mid America Plaza, Oakbrook Terrance, IL (Office); Keystone at the Crossing, Indianapolis, IN (Office); Metropoint, The Center for Business, St. Louis Park, MN (Office)



27 Chase Properties

Total Square Footage: 5,050,405 sq. ft.

3333 Richmond Rd., Ste. 320
Beachwood, OH 44122

Phone: 216.464.6626

Website: www.chaseprop.com

Officer(s): Stuart Kline, Chairman; Andrew Kline, Co-CEO;

Yoel Mayerfeld, Co-CEO

Offices: Beachwood, OH

Retail: 5,050,405 sq. ft.

Projects: Johnson City Crossing, Johnson City, TN (Shopping Center); Wilshire Plaza, Mishawaka, IN (Shopping Center); Mid State Plaza, Salina, KS (Shopping Center)

POWERING
YOUR
PROSPERITY

RANDY RIEGER
CHAIRMAN/FOUNDER
HOUSING TRUST GROUP

Avid Tennis Player
Walker & Dunlop borrower since 2013



WALKER & DUNLOP

WalkerDunlop.com

California loans will be made pursuant to Finance Lenders License #603H310 from the DBO.