

IN THIS ISSUE

FM Stone News & Deals..... **2 & 3**

Available Office Properties..... **4**

Available Industrial Properties..... **7**

Available Land Properties..... **12**

More FM Stone Deals..... **17**

Available Retail Properties..... **18**

Good News From The Area..... **20**

Available Investments..... **21**

Good News From The Area..... **22**

Our Team..... **23**

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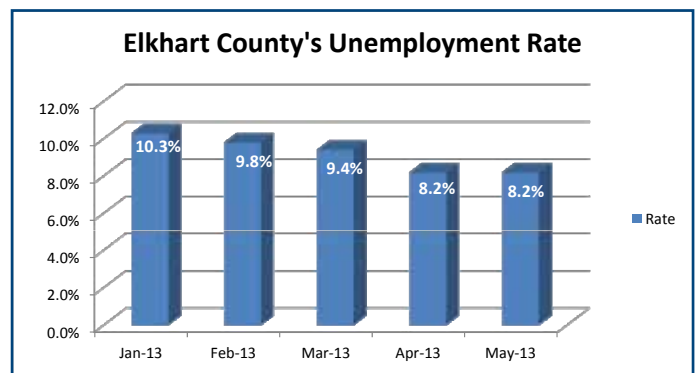
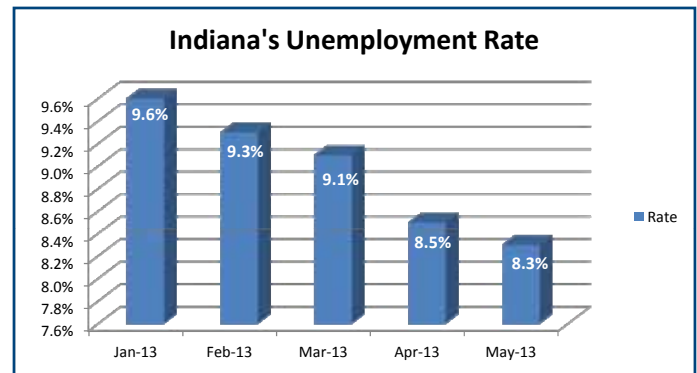
Kristy Nush &
Melissa A. Hiner, Editors

Elkhart County Leads Nation in Job Growth

Good News Everyone! The U.S. Bureau of Labor Statistics recently reported that Elkhart Co. ranked 1st in the nation in job growth last year by increasing employment 7.4 percent from December 2011 to December 2012.

Among large counties from coast to coast, "Elkhart, Ind., posted the largest increase, with a gain of 7.4 percent over the year, compared with national job growth of 1.9 percent," the U.S. Bureau of Labor Statistics said in a release.

Within the boundaries of Elkhart County, manufacturing was the fastest driver of job growth, with manufacturing employment in Elkhart County gaining 5,479 jobs during 2012, an 11.6-percent growth rate in this segment vital to north-central Indiana.



Elkhart County led the nation in job growth from December 2011 to December 2012. The county also continues to see falling unemployment rates. May's rates were at 8.2%.

SpotLight: Investment Offering at County Road 6 and Decio Drive, Elkhart

- Property consists of seven buildings totaling 105,350 SF
- Buildings can be sold as a package or separately
- 5 buildings are currently leased
- Two buildings are vacant (11,600 & 7,000 SF)
- Well-maintained complex
- Excellent location just off Indiana Toll Road (I 80/90)
- Current CAP Rate: 8.3%
- Proforma CAP Rate: 11.4%
- Offered at: \$2,350,000
- Call Brent Miller, SIOR



A seven-building complex with five of the buildings fully leased is available for sale.

2nd Quarter FM Stone Commercial Deal News

Commercial real estate transactions in the second quarter of 2013 appeared to slow down slightly from the pace of first quarter. In the first quarter, FM Stone Commercial deals showed sales and leases totaling 266,774 square feet. In the second quarter that number dropped to 143,405 square feet.

Here are some of the deals recorded in the second quarter:

4-1-13 – The FM Stone team assisted ABK Vacuum in finding a new home. The vacuum cleaner store was located for many years on the corner of Main Street and Prairie Street in Elkhart. ABK will now occupy 1,530 SF in Suite B of 424 E. Bristol Street. It sold its former location to the City of Elkhart to make way for the Prairie Street overpass project. Brent Miller, SIOR, represented ABK Vacuum and Pete Letherman, SIOR, CCIM, represented the landlord, Mattress Warehouse.

4-1-2013 – Brent Miller, SIOR, assisted an Elkhart distribution company in expanding its operations at 4505 Wyland Drive in Elkhart. The growing company moved into an additional 6,400 SF of space.

News Continued on Page 3

FM Stone's Deals for 2nd Quarter 2013 (continued)

4-12-13 – Richard Hobson represented Oakman Inc. in the sale of two buildings at 1726 & 1730 Markle Avenue in Elkhart to Concrete Cutting & Breaking Inc. Headquartered in Grand Rapids, Mich., Concrete Cutting & Breaking is expanding its presence in Michiana with its move into this 7,200-square-foot facility on .628 acres. The company also has a location in Mishawaka. Since 1974, the company has specialized in controlled concrete demolition.

4-17-13 – Richard Hobson represented the seller, Old National Bank in the sale of an industrial building at 25115 US 20 West in South Bend. The 5,055 SF building on 18.75 acres was sold to Wheelie Psmythe II, LLC. It is believed the new owner is in the spice business.

4-30-13 – Bill Kuhns, SIOR, represented Gloria Kopf in selling the Kopf Trucking industrial buildings at 18520 US 20 in Goshen to HTIW Properties LLC. The five buildings, which total 19,100 SF on 14.59 acres, are expected to be used by the new owner who is the RV distribution business. Kopf Trucking is relocating to another location.

5-1-13 – John Letherman, CCIM, assisted Ivy Tech in the purchase of 0.6 acres at 22407 CR 18 in Goshen from Dan and Cinda Olinger. In time Ivy Tech intends to demolish the house and barn and open up a view of the Elkhart Ivy Tech campus to people traveling on CR 18. The main entrance to Elkhart's campus is immediately behind and to the north of the subject property. The property may be rented until funds become available for demolition.

5-1-13 – Richard Hobson assisted Jamela Miller in leasing 900 square feet of retail space at Concord Commons in Elkhart. Located at 3712 Mishawaka Road, the new clothing store will sell new clothing. As of press time, the new retail store name was unknown.

5-6-13 – Brent Miller, SIOR, sold the industrial building at 57433 Nagy Drive in Elkhart to TK Steel of Elkhart. Buying the 61,125-square-foot industrial facility on 6 acres provides TK Steel with additional room to grow its business which supplies steel products to RV, cargo and truck manufacturers. Owners Tim and Karmin Utley, who founded TK Steel in 2011, were previously leasing space in Elkhart and decided that it was time to take advantage of the market and to buy a larger building that will be able to accommodate their operations for a number of years. The seller of the building, Elk Components, was purchased by another Elkhart company and was absorbed into the new organization.

5-7-13 – Richard Hobson assisted Wayne Chupp in the leasing of 706 SF of office space in Goshen. Chupp intends to open a business in Suite A of 2314 Eisenhower Drive. The landlord is Magnus Investment Inc.

5-8-13 – John Letherman, CCIM, assisted Edgar & Phyllis Miller in the purchase of 7.193 acres of vacant land on CR 43 in Middlebury. The seller was Chicago Lands LLC. In December 2012 the Millers, of Edwardsburg, MI, purchased a 150-acre farm at County Road 2 & Eagley Road in Middlebury. Letherman assisted the Millers in the original sale as well. This 7.193-acre parcel is adjacent to this previously purchased land. Most of the 150+ acres now owned by the Millers will be farmed; all of the land is now irrigated.



2637 S. Main St., Elkhart
6,152 SF. 12 offices & break room. 30 parking spots. Security system. Municipal water & sewer. Located near US 20 Bypass.
Lease: \$6.05 PSF
Sale Price: \$349,000
Richard Hobson



1111 W. Bristol St., Elkhart
156,503 SF office bldg. & 5,000 SF restaurant bldg. 19 acres. 90,000 SF parking. Zoned M-2. Sale Price: \$850,000
Brent Miller, SIOR/Richard Hobson



27840 CR 4, Elkhart
4,500 SF former church. Flexible space would be perfect office. 2.09 acres. Sale Price: \$259,900
Richard Hobson



2800 CR 6, Elkhart
7,216 SF on 1.86 acres. Great expansion possibilities. Located near airport. Sale Price: \$275,000
Bill Kuhns, SIOR



4703 Chester Dr., Elkhart
6,790 SF building. 3.01 acres, partially fenced. 2,048 SF steel building also included. Sale Price: \$470,000
Pete Letherman, SIOR, CCIM



311 W. High St., Elkhart
Former Four Arts Building. 5,616 SF. Excellent condition. Downtown location. Lease: \$8.00 PSF
Pete Letherman, SIOR, CCIM



**Eastpoint Business Centre *
2701 Industrial Pkwy., Elkhart**
Newly renovated multi-tenant building
Flex & office: 1,023 SF to 2,154 SF
Lease: \$4.00-\$5.50 PSF
Carl Tiedemann, SIOR



1333 W. Lusher Ave., Elkhart
1,980 SF space available. Features private offices, kitchenette & rest room. Ample parking. Lease: \$5.45 PSF
Richard Hobson



1120 N. Main St., Elkhart
5,797 SF. Upscale offices. Will divide space if necessary. Lease: \$11.50 PSF
**Richard Hobson
Brent Miller, SIOR**



3124 S. Main St., Elkhart
4,800 SF. 2 story building. Outbuilding & house on property. Great visibility. Lease: \$6.00 PSF. Sale Price: \$270,000
Richard Hobson



222 Middlebury St., Elkhart
Middlebury Manor
12,858 SF on 1.03 acres. Built in 1900. Sale Price: \$65,000
Richard Hobson

* Broker Disclosure: The property is owned in part by a licensed real estate broker in the State of Indiana.



2400 Middlebury St., Elkhart
Former credit union. 1,824 SF on 0.9 acres. Full basement. Zoned M-1. Bring offers! Sale price: \$98,500
Ross Miller, SIOR



444 Nappanee St., Elkhart
5,550 SF. 17 offices; great parking. Zoned B-2. Lease: \$9.00 PSF. Sale Price: \$250,000
Bill Kuhns, SIOR
Richard Hobson



500 N. Nappanee St., Elkhart
Executive 500 Building. Great access on SR 19. 719 SF to 3,366 SF spaces available. Lease: \$9.75 PSF
Richard Hobson



603 Oakland Ave., Elkhart
2,496 SF. 6 offices/exam rooms, reception area, 2 waiting areas. Lease: \$5.00 PSF. Sale Price: \$59,900
Richard Hobson



529 S. 2nd St., Elkhart
Winchester Mansion. 5,626 SF two-story office building. Beautiful finishes. Updated in 2004. Sale Price: \$299,000
Richard Hobson



221 S. 3rd St., Elkhart
1,344 SF. Has reception area, several offices & full basement. Built in 1924. Sale Price: \$59,900
Richard Hobson



505 S. 3rd St., Elkhart
Atrium Court office building. 887 - 2,807 SF suites available. Great downtown location. Lease: \$6.00 PSF
Carl Tiedemann, SIOR



2314 Eisenhower Dr., Goshen
6,000 SF office/flex building
LEASED 2Q 2013
Richard Hobson



1720 W. Lincoln Ave., Goshen
1,432 SF medical office building. Situated on 0.365 acres. Built in 1994. 5 private exam rooms. Sale Price: \$229,000
Richard Hobson



2014 Lincolnway East, Goshen
Goshen Commons I.
One suite of 8,342 SF remains.
Lease: \$8.00 PSF
Pete Letherman, SIOR, CCIM



326 N. Riverside, Goshen
888 SF building in great location. Two offices, rest room, kitchen, basement and garage. Sale Price: \$129,900
Richard Hobson



321 S. Third St., Goshen
6,120 SF on 0.5 acres. 2,650 SF for lease. Great location. Zoned B-1. Lease: \$6.00 PSF. Sale Price: \$695,000
Pete Letherman, SIOR, CCIM



12200 Adams Rd., Granger
2,637 SF building. 1.31 acres. Nice office layout. Great location. Ample parking.
Sale Price: \$220,000
Richard Hobson



245 Edison Rd., Mishawaka
Edison Centre II. Beautiful office building with great finishes.
Lease: \$16.00 PSF Gross
Carl Tiedemann, SIOR



65906 SR 19, Wakarusa
30,150 SF corporate office building. Zoned M-2. Sale Price: \$900,000
Brent Miller, SIOR & Carl Tiedemann, SIOR

OFFICE PROPERTIES

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**Serving Northern Indiana
& Southwest Michigan
for the past 21 years**

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530 E. Lexington Avenue, Suite 175, Elkhart, IN 46516

Phone: 574-296-1322 • Fax: 574-389-8597 • info@jwilsey.com



**1150 Ponderosa Dr.,
Bristol**
30,880 SF. 3.05 acres.
25' x 50' bay spacing.
Fenced storage area.
3-phase power.
Six docks and two overhead
doors. Zoned M-1.
Lease: \$2.75 NNN
Brent Miller, SIOR



606 W. Center St., Bourbon
74,000 SF. 5.8 acres. 21' eaves. 25'
x 60' column spacing. 10 docks. Bring
offers! Sale Price: \$1,100,000
Ross Miller, SIOR



806 S. Division St., Bristol
20,000 SF. 16'-20' ceilings, 2 docks,
6 overhead doors, high intensity lighting.
1,000 SF office. Sale Price: \$199,000
Brent Miller, SIOR



700 S. Division St., Bristol
57,861 SF. 4.26 acres. 18' ceilings. 2
docks. 9 overhead doors. Zoned M-2.
Sale Price: \$675,000
Brent Miller, SIOR



19875 M-205, Edwardsburg
19,690 SF on 6.3 fenced acres. 16'-
18' ceilings, 3 overhead doors, security
system. Separate office building.
Ross Miller, SIOR



2700 Ada Dr., Elkhart
60,000 SF building. 4 docks, 3 OH
doors, 16' eaves. Zoned M-1. Sale Price:
\$1,500,000. Lease: \$2.30 PSF
Ross Miller, SIOR



1227 W. Beardsley Ave., Elkhart
27,962 SF. 1 dock, 4 OH doors.
Heavy power. Sale Price: \$295,000
Ross Miller, SIOR
Richard Hobson



1505 Beardsley Ave., Elkhart
8,800 SF. 2 OH doors.
Fenced lot. Zoned M-1.
Sale Price: \$159,000
John Letherman, CCIM



1000 Campus Ct., Elkhart
27,270 SF available. Divisible. 16'
ceilings, clear span, 2 overhead doors,
1 dock. Lease: \$3.60 PSF
Ross Miller, SIOR



2345 Cassopolis St., Elkhart
7 acres. 12,000 SF building. 400'
frontage. High traffic. Paved & fenced.
Zoned B-PUD. Sale Price: \$1,143,000
Ross Miller, SIOR



28335 Clay St., Elkhart
Valspar West building. 36,510 SF on
4.63 acres. 3 docks (1 leveler), 16'
ceilings. Sale Price: \$550,000
Brent Miller, SIOR



57784 CR 3, Elkhart
75,000 SF building.
Situated on 4.19 acres.
Eight overhead doors.
Office features eight offices,
conference room and large
lobby. Zoned M-1.
Lease: \$2.20 PSF
Ross Miller, SIOR
Brent Miller, SIOR



631 Collins Rd., Elkhart
8,600 SF

LEASED 2Q 2013

Pete Letherman, SIOR, CCIM



1741 Conant St., Elkhart
85,232 SF on 4.02 acres. 5,100 SF
office. 6 docks, 4 overhead doors.
Zoned M-1. Sale Price: \$1,500,000
Pete Letherman, SIOR, CCIM



57732 CR 3, Elkhart
4,800 SF building. 420 SF office
space. Clear span. One OH door. 16'
eaves. Lease: \$3.60 PSF
Bill Kuhns, SIOR



56897 Elk Park Dr., Elkhart
57,000 SF on 3.45 acres. 6 docks.
25'x60' bay spacing, 3-Phase. Sale
Price: \$849,000. Lease: \$2.28 PSF
Bill Kuhns, SIOR



53042 Faith Ave., Elkhart
6,000 SF unit available. Has dock &
overhead door. 16' ceilings, clear span.
Lease: \$3.00 PSF
Bill Kuhns, SIOR



28533 Holiday Place, Elkhart
33,000 SF on 2.5 acres. 2 docks.
Heavy power. 16' ceiling heights.
Sale Price: \$425,000
Bill Kuhns, SIOR



2125 Industrial Pkwy., Elkhart
10,000 SF building situated on 2.95
acres. Easy access to Toll Road & US
20 Bypass. Lease: \$2.70 PSF
Pete Letherman, SIOR, CCIM



Eastpoint Business Centre *
2701 Industrial Pkwy., Elkhart
Newly renovated multi-tenant building
Flex space: 2,056 SF & 2,154 SF
Lease: \$4.00-\$5.50 PSF
Carl Tiedemann, SIOR



2135 Industrial Pkwy., Elkhart
78,132 SF building on 4.48
acres. 18' ceilings. Features
eight docks & three overhead
doors. Great location near
Toll Road & US 20 Bypass.
Municipal utilities. Zoned M-1.
Lease: \$2.50 PSF
Pete Letherman, SIOR,
CCIM

* Broker Disclosure: The property is owned in part by a licensed real estate broker in the State of Indiana.



57908 Kreighbaum St., Elkhart
3,200 SF. 0.65 acres. 3 overhead doors. Airlines. 3-phase power. Zoned B-3. Lease: \$2.25 PSF
Brent Miller, SIOR



25076 Leer Dr., Elkhart
12,975 SF on 2.36 acres. 16' ceilings. 4,480 SF office space on 2 levels. 7 OH doors. Zoned M-1. Lease: \$3.00 PSF
Carl Tiedemann, SIOR



3112 Lexington Park Dr., Elkhart
8,400 SF building on 1.21 acres. Two overhead doors. City water & sewer. Sale Price: \$258,000
Richard Hobson



52782 Lillian St., Elkhart
10,000 SF on 1 acre. 3 overhead doors, 3-Phase power, 24'x 40' column spacing. Lease: \$3.36 PSF
Bill Kuhns, SIOR



52956 Lillian St., Elkhart
Former Sundowner Interiors
12,544 SF on 2.67 acres. 7 overhead doors. Sale Price: \$360,000
Brent Miller, SIOR



2423 Lowell St., Elkhart
Former Hoosier Crane. 8,490 SF. One 5-Ton crane. Lease: \$3.00 PSF. Sale Price: \$199,500
Brent Miller, SIOR



1010 N. Main St., Elkhart
Two buildings. 51,246 SF on 2.99 acres. Fenced property. Sale Price: \$495,000
Brent Miller, SIOR



1726 & 1730 Markle Ave., Elkhart
7,200 SF
0.628 acres
SOLD 2Q 2013
Richard Hobson



1839 Middlebury St., Elkhart
14,800 SF building. 1.5 acres. Show-room/office space. Renovated. Lease: \$3.00 PSF. Sale Price: \$479,500
Brent Miller, SIOR



2010 Middlebury St., Elkhart
13,500 SF manufacturing building. Two grade-level overhead doors. 3-Phase electric service. Lease: \$2.70 PSF
Pete Letherman, SIOR, CCIM



2501 Marina Dr., Elkhart
28,800 SF building. Situated on 2.98 acres. 2,138 SF office space. Two overhead doors, two docks. Zoned M-1. Lease: \$2.76 PSF. Sale Price: \$625,000
Bill Kuhns, SIOR



28867 Old US 33, Elkhart

Former El Paco Plants. Frontage on Old US 33. 26,398 SF. 1,600 SF office space. Situated on 1.8 acres. 3-phase power. Municipal utilities. Zoned M-1. Sale Price: \$185,000
Brent Miller, SIOR



Mitchell Jellison Dr., Elkhart

Flex space. Several suites available from 4,500 SF to 8,000 SF. Zoned M-1. Lease: \$2.88 PSF - \$3.00 PSF
Ross Miller, SIOR



57433 Nagy Dr., Elkhart

61,125 SF
6 acres

SOLD 2Q 2013

Brent Miller, SIOR



Oak & C St., Elkhart

15,000 SF in 2 buildings. 2.77 acres. Clear span. City utilities. Zoned M-2.

Sale Price: \$175,000

Brent Miller, SIOR



25979 North Park Avenue (at Johnson Street), Elkhart

3,200 SF on 0.488 acres.

Sale Price: \$89,000

Pete Letherman, SIOR, CCIM



25831 Pierina Dr., Elkhart

14,800 SF
1 acre

SOLD 2Q 2013

Bill Kuhns, SIOR



51778 SR 19, Elkhart

4,500 SF & 5,500 SF spaces available. High visibility. 3-Phase power. Zoned M-1. Lease: \$2.88 PSF

Richard Hobson



57941 SR 19, Elkhart

7,344 SF. 864 SF office space. 4 overhead doors. 14' eaves. Zoned M-1 PUD. Lease: \$3.27 PSF

Bill Kuhns, SIOR



831 Windsor Blvd., Elkhart

2,400 SF available in multi-tenant building. 14' overhead door, office and signage. Lease: \$5.98 PSF

Pete Letherman, SIOR, CCIM



2418-2422 Dierdorf, Goshen

3 vacancies in this multi-tenant complex. Lease: \$2.50 PSF

John Letherman, CCIM
Pete Letherman, SIOR, CCIM



1508 Eisenhower Dr., Goshen

50,800 SF on 5.01 acres. 23-foot ceilings. Heavy power. Lease: \$2.75 PSF. Sale Price: \$1,495,000

Pete Letherman, SIOR, CCIM



2515 Lombardy Dr., Goshen
30,800 SF. 6.77 acres. Two story office. 3 docks. 18' eaves. 2 mos free rent w/3 yr lease. Lease: \$2.40 PSF
Ross Miller, SIOR



18520 US 20, Goshen
19,100 SF
14.59 acres
SOLD 2Q 2013
Bill Kuhns, SIOR



2117 Wilden Ave., Goshen
18,820 SF. 2.05 acres. 3-Phase power. Lease: \$2.50 PSF.
Sale Price: \$475,000
Pete Letherman, SIOR, CCIM



11333 CR 2, Middlebury
170,500 SF manufacturing building. 36' eaves, heavy power. Divisible. 2 docks. 19 overhead doors. Lease: \$2.00 PSF.
Brent Miller, SIOR



1921/1927 N. Cedar St., Mishawaka
14,736 SF, 3 overhead doors, 480 volt power. Sale Price: \$368,400
Brent Miller, SIOR



2000 Evangel Way, Nappanee
22,500 SF on 5.56 acres. Two-story office. 1 dock. City water & sewer. Zoned I-1. Tax exempt.
Sale Price: \$499,000
Richard Hobson



31140 Edison Rd., New Carlisle
49,500 SF on 37.61 acres. 32' ceiling height. Lease: \$2.25 PSF.
Sale Price: \$1,250,000
Ross Miller, SIOR
Brent Miller, SIOR



1319 N. Iowa St., South Bend
8,680 SF building on 0.62 acres. Located near South Bend Regional Airport. Sale Price: \$265,000
Pete Letherman, SIOR, CCIM



25115 US 20 West, South Bend
5,055 SF
18.75 acres
SOLD 2Q 2013
Richard Hobson



501 S. Miller Dr., White Pigeon
8 building campus. 122,010 total SF. 17.2 acres. Numerous overhead doors. 16'-18' ceilings. Sale Price: \$725,000
Ross Miller, SIOR

1900 Whirlpool Dr., LaPorte
100,809 SF space available for sublease. Food grade. ESFR sprinkler system. 2000 amp electrical service. Expansion possibilities. 10 docks. Trailer parking. Lease: \$2.50 PSF NNN
Ross Miller, SIOR



Pokagon St., Dowagiac
2 acres. 245' of frontage. Close to M-51 & M-62. Zoned General Business.
Offered at: \$89,900
Pete Letherman, SIOR, CCIM



Airport Pkwy., Elkhart
2.9 acres. Great location at Elkhart Airport. Zoned M-1.
Offered at: \$65,000
Ross Miller, SIOR



Beardsley & Greenleaf, Elkhart
10 acres ideal for office or upscale apartment development. Zoned PUD R-3. Offered at: \$750,000
John Letherman, CCIM



1536 Bristol St., Elkhart
0.77 acre corner lot. Surrounded by commercial use. 170 feet' frontage.
Offered at: \$189,000
Brent Miller, SIOR



1609 W. Bristol St., Elkhart
0.69 acres. Good visibility in high traffic location. Zoned B-3.
Offered at: \$160,000
Richard Hobson



Bristol & Adams, Elkhart
1.14 acres in two parcels. City water and sewer; gas and electric available.
Offered at: \$149,000
Richard Hobson



Brittany Ct., Elkhart
2.1 acre retail pad site located off exit 92 of the Indiana Toll Road. Zoned PUD. Offered at: \$275,000
Pete Letherman, SIOR, CCIM



2000 Block Cassopolis St., Elkhart
8.34 acres on SR 19 just a half mile from the Toll Road. Great retail location. Offered at: \$750,000
John Letherman, CCIM



2400 Cassopolis St., Elkhart
3.86 acres on SR 19 close to Toll Road. Zoned B-3. Property fenced and has city water and sewer. Offered at: \$630,000
Ross Miller, SIOR



3500 Cassopolis St., Elkhart
3.02 acres. Excellent redevelopment opportunity. Turnpike Motel currently on property. Offered at: \$725,000
Richard Hobson



Cassopolis & Country Club, Elkhart
2.81 acres. Water & sewer possible. Zoned R-2. Offered at: \$86,000
Ross Miller, SIOR



Cassopolis & Johnson, Elkhart
10 acres with frontage on SR 19 & CR 9 (Johnson). City water & sewer. B-3 PUD zoning. Offered at: \$1,500,000
Ross Miller, SIOR



CR 6 & CR 10, Elkhart

18.42 acres. May divide. Sale, lease or build to suit. Zoned B-3 GPUD.

Ross Miller, SIOR
Richard Hobson



CR 6 & Emerson, Elkhart

0.96 acres of development land. Located next to Lowe's & across from Walmart. Offered at: \$199,500

John Letherman, CCIM



30178 CR 12, Elkhart

2.98 acres. 3 buildings on property. Zoned M-2. Offered at: \$150,000

Brent Miller, SIOR
Ross Miller, SIOR



30266 CR 12, Elkhart

8.83 acres with rail access (no spur). Offered at: \$350,000

Brent Miller, SIOR
Ross Miller, SIOR



CR 17 & US 20 Bypass, Elkhart

47 acres. At entrance to 20 Bypass on CR 17. Sewer & water. Zoned GPUD. Offered at: \$2,350,000

John Letherman, CCIM



CR 17 Vacant Land, Elkhart

1.09 acres. Sale, lease or build to suit. Adjoins Arby's & car wash. Zoned B-PUD. Offered at: \$349,000

Ross Miller, SIOR



815-901 CR 20, Elkhart

31 acres. Perfect site for multi-family development. City water on site; sewer close. Zoned R-3. Offered at: \$630,000

Ross Miller, SIOR



28883 CR 20, Elkhart

3 acres in Nagy Industrial Park. City water. Zoned M-1.

Offered at: \$95,000

Ross Miller, SIOR



CR 20 (Mishawaka Rd.) & Concord Mall Dr., Elkhart

1.6 acres on outlot to mall. Highly visible lot. Offered at: \$150,000

John Letherman, CCIM



CR 26 & SR 19, Elkhart

77.03 acres. Signalized corner. Excellent visibility. Offered at: \$2,500,000 (\$32,500/acre)

John Letherman, CCIM



23830 CR 106, Elkhart

2.75 acres. Located close to retail & restaurants. Zoned R-4.

Offered at: \$159,500

Richard Hobson



Emerson Dr., Elkhart

18.83 acres. Additional acreage adjacent. Zoned PUD & R-1. Offered at: \$595,000 (\$31,600/acre)

John Letherman, CCIM



1730 Johnson St., Elkhart
0.566 acres. City water. Zoned M-1.
Offered at: \$29,500
Ross Miller, SIOR
Brent Miller, SIOR



1314 S. Main St., Elkhart
0.89 acres in two parcels. City water & sewer. Good frontage. Zoned B-3.
Offered at: \$25,000
Brent Miller, SIOR



1328 S. Main St., Elkhart
0.48 acres in high visibility location.
Zoned M-1.
Offered at: \$35,000
Ross Miller, SIOR



2030 S. Main St., Elkhart
1.78 acres with frontage on Main Street. Zoned M-2. City water and sewer at site. Offered at: \$650,000
Brent Miller, SIOR



Middleton Run Road & Industrial, Elkhart
6.81 acres. In Maywell Industrial Park. Zoned M-1. Offered at: \$265,000
Ross Miller, SIOR



Middleton Run Rd., Elkhart
Maywell Industrial Park. 3.65 to 26.94 acres. Zoned M-1. Call for pricing.
Ross Miller, SIOR



28050 Mishawaka Rd., Elkhart
0.41 acres with 98 feet of frontage.
High traffic site.
Offered at: \$145,000
Pete Letherman, SIOR, CCIM



57433 Nagy Dr., Elkhart
3.4 acres with rail potential.
City water at street. Zoned M-2.
Offered at: \$119,000
Brent Miller, SIOR



Plaza Ct. & Cassopolis St., Elkhart
0.743 acres. Just north of Indiana Toll Road. Zoned B-3. Offered at: \$175,000
Brent Miller, SIOR
Pete Letherman, SIOR, CCIM



2316 Primrose Ave., Elkhart
0.59 acres located just south of Main Street. Redevelopment opportunity. Zoned M-1. Offered at: \$14,900
Richard Hobson



Reagan Ct., Elkhart
Six lots in this master-planned mixed-use development near the Toll Road entrance at CR 17. Call for pricing.
Pete Letherman, SIOR, CCIM



51530 SR 19, Elkhart
2.22 acres. High traffic location. City water & sewer. Zoned B-2 & B-3.
Offered at: \$395,000
John Letherman, CCIM



SR 19 & Toll Road, Elkhart
2.86 acres at North Point Plaza along the Toll Road. All utilities to site.
Offered at: \$160,000
John Letherman, CCIM



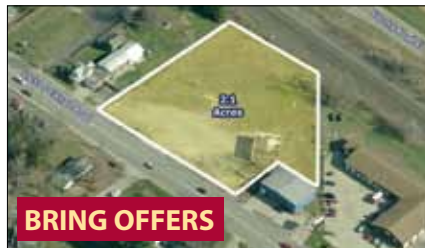
1675 Toledo Rd., Elkhart
1.6 acres.
High traffic location.
Offered at: \$160,000
Brent Miller, SIOR



2311 Toledo Rd., Elkhart
20 acres was former golf center/driving range/batting cages site on Old US 20. Offered at: \$575,000
Richard Hobson



23946 US 20, Elkhart
3.4 acres with 300 feet of frontage on Old US 20. Zoned B-3. Sewer & water. Includes house. Offered at: \$199,500
John Letherman, CCIM



23513 US 33, Elkhart
2.1 acres. Great location with US 33 frontage. Zoned B-3.
Offered at: \$250,000
Ross Miller, SIOR



Waterbury Park Land, Elkhart
1.9 acres in this professional office park located near Mishawaka Road.
Offered at: \$29,000
Bill Kuhns, SIOR



1951 Caragana Ct., Goshen
1 acre in industrial park setting on south side near US 33. Public utilities available. Offered at: \$162,000
Richard Hobson



CR 27 Land, Goshen
26.88 acres prime for industrial development. Excellent location on the south side. Offered at: \$1,260,672
Pete Letherman, SIOR, CCIM



Lincolnway East Land, Goshen
2.42 acres in front of the Super 8 motel on busy US 33.
Offered at: \$350,000
Pete Letherman, SIOR, CCIM



919 Plymouth Ave., Goshen
0.70 acre corner lot. Great location for retail or restaurant. Zoned A-1.
Offered at: \$395,000
Pete Letherman, SIOR, CCIM



1838 US Hwy. 20, LaPorte
3.33 acres. Private well/septic system. Highly visible with good traffic count. Zoned B-2. Offered at: \$595,000
Pete Letherman, SIOR, CCIM



CR 2 & CR 43, Middlebury
5.5 acres. Located at Toll Road interchange. Zoned M-1.
Offered at \$137,500
John Letherman, CCIM



CR 2 & Toll Road, Middlebury
74.6 acres. Located ½ mile from Indiana Roll Road. Gas pipeline through site. Zoned A-1. Offered at \$750,000
Richard Hobson



CR 4 & Lovejoy Dr., Middlebury
15 acres. Adjacent to former IBS buildings. Zoned M-2. Offered at: \$297,400
Brent Miller, SIOR
Ross Miller, SIOR



SEC SR 13 & Toll Road, Middlebury
7.2 acres. Zoned A-1. Flexible seller might consider land lease.
Offered at: \$112,500
John Letherman, CCIM



SEC SR 13 & US 20, Middlebury
4 shovel-ready commercial lots. Mixed used development. Retail or medical. Zoned B-3. \$150,000 per lot
John Letherman, CCIM



60770 Elm Rd., Mishawaka
40 acres total; divisible to two 20-acre parcels. Located just south of US 20 Bypass. \$45,000 per acre
Bill Kuhns, SIOR



1420-1446 S. 11th St., Niles
7 acres. Great opportunity for redevelopment in growing corridor. Excellent visibility. Sale Price: \$1,210,000
Pete Letherman, SIOR, CCIM



2622 S. 11th St., Niles
1.9 acres. High profile/high traffic location. Great for redevelopment. Zoned General Business. Offered at \$150,000
Pete Letherman, SIOR, CCIM



2627 S. 11th St., Niles
3.13 acres. High traffic location. Great for redevelopment. Municipal water & sewer available. Offered at \$250,000
Pete Letherman, SIOR, CCIM



65597 SR 19, Wakarusa
36.12 acres. Multiple lots for sale. Will divide. Ideal for residential or retail. Offered at \$2,000,000
Bill Kuhns, SIOR

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FM Stone's Deals for 2nd Quarter (continued from Page 3)

5-15-13 – Richard Hobson leased 1,300 SF of retail space in the Concord Commons Shopping Center to Converting Technology Inc. The address for the shop is at 3710 Mishawaka Road in Elkhart.

5-17-13 – Pete Letherman, SIOR, CCIM, assisted Dream Lighting LLC in securing a lease of 8,600 SF at 631 Collins Road in Elkhart.

6-20-13 – Pete Letherman, SIOR, CCIM, assisted CFA Staffing in securing a lease at 2856 Eisenhower Drive in Goshen. The staffing company will occupy 1,400 SF in Suite 2 of the Goshen Commons II building.

6-20-13 – Swolfies Pizza & Subs is a new tenant in the Goshen Commons Shopping Center in Goshen. Pete Letherman, SIOR, CCIM, assisted the Swolfies team in securing the lease for 2,925 SF at 2026-2028 Lincolnway East.

6-21-13 – Richard Hobson assisted Anna Fawley in leasing 7,070 SF of retail space at 51788 State Road 19 in Elkhart. Fawley's store will now occupy Suites B, C and E of the center.

6-21-13 – Bill Kuhns, SIOR, assisted in the sale of a 14,800 SF industrial building at 25831 Pierina Drive in Elkhart. Investment Company A&L Properties purchased the building from Acutech Investments LLC. A&L will be leasing the space to Harman Machine. Harman purchased most the equipment that was previously used by Acutech at the Pierina drive address. Acutech plans to sublease some space from Harman Machine on a short-term basis.

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16575 SR 120, Bristol
2,800 SF. Single user or multi-tenant
1.51 acres. Good location.
Sale Price: \$159,900
Richard Hobson



422 E. Bristol St., Elkhart
1,530 SF in highly visible space in
busy location. Suite is move-in ready.
Lease: \$12.00 PSF
Pete Letherman, SIOR, CCIM



51538 CR 19, Bristol
35 acres of land with six commercial
buildings and 2,614 SF house. Lots of
possibilities! Sale Price: \$395,000
John Letherman, CCIM



1220 W. Bristol St., Elkhart
21,509 SF building on 1.44 acres.
158' frontage on busy Bristol Street.
Sale Price: \$200,000
Pete Letherman, SIOR, CCIM



1503 Bristol St., Elkhart
4,575 SF building on 2.64 acres.
Built in 2007. City water & sewer.
Sale Price: \$445,000
Pete Letherman, SIOR, CCIM



25250 CR 4, Elkhart
Former Trinity Gardens. 49.5 acres.
Two buildings on property. Includes tree
inventory. Sale Price: \$495,000
Pete Letherman, SIOR, CCIM



105 W. CR 6, Elkhart
1,540 SF space available in rear of
Wings Etc. building. Great location near
retail & restaurants. Lease: \$14.00 PSF
Richard Hobson



27919 CR 26, Elkhart
Former American Countryside Farm-
er's Market. 51,000 SF. 95 acres.
Sale Price: \$3,950,000
Pete Letherman, SIOR, CCIM
John Letherman, CCIM



2714 Emerson Dr., Elkhart
Laser Car Wash. 2,300 SF. Near Walmart
in retail corridor. Land & building available.
Sale Price: \$325,000
Pete Letherman, SIOR, CCIM



942 E. Jackson Blvd., Elkhart
Former Alick's Drugs. 8,000 SF
located on the river. 20' x 100' with
open floor plan. Lease: \$7.00 PSF
John Letherman, CCIM



952 E. Jackson Blvd., Elkhart
11,989 SF. 4,789 SF warehouse
space, full basement with lift & 7,200
SF showroom. Lease: \$5.00 PSF
John Letherman, CCIM



347 W. Lusher Ave., Elkhart
28,650 SF building in white box
condition. Lease: \$2.50 PSF.
Sale Price: \$350,000
Carl Tiedemann, SIOR



528-532 S. Main St., Elkhart
Former Mad Anthony's Restaurant
6,220 SF. Includes equipment. Lease
considered. Sale Price: \$589,000
Ross Miller, SIOR/Richard Hobson



1213 S. Main St., Elkhart
992 SF building. 200 SF office
space. Perfect for used car lot or
service garage. Sale Price: \$80,000
Richard Hobson



**Concord Commons,
Mishawaka Rd., Elkhart**
One 1,600 SF suite remains. Good location
by Concord Mall. Lease: \$9.00 PSF
Richard Hobson



327 Northpointe Blvd., Elkhart
27,854 SF building on 2.03 acres.
Built in 1997. Close to Indiana Roll
Road. Sale Price: \$1,100,000
Pete Letherman, SIOR, CCIM



Northview Dr., Elkhart
North Pointe Retail Center. Anchored
by Kmart. Close to hotels &
restaurants. Call for pricing.
John Letherman, CCIM



51778 SR 19, Elkhart
7,070 SF
Retail/showroom space
LEASED 2Q 2013
Richard Hobson



2856 N. Eisenhower Dr., Goshen
Goshen Commons II. 1,125 SF space
available. Near Walmart and Menards.
Lease: \$12.95 PSF
Pete Letherman, SIOR, CCIM



1819 Elkhart Rd., Goshen
575 SF former car lot/office.
0.473 acres on US 33. Lease:
\$2,000/mo. Sale Price: \$175,000
Pete Letherman, SIOR, CCIM



1907 Elkhart Rd., Goshen
4,225 SF former coffee house. Move-
in ready. Lease: \$9.00 PSF.
Sale Price: \$220,000
Pete Letherman, SIOR, CCIM



2014 Lincolnway East, Goshen
Goshen Commons. 8,342 SF space
available. Near Walmart and Menards.
Lease: \$8.00 PSF
Pete Letherman, SIOR, CCIM



1001 N. Main St., Goshen
5,292 SF brick building. 4.68 acres.
High traffic location with good visibility.
Sale Price: \$325,000
Pete Letherman, SIOR, CCIM



32981 Marvel Ln., New Carlisle
13,632 SF building on 6.97 acres.
Banquet hall & catering facility. Built in
2000. Sale Price: \$490,000
Richard Hobson



1420-1446 S. 11th St., Niles
7 acres of land with several commercial buildings totaling 35,750 SF. Excellent visibility. Sale Price: \$1,210,000
Pete Letherman, SIOR, CCIM



1820 Lincolnway E., South Bend
2,765 SF building on 0.59 acres. Great exposure on busy Lincolnway. 2 OH doors. Sale Price: \$330,000
Richard Hobson



3275 Elwood Ave., South Bend
5,000 SF building on 0.54 acres. Zoned CBD. Sale Price: \$219,900
Brent Miller, SIOR
Richard Hobson

Good News to Share From Around the Area

Goshen – In May it was determined that MOR/ryde International will be allowed to expand its Cooper Drive plant in Goshen. The expansion plan, which drew heated debate from neighbors, is expected to result in 40 to 60 new jobs at the Cooper Drive plant and an additional 40 jobs at the company's other two locations in Elkhart. MOR/ryde has grown from a small company to a multi-plant company with over 350,000 SF and over 425 employees.

United States – In May *RV Business* reported: "Through the first five months this year, total RV shipments have now reached 144,015 units, up 13% compared to this same period last year. All vehicle types have enjoyed shipment growth this year with the exception of folding camping trailers, which were only slightly behind."

Bremen – In April Nishikawa Cooper announced it would be adding 34 new jobs by 2015. Nishikawa, which also does business as NISCO and is headquartered in Topeka, Ind., announced the new jobs would be at its existing 150,000 SF plant at 501 High Road in Bremen. By July of this year the company plans to invest \$12.7 million to install new equipment to accommodate the company's door-sealing capabilities in Bremen. The announcement was NISCO's third Indiana expansion announcement in less than a year. The company currently has more than 925 full-time employees in Indiana. Nishikawa Cooper is a joint Japanese-American venture between Nishikawa Rubber Co. of Hiroshima, Japan, and Cooper Standard of Novi, Mich., and was founded in 1986 in Topeka. It is a Tier I supplier of rubber weather-stripping to the automotive industry.

Elkhart – A new restaurant has opened at 500 S. Main in Elkhart. Pumpnickel's Pretzel Bakery is just one block south of the new Lerner Theater and features fresh-baked pretzels, sandwiches (with pretzel buns) and salads.

Middlebury – Grand Design RV, LLC announced in April that it expects to add 500 jobs by 2016. The company already employs 115 in Middlebury. In August of last year Grand Design, an RV developer and manufacturer, purchased four buildings totaling 416,875 SF on a 66.9-acre campus located at 11333 CR 2 in Middlebury. The company's recent announcement was to confirm that this location would become its corporate headquarters. Launched by RV industry veterans Ron Fenech, Don Clark and Bill Fenech in late 2012, Grand Design currently manufactures its signature Solitude brand, an extended stay fifth-wheel, with plans to develop and manufacture up to six different product lines of towable fifth wheel and travel trailers for the recreational industry.

St. Joseph, Mich. – In April Kay Manufacturing of Calumet City, Illinois, announced that it would be leasing 121,000 SF of industrial space at 3401 S. Lakeshore Drive in St. Joseph Township, Mich. This second location for Kay is expected to create up to 80 new jobs over the next three years. Kay, founded in 1946, produces car parts for companies like General Motors, Ford and Chrysler. The new location was expected to be operational by the first of June and up to 36 new employees should be working at the Michigan facility by the end of 2013.

Good News Continued on Page 22



PRICE REDUCED

636 Moody Ave., Elkhart
Rivercrest Apartments
Garden style apartment complex. 8 buildings with 16 one-bed units & 16 two-bed units. Situated on 2.04 acres on St. Joseph River. Offered at: \$788,000
Ross Miller, SIOR



PENDING

57974-57976 CR 3, Elkhart
66,647 SF in 2 buildings on 7.4 acres. Leases in place. Offered at: \$995,000
Bill Kuhns, SIOR



53042 Faith Ave., Elkhart
33,000 SF in five units. Each unit has dock and overhead door. Fully leased. Offered at: \$795,000
Bill Kuhns, SIOR



PRICE REDUCED

113-115 E. Lexington Ave., Elkhart
3,200 SF coffee shop & restaurant. Business only for sale. Real estate not included. Offered at: \$89,900
Ross Miller, SIOR
Richard Hobson



2418-2422 Dierdorf Rd., Goshen
34,400 SF in 3 buildings; 13 separate spaces. 3.01 acres. Great location Offered at: \$995,000
John Letherman, CCIM
Pete Letherman, SIOR, CCIM



NEW

3603 County Road 6 & 2701-2707 Decio Drive, Elkhart

Investment offering featuring a total of 105,350 SF in seven buildings. 10.91 acres. Divisible. 15' to 20' ceilings. 15,174 SF of office space. Zoned M-1. Offered at: \$2,350,000
Brent Miller, SIOR

INVESTMENT OPPORTUNITIES

Stay Connected!

Good News to Share From the Area (continued from page 20)

South Bend – In April St. Joseph Paper and Packaging, a South Bend-based distributor of paper and packaging supplies, began construction on a 9,000 SF expansion of its warehouse facility in the Blackthorn Corporate Park. Upon completion of the expansion, the company will boast a total of 35,000 SF of both warehouse and office space at 3107 N. Kenmore Street. St. Joseph Paper and Packaging, was launched in the old Drewrys Brewery building on Elwood Avenue 25 years ago.

Middlebury – In May Arboc Specialty Vehicles announced it was planning to hire an additional 25 to 30 employees and expand its product offerings due to its partnership with Freightliner Custom Chassis Corp. The RV manufacturer, which already employs 100, is located at 51165 Greenfield Parkway in Middlebury.

Bristol – Monogram Food Solutions, LLC, announced in May that it had completed expansion of its Hinsdale Farms corn dogs manufacturing plant and hired 50 additional employees. Monogram acquired Hinsdale Farms in September 2012, including the company's 100,000+ SF manufacturing plant at 605 Kesco Drive. Since then, Monogram has invested \$8.5 million into a major expansion and renovation of the plant to accommodate growth. As a result of this expansion, Monogram has moved its corn dog production from Muncie, Indiana to Bristol. The company has said it expects to hire at least an additional 25 employees and plans to continue to expand production at the Bristol plant.

Wakarusa – Thor Wakarusa LLC, a wholly owned subsidiary of Thor Industries, purchased the RV production campus that was formerly operated by Navistar International Corporation in June. The purchased facilities are comprised of nearly one million square feet of total production space located on more than 150 acres located in Wakarusa. In addition to the production space, the complex includes more than 35 paint booths designed specifically for painting recreational vehicles. Thor expects to finalize transition planning once the seller exits the facilities which is expected to occur late this summer.

ELKHART – A ceremonial ground-breaking occurred in June for the construction of the new Elkhart General Home Care (EGHC) building on the

southwest corner of CR 17 and Verdant Drive. The 36,500 SF facility is expected to house all Elkhart General Home Care services lines. More than 250 employees will provide services to the community from the location and employment is expected to grow to over 300 within two years of its opening (early 2014).

Mishawaka – Nyloncraft Inc., a major supplier of under the hood and structural plastic components, announced in June the acquisition of the NYX Fort Wayne facility, a leading manufacturer of highly engineered, pressurized fluid handling vessels and components for under-the-hood vehicle applications. The business will operate as part of Nyloncraft, and will be called NCI Fort Wayne.

Elkhart – In June the former Popeye's Chicken location at 2727 Benham Avenue was finally undergoing renovations in preparation for opening as Elkhart's south side Subway restaurant. The new freestanding Subway location will provide a larger space and is expected to open for business in September. FM Stone's Richard Hobson sold the building back in January of 2012.

Goshen – Hertzler Systems Inc. made a substantial investment in reducing its carbon footprint in June. Hertzler was finishing the installation of 48 solar panels at its Goshen location. The panels will feed electricity directly into NIPSCO's power grid, generating an estimated 13,317 kWh per year and providing the equivalent of 44 percent of Hertzler's current yearly electricity consumption. Hertzler Systems provides automated statistical process control software. The company is no stranger to being more environmentally-positive. Four years ago it filled some back-lot acreage with 550 trees.

Cassopolis, MI – Elkhart-headquartered Postle Aluminum announced in June that it is planning to build a 52,000 SF industrial building next to its existing plant in Cassopolis. The new building will create an additional 40 jobs on the new wet-coat paint line. Founded in 1974 Postle Aluminum is a distributor and manufacturer of aluminum extrusions and related components. The company distributes to customers in the RV, fencing, specialty trailer, aluminum fabrication, truck component and building products markets.



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FM Stone Commercial is the largest and most experienced real estate firm in Northern Indiana. With our headquarters in Elkhart County, we service 12 counties in Northcentral Indiana and Southwest Michigan. Our agents are united by a collective commitment to combine market knowledge and technological sophistication to deliver unsurpassed and proactive professional commercial real estate services to our clients. We serve with honor and integrity using teamwork to help clients make wiser, better informed decisions, resulting in maximum real estate values. Our team has a combined 268 years experience in commercial real estate.

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