

IN THIS ISSUE

Spotlight: Brent Miller.....	3
Available Office Properties.....	4
Available Industrial Properties.....	7
Available Land Properties.....	16
Available Retail Properties.....	20
Available Investments.....	22
Our Team.....	23

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Kristy Nush & Melissa Hiner, Editors

Property Signs Get Tech Savvy

By Melissa A. Hiner

Changes are coming to the property signs at FM Stone Commercial...and these changes will revolutionize the way you obtain information on our properties. Soon you will start to see the addition of QR (Quick Response) codes on many of our property signs. When scanned or "read" by your iPhone, Android or other smart mobile device, these unique barcodes link you to instant digital information. In the case of the QR codes on our signs, you will instantly be connected through your device's web browser to detailed property information relevant to the building or land you are in front of.

So what do you need in order to read these codes? Your mobile device needs a QR code reader. While you should be able to find at least a few options in the "app" area of your smart device, we like the reader ScanLife. Super easy to install, when you see a QR code that you want to learn more about, simply select the ScanLife (or other) "app" and put your mobile device in front of you as if you were going to take a picture of the code. The software quickly grabs the code and immediately directs your device to the digital content. Give QR code scanning a try today to see how this new technology will bring information to your fingertips.



President & CEO A. Carl Tiedemann announced the adoption of adding QR (Quick Response) codes to FM Stone's property signs so that customers using smart phones can get instant property information.

Lehman and Campanello Join Team

Mindy Lehman has been named as the company's new Accounting Manager. In this newly created position, Mindy is responsible for many accounting tasks including overseeing accounts receivable and accounts payable, performing bank reconciliations, making deposits and ledger postings, and overseeing human resources for all of the companies in the Tiedemann Group. A resident of Elkhart, Mindy earned a Bachelor of Science degree in accounting from Indiana University in May 2008. She is currently studying in preparation to sit for the exams to attain her CPA license.

Continued on Page 2

Continued from Page 1



Tony Campanello
Project Manager & Estimator

Mindy Lehman
Accounting Manager

Tony Campanello has been named the company's new Project Manager and Estimator. In addition to developing new client relationships, Tony will also be responsible for working with past and future clients on developing a scope of work for their projects and cost estimating and scheduling related to those projects. His specialties are renovations and retrofitting construction projects. A resident of Goshen, Tony has worked in the construction industry in Elkhart County for over 30 years and has lived in the county his entire life. He has completed leadership and management classes at Goshen College. He and his wife Reneé have four children and four grandchildren. We are excited about Tony and Mindy joining our team and would like to invite you to extend a warm welcome to them.

We are moving in December!

Plans are currently underway for The Tiedemann Group of companies to move into new offices in the first few weeks of December. After a "lifetime" of living in the Elkhart Truth building, we are thrilled to be moving into our new state-of-the-art offices in the Lexington Business Centre at 530 E. Lexington in Elkhart.

The offices are currently under renovation (see pictures to the right). In addition to the planned new office area being much larger than our current size, the new space will have a much more efficient office layout and offer us the opportunity to grow our staff even more.

One other advantage is the ability to showcase the best new products available in the building industry. Because we believe in making the investment to do things right, the single biggest investment we are focusing on in the new office is the network infrastructure. We expect our investment will bring the Lexington Business Centre into the future by offering high-tech wiring for all tenants. Look for more information coming soon.



Slabaugh elected Secretary/Treasurer

Controller Gary Slabaugh has been elected to the position of Secretary/Treasurer for The Tiedemann Group. In addition to providing guidance and overseeing financial reporting, Slabaugh will now have additional responsibilities in the areas of corporate governance, finance, financial management and strategic planning. He joined The Tiedemann Group of companies in 2008. A native of Nappanee, Slabaugh earned a bachelor's degree in business administration and accounting from Bethel College and is currently pursuing a master's degree in accounting from IUSB.

Other good news worth sharing

- FM Stone Commercial was named Business of the Month for August by the Greater Elkhart Chamber of Commerce.
- FM Stone Commercial sold the former Burnstine distribution center building at 22365 Elkhart East Boulevard to Feed The Children organization. The organization will relocate from the former Bayer campus, which is nearly 1 million square feet, to the newer 65,072-square-foot facility on 7.43 acres on the east side of the city. The city had gifted the former Bayer site to Feed The Children in 2003 for \$1, and the organization decided to give the gift right back. But the gift back will be even greater...Feed the Children intends to pay to clear all the outdated buildings from the site which was originally built for Miles Laboratory in 1938.

Continued on Page 15

Spotlight On: Brent Miller, SIOR



YEARS AT FM STONE COMMERCIAL: 17 years

SPECIALIZING IN: Industrial sales and leasing

PHILOSOPHY: "Treat people how you would want to be treated. It's as simple as that."

PREVIOUS EMPLOYMENT: Student. Brent started working in property management for FM Stone directly after school. He then quickly transitioned into sales.

WHAT IS AN SIOR? The Society of Industrial and Office Realtors® (SIOR) represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. SIOs like Brent are dedicated to the practice and maintenance of the highest professional and ethical standards. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market.

PERSONAL: "I am not sure if it's a hobby or more of a sickness, but I have a thing for cars. Whether I'm collecting, buying, or selling, it's all good."

BEST PART OF THE JOB: "Working with different people everyday, it's always a new adventure and it never gets boring. I've also made a lot of great friends working in the business. It is always great when those relationships go from client to friend."

PERSONAL MESSAGE: "I want to personally thank everyone who has work with me over the years and hope we can continue to grow the community together."

Market Snapshot

Elkhart County Stats

More Stats Inside

2Q 2011
Stats

8 Sales
10 Leases

completed in Elkhart County

Source: FM Stone & REApps

7% Overall Vacancy Rate

Retail Vacancy Rate: 8.4%

Flex Vacancy Rate: 20.9%

Total of 3,999,111 SF

Available on the Market (all types)

Source: CoStar Group, Inc. & FM Stone Commercial



428 Baldwin St., Elkhart
Former Leedy-Cripe Architects. 1,621 SF to 10,920 SF. Lease: \$4.00 - \$6.00 PSF. Sale Price: \$199,000
Richard Hobson

23830 CR 106, Elkhart
Former Montessori School Building has 25,600 SF. Features 17 classrooms with rest rooms and two offices. Built in 2002. Sits on 6.37 acres. Zoned R-4 DPUD. Sale Price: \$1,300,000
Richard Hobson
Bill Kuhns, SIOR



501 W. Bristol St., Elkhart
Berkey Building is 5,500 SF total. Solid and clean building. 22 offices. Sale Price: \$220,000
Richard Hobson



2222 California Rd., Elkhart
Former Yoder Oil Company 1,848 SF on 1.62 acres. Lease: \$4.80 PSF
Richard Hobson



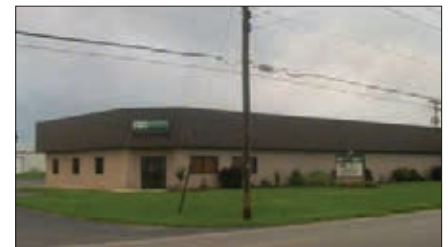
57784 CR 3, Elkhart
Truck Accessory Group Building 3,456 SF with eight offices, new carpet and paint. Lease: \$4.50 PSF
Richard Hobson



2800 CR 6, Elkhart
7,216 SF with multiple offices. On 1.86 acres with a deep lot great for expansion. Sale Price: \$275,000
Bill Kuhns, SIOR



26076 CR 6, Elkhart
800 SF in this clean building with great exposure. Situated on 1.04 acres. Lease: \$9.00 PSF
Bill Kuhns, SIOR/Richard Hobson



53846 CR 9, Elkhart
Two suites available. Tenant pays for phone/utilities/HVAC servicing. Lease: \$5.60 PSF
Richard Hobson



215 W. Franklin St., Elkhart
2,920 SF built in 1910. Historic building. Sale Price: \$59,000
Richard Hobson



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



Eastpoint Business Center *
2701 Industrial Parkway, Elkhart
Newly renovated multi-tenant building
Flex & office: 468 SF to 2,154 SF
Lease: \$7.80-\$11.14 PSF
Rate Includes utilities.
Carl Tiedemann, SIOR

* 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 has 1,824 SF on 0.9 acres. 5 drive-up windows. Full basement. Nicely landscaped. Has 3 private offices. 22 paved parking spaces. City sewer. Zoned M-1. Sale Price: \$145,000

Ross Miller, SIOR



500 S. Main St., Elkhart

Cornerstone Building. Downtown. Suites from 700 SF to 14,061 SF.

Lease: \$6.00-\$9.00 PSF

Richard Hobson



514 S. Main St., Elkhart

2nd floor office space of 1,650 SF. Insurance and utilities included.

Lease: \$6.00 PSF

Richard Hobson



1120 N. Main St., Elkhart

40,000 SF with 23 offices and 7 conference rooms. Lease: \$11.50 PSF

Richard Hobson

Brent Miller, SIOR



327 W. Marion St., Elkhart

Former Social Security Office 7,052 SF with new carpet, paint and windows. Lease: \$6.00 PSF

Richard Hobson



222 Middlebury St., Elkhart

Middlebury Manor

12,858 SF on 1.03 acres. Built in 1900. Sale Price: \$129,900

Richard Hobson



444 Nappanee St., Elkhart

5,550 SF. 2,275 SF per floor. Has 17 offices; great parking. Lease: \$9.00 PSF. Sale Price: \$250,000

Bill Kuhns, SIOR/Richard Hobson



500 N. Nappanee St., Elkhart

Executive 500 Building. Waterfront views and great access. 831 SF to 3,366 SF. Lease: \$9.75 PSF

Richard Hobson

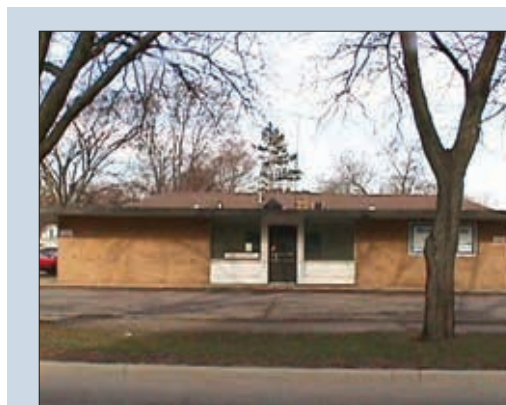


221 S. Third St., Elkhart

1,344 SF. Has reception area, several offices & full basement. Built in 1924.

Sale Price: \$59,900

Richard Hobson



603 Oakland Ave., Elkhart

Lease rate reduced! Former medical clinic features 2,496 SF. Could be used for medical or office. Has six offices/exam rooms, enclosed reception area, two waiting areas & two rest rooms. Lease: \$5.00 PSF. Sale Price: \$59,900

Richard Hobson



321 S. Third St., Elkhart
Great downtown building. 6,120 SF situated on half an acre. Very attractive brick exterior. High visibility. Flexible floor plan. Paved parking for over 30 vehicles. 2,650 SF available for lease. Zoned B-1.
Lease: \$6.00 PSF
Sale Price: \$695,000
Pete Letherman, CCIM



505 S. Third St., Elkhart *
Atrium Court. Multi-tenant building. Suites from 239 SF to 2,534 SF.
Lease: \$11.30-\$13.00 PSF
Carl Tiedemann, SIOR



810 Waterbury Park Dr., Elkhart
2,400 SF of Class A space. Lease: \$8.00 PSF. Sale Price: \$279,000
Richard Hobson/Ross Miller, SIOR



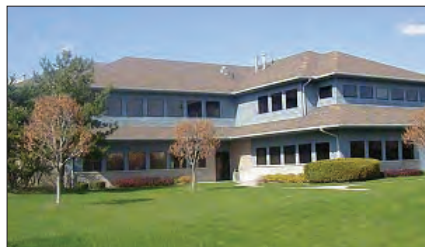
2008 Lincolnway E., Goshen
Goshen Commons. 8,606 SF of medical office space. Great location.
Lease: \$9.50 PSF
Pete Letherman, CCIM



326 N. Riverside, Goshen
888 SF building in great location. Two offices, rest room, kitchen, basement and garage. Sale Price: \$150,000
Richard Hobson



11133 CR 2, Middlebury
Former Four Seasons Offices
7,500 SF on second floor. Built in 2000. Lease: \$5.00 PSF
Ross Miller, SIOR



245 Edison Rd., Mishawaka
Edison Centre II. One suite of 1,563 SF left! Great finishes.
Lease: \$16.00 PSF
Carl Tiedemann, SIOR



12591 McKinley, Mishawaka
816 SF with 0.84 acres. New windows, doors, furnace and A/C.
Sale Price: \$169,000
Richard Hobson

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

3Q 2011

Elkhart County Office Market
11% Vacancy Rate
509,996 SF Available
Average Asking Rate: \$10.26 PSF

Source: CoStar Group, Inc. & FM Stone Commercial



606 W. Center St., Bourbon
74,000 SF on 6 acres. 10 docks, 21' eaves, air lines. Lease: \$2.00 PSF. Sale Price: \$960,000
Ross Miller, SIOR

700 S. Division St., Bristol

Dutchmen Manufacturing. 57,861 SF situated on 4.26 acres. Features 18' ceilings, 2 docks, sprinklers, airlines and city water & sewer. Zoned M-2. Lease: \$2.50 PSF. Sale Price: \$750,000

Brent Miller, SIOR

PRICE REDUCED



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: \$299,000
Brent Miller, SIOR



18520 US 20, Bristol
Kopf Trucking relocating. 19,100 SF in 5 buildings. 12 overhead doors. 3-Phase power. Sale Price: \$900,000
Bill Kuhns, SIOR



19875 M-205, Edwardsburg
19,690 SF on 6.3 acres. 16'-18' ceilings, 3 overhead doors, fenced yard, security system. Sale Price: \$510,000
Ross Miller, SIOR



2700 Ada Dr., Elkhart
60,000 SF front building. 4 docks, fenced property. Lease: \$1.80 PSF. Sale Price: \$1,300,000
Ross Miller, SIOR



2700 Ada Dr., Elkhart
48,960 SF rear building. 3 docks, 20' ceiling heights.
LEASED 3Q 2011
Ross Miller, SIOR



21 Airport Dr., Elkhart
Aircraft Hanger 21. 8,000 SF. Small office & rest room. Electric door. Sale Price: \$150,000
Ross Miller, SIOR



1301 & 1313 W. Beardsley Ave., Elkhart
24,056 SF
SOLD 3Q 2011
Bill Kuhns, SIOR



4800 Beck Dr., Elkhart
Mitchell Jellison Complex. 38,750 SF for lease. 25' eaves, 2 docks, T-5 lighting. Lease: \$3.25 PSF
Ross Miller, SIOR



1900 Borneman St., Elkhart
10,388 SF manufacturing/warehouse building w/small office space. Lease: \$1.80 PSF. Sale Price: \$199,500
Brent Miller, SIOR



1310-1318 Bristol St., Elkhart
EAZ Lift. 31,164 SF in two buildings.
2,000 SF office. Total five overheads.
Sale Price: \$495,000
John Letherman, CCIM



21291 Buckingham Rd., Elkhart
19,528 SF. 2 docks, 2 overhead
doors. High intensity lighting. 1,400
SF office. Lease: \$1.90 PSF
Ross Miller, SIOR



1000 Campus Ct., Elkhart
12,730 SF suite available. 16'
ceilings, clear span, 2 overhead doors,
1 exterior dock. Lease: \$3.60 PSF
Ross Miller, SIOR



2345 Cassopolis St., Elkhart
12,000 SF warehouse/retail building
on 7 acres. 400' of frontage. Paved &
fenced lot. Sale Price: \$1,143,000
Ross Miller, SIOR



4530 Chester Dr., Elkhart
10,000 SF. 1,800 SF office space.
18' eaves, 1 dock, panel liners. Lease:
\$3.00 PSF. Sale Price: \$270,000
Ross Miller, SIOR/Brent 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



1701 Conant St., Elkhart
50,832 SF rail-served warehouse on
5 acres. 3,520 SF office, 2 docks, 18'
eaves. Sale Price: \$598,000
Ross Miller, SIOR



57642 CR 3, Elkhart
20,880 SF on 2.79 acres. 18' ceiling
heights, gas radiant heat, 3-phase
power. Sale Price: \$395,000
Bill Kuhns, SIOR



28875 CR 20, Elkhart
5,412 SF on 6.37 acres. Overhead
door, 1,632 SF office & 19' ceilings.
SOLD 3Q 2011
Brent Miller, SIOR



603-605 Earthway Blvd., Bristol
Former Odyssey. 425,600
SF situated on 25.44 acres.
24' ceiling heights, T-5
lighting, ESFR sprinklers &
heavy power. Zoned M-1.
Lease: \$2.82 PSF.
Sale Price: \$11,400,000
Brent Miller, SIOR



24615 CR 45, Elkhart
10,000 SF building in excellent
condition. 1 dock, clear bay spacing,
3-phase power. Lease: \$3.00 PSF
Bill Kuhns, SIOR

28255 Charlotte Ave., Elkhart

Two buildings currently available in Fairfax Park. One is 12,500 SF & the other is 18,000 SF. Situated on 5.2 acres. 20' ceilings, 6" concrete floors. City utilities. Zoned M-1. Lease: \$2.50 PSF
Carl Tiedemann, SIOR



56700 Elk Park Dr., Elkhart
1,600 SF space remaining. Good structure with small office. 1 overhead door. City water. Lease: \$4.50 PSF
Bill Kuhns, SIOR



56897 Elk Park Dr., Elkhart
Bowen Building. 57,000 SF. 6 docks, 25'x60' bay spacing, 3-Phase power. City water. Sale Price: \$1,100,000
Bill Kuhns, SIOR



2018 Fieldhouse Ave., Elkhart
12,550 SF. Refurbished 2006. 480 Volt, 3-Phase power. Lease: \$1.80 PSF. Sale Price: \$245,000
Brent Miller, SIOR



1671 W. Franklin St., Elkhart
Franklin Keg Building. 6,000 SF. 24'-30' ceilings. 3 phase. Lease: \$3.00 PSF. Sale Price: \$160,000
Bill Kuhns, SIOR



831 Herman St., Elkhart
18,000 SF. 20' eaves, exterior dock with leveler, 3-Phase power, clear span. Lease: \$2.50 PSF
Ross Miller, SIOR



1809 W. Hively Ave., Elkhart
Monaco Coach Plants 5,6&7. 120,425 SF complex on 8.87 acres. Sale Price: \$1,345,000
Pete Letherman, CCIM



4906 Hoffman St., Elkhart
112,500 SF with 6 docks, 24' eaves. 87,500 SF available for lease. Lease: \$3.00 PSF. Sale Price: \$3,250,000
Brent Miller, SIOR



28533 Holiday Pl., Elkhart
3,300 SF. Several overhead doors. 2 docks. Heavy power. Lease: \$2.16 PSF. Sale Price: \$495,000
Bill Kuhns, SIOR



2749 Jami St., Elkhart
PJ's. 17,160 SF. Features airlines, paddle fans, fenced perimeter. Lease: \$2.64 PSF. Sale Price: \$435,000
Bill Kuhns, SIOR



57908 Kreighbaum St., Elkhart
Trailer Town #1. 3,200 SF. 3 overhead doors, 200 amp, 3 phase power. 16' eaves. Lease: \$2.26 PSF
Bill Kuhns, SIOR

3504 Cooper Dr., Elkhart

R&P Weed Building. 102,957 SF situated on 8.73 acres. 16' to 18' ceiling heights. 3-phase power. Six overhead doors. Zoned M-2. Lease: \$2.70 PSF. Sale Price: \$995,000

John Letherman, CCIM
Pete Letherman, CCIM



1926 Leininger Ave., Elkhart

6,922 SF. 15' eaves, 2 docks plus 1 overhead door. Zoned M-1. Lease: \$2.60 PSF. Sale Price: \$150,000

Ross Miller, SIOR



3733 Lexington Park Dr., Elkhart
51,700 SF on fenced property. 16' - 20' eaves, 2 docks, Rail potential.

Sale Price: \$845,000

Ross Miller, SIOR



3809 Lexington Park Dr., Elkhart
62,000 SF on fenced property. 18' eaves, 4 docks, 7 overhead doors. Rail potential. Sale Price: \$945,000

Ross Miller, SIOR



52782 Lillian St., Elkhart

13,585 SF on 1 acre. 3 overhead doors, 3-Phase power, 24'x40' column spacing. Lease: \$3.36 PSF

Bill Kuhns, SIOR



52864 Lillian Ave., Elkhart

12,800 SF with 2,400 SF office space. One acre of land. 2 overhead doors. Sale Price: \$298,000

Ross Miller, 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



1000 N. Main/1001 Cassopolis

Former Doors Plus buildings, Elkhart
47,397 SF. Lease: \$2.04 PSF.

Sale Price: \$595,000

Bill Kuhns, SIOR



1726 Markle Ave., Elkhart
1,200 SF. 14' ceilings & 2 overhead doors. Can be sold w/1730 Markle Ave. for \$149,000. Sale Price: \$35,000

Ross Miller, SIOR



1730 Markle Ave., Elkhart

6,000 SF. 14' ceilings & 2 overhead doors. Can be sold w/1726 Markle Ave. for \$149,000. Sale Price: \$125,000

Ross Miller, SIOR



611 McDonald St., Elkhart

14,444 SF. 1 overhead door. 3-phase power. Zoned M-1. 1 dock. Lease: \$1.80 PSF. Sale Price: \$150,000

Brent Miller, SIOR

3501 CR 6, Elkhart

From 31,800 SF to 69,200 SF manufacturing/warehouse space available. Has docks, overhead doors, 16'-18' ceilings, wet sprinkler system, gas forced air heat. Excellent condition.

City water & sewer.

Lease: \$2.65 PSF

Ross Miller, SIOR



1722 Mishawaka Rd., Elkhart

Former Monaco Coach Plant 3 280,887 SF facility. First class.

SOLD 3Q 2011

Pete Letherman, CCIM



Mitchell Jellison Dr., Elkhart

Flex space. 4,500 SF to 8,000 SF. 14'-16' ceilings. City utilities. Zoned M-1. Lease: \$2.88-\$3.00 PSF

Ross Miller, SIOR



25883 N. Park Ave., Elkhart

Former Lee Enterprises. 18,272 SF, 6 overheads. City utilities. Zoned M-1. Sale Price: \$195,000

Brent Miller, SIOR



2933 Paul Dr., Elkhart

Former Damon Plant 8 is 12,000 SF. 25'x40' bays. Lease \$2.52 PSF

Brent Miller, SIOR

Ross Miller, SIOR



2939 Paul Dr., Elkhart

Former Damon Plant 12 is 14,000 SF. 25'x40' bays. Lease \$2.52 PSF

Brent Miller, SIOR

Ross Miller, SIOR



25831 Pierina Dr., Elkhart

14,800 SF. Well maintained property. 3 overhead doors, 1 dock. Lease:

\$2.76 PSF. Sale Price: \$395,000

Bill Kuhns, SIOR



21125 Protecta Dr., Elkhart

16,000 SF on 3.36 acres. 16' eaves, 25'x40' column spacing, Lease: \$2.80 PSF. Sale Price: \$395,000

Ross Miller, SIOR



107 Rush Ct., Elkhart

24,400 SF with 1,600 SF finished office space. Heavy power. Zoned M-2. Sale Price: \$525,000

Bill Kuhns, SIOR



51772-2 SR 19, Elkhart

5,500 SF on 6 acres. 3 overhead doors. 14' ceilings, 3-Phase power. Zoned M-1. Lease: \$2.88 PSF

Richard Hobson



57941 SR 19, Elkhart

Former Trailer Town #2 has 7,344 SF on 1.9 acres. 5 overhead doors, crane rails, air lines. Lease: \$4.08 PSF

Bill Kuhns, SIOR



519 S. 10th St., Elkhart

8,793 SF. 2,000 SF of office space. 2 overhead doors. City utilities. Zoned B-2. Sale Price: \$89,000

Richard Hobson



2923 Thorne Dr., Elkhart

712 building has 20,000 SF. 1/2-Ton crane rail, 2 docks. Lease: \$2.76 PSF. Sale Price: \$450,000

Bill Kuhns, SIOR



23821 East US 20, Elkhart

7,200 SF w/showroom. 1 dock, office space. Highway frontage. Zoned M-1. Lease: \$3.60 PSF

Ross Miller, SIOR



831 Windsor Blvd., Elkhart

2,400 SF flex unit. Overhead door, office A/C, heated warehouse. Exterior dock available. Lease: \$5.98 PSF

Pete Letherman, CCIM



3535 Corrie Dr., Goshen

Former Nappanee Window. 89,750 SF. Thermo Cycler units. Lease: \$2.75 PSF. Sale Price: \$3,500,000

Richard Hobson/Brent Miller, SIOR



1508 N. Eisenhower Dr., Goshen

50,800 SF building on 5.01 acres. 40'x40' bay spacing.

LEASED 2Q 2011

Pete Letherman, CCIM



2147 N. Eisenhower Dr., Goshen

6,000 SF with 16' ceilings, 2 docks and 2 overhead doors. Built 2005.

Lease: \$3.50 PSF

Richard Hobson



2469 E. Kercher Rd., Goshen

41,000 SF on 6 acres. 16'-20' eaves & 4 docks. Lease: \$1.80 PSF.

Sale Price: \$895,000

Bill Kuhns, SIOR

1200 N. Detroit St., LaGrange

Former Starcraft building features 156,619 SF on 20-acre fenced lot. Five-building complex has six acres of paved parking.

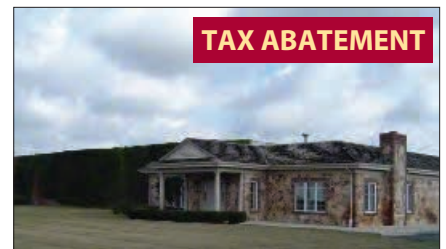
35 overhead doors, six docks, one truck well and heavy power. Excellent visibility.

Lease: \$2.25 PSF. Sale Price: \$795,000

John Letherman, CCIM/Pete Letherman, CCIM



TAX ABATEMENT



2408 Lincolnway East, Goshen

32,350 SF with 6 overhead doors, 3-Phase power. Lease: \$1.50 PSF.

Sale Price: \$795,000

Pete Letherman, CCIM

10440 CR 2, Middlebury

Former Crystal Valley. 161,600 SF in 2 buildings. Situated on 40 acres. 24'-26' ceiling heights. Several docks and overhead doors. Wet sprinkler system. Fenced perimeter. Zoned M-2.
Sale Price: \$2,600,000
Bill Kuhns, SIOR



2632 E. Lincolnway, Goshen

Former Packship USA, Building 2. 9,000 SF. 3-Phase power. Gas heat, city utilities. Lease: \$3.00 PSF
Bill Kuhns, SIOR



2117 Wilden Ave., Goshen

Former Superior Laminating. 18,820 SF on 2.05 acres. 3-Phase. Lease: \$2.50 PSF. Sale Price: \$475,000
Pete Letherman, CCIM



11333 CR 2, Middlebury

61,000 SF - 416,875 SF available. 66.9 acres. Up to 36' eaves. Off exit 107 on Toll Road. Zoned M-1. Lease: \$2.30 PSF
Ross Miller, SIOR



109 14th St., Middlebury

Former Pilgrim International 54,700 SF with 22' ceilings, 35 overhead doors. Lease: \$3.00 PSF
Pete Letherman, CCIM



51700 Lovejoy Dr., Middlebury

Former IBS, Plant 1. 97,180 SF on 21.75 acres. 26' eaves. Lease: \$2.10 PSF. Sale Price: \$1,895,000
Ross Miller, SIOR
Brent Miller, SIOR



51700 Lovejoy Dr., Middlebury

Former IBS, Plant 2. 97,000 SF on 14.53 acres. 26' eaves. Lease: \$2.10 PSF. Sale Price: \$1,795,000
Ross Miller, SIOR
Brent Miller, SIOR



221 US 20, Middlebury

Former Schult Homes 233,151 SF on 45.45 acres. 8 overhead doors. Sale Price: \$3,200,000
Brent Miller, SIOR



14489 US 20, Middlebury

Former Pilgrim International. Multiple buildings total 102,062 SF. Lease: \$1.99 PSF. Sale Price: \$1,495,000
Pete Letherman, CCIM



1921/1927 N. Cedar St., Mishawaka

14,736 SF, 3 overhead doors, 480 volt power. Sale Price: \$445,000
Brent Miller, SIOR



3723 N. Home St., Mishawaka

Pro Tool Engineering has 9,200 SF on 3 acres. 3-Phase power. Zoned I-1. Sale Price: \$295,000
Brent Miller, SIOR



700 S. Union St., Mishawaka
144,510 SF on 9.46 acres.
SOLD 3Q 2011
Ross Miller, SIOR
Brent Miller, SIOR

2121 Chicago Rd., Niles
Niles Distribution Center.
34,640 SF & 58,930 SF suites available. 32'4" ceiling heights. Many docks. Lease: Negotiable rate
Carl Tiedemann, SIOR
Ross Miller, SIOR



31140 Edison Rd., New Carlisle
Former Scott Brass. 49,500 SF on 37.61 ares. 32'10" ceiling heights.
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: \$325,000
Pete Letherman, CCIM



210 Broadus St., Sturgis
Multi-tenant warehouse/manufacturing building. 66,286 SF. 20-Ton crane, 15'-30' ceilings, 2 docks. Lease: \$1.00 PSF
Ross Miller, SIOR

**January-September
2011**

Elkhart County Industrial Market

5.8% Vacancy Rate

586,520 SF Leased

1,064,521 SF Sold

Average Asking Rate: \$2.60 PSF NNN

Source: CoStar Group, Inc. & FM Stone Commercial

News continued from Page 2

Other good news worth sharing

- The team at FM Stone Commercial held an awards banquet in late June at Elcona Country Club to celebrate the sales achievements of our brokerage team over the last four years. The highlight of the awards program was the Salesperson of the Year Award. *Winner for 2007 and 2008: Ross Miller. Winner for 2009: Pete Letherman. Winner for 2010: Brent Miller.* Congratulations!
- Hi-Tech Housing, Inc., a manufacturer of custom factory-built housing, was awarded an order for 500 temporary housing units by the US Department of Homeland Security. As a result, Hi-Tech will open a second temporary plant in the former Four Seasons Plant #6 in Middlebury and hire an additional 120 to 150 production, quality control and administrative employees. This latest order will provide housing in North Dakota and other areas affected by natural disasters.
- Cruiser RV, LLC of LaGrange announced that it would expand its operations in LaGrange County, creating up to 200 new jobs by 2014. The company will invest more than \$850,000 to lease a 140,000 SF manufacturing facility, add machinery for a new production line and make infrastructure improvements.
- Special Metals Corp. will relocate its A-1 Wire division from Illinois to its existing Elkhart facility. The move is expected to bring up to 100 additional jobs to the community starting this fall.
- RV supplier Spartan Motors Inc. plans to relocate its chassis and manufacturing operations to Wakarusa. The Michigan-based company will invest almost \$2 million and will create up to 60 jobs by the end of 2012.
- In August, Monaco RV, LLC announced plans to relocate all motor coach manufacturing from Oregon to Wakarusa, creating up to 400 new jobs by 2012. The company will invest more than \$1 million in the move.



A. Carl Tiedemann presents Brent Miller with the Salesperson of the Year Award for 2010.

MAINTENANCE SERVICES

Tiedemann Realty Services offers full-service facilities maintenance services for all building types including retail, office, financial institutions and industrial. Our goal is to provide our clients with cost-effective facilities maintenance solutions.

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- HVAC and mechanical system operations, repair and maintenance
- Construction services
- Electrical systems operation repair and maintenance
- We can also assist with financial planning, tracking, reporting, billing consolidation and cost accounting for maintenance services
- General light maintenance



SR 15 Land, Bristol

25.75 acres located just south of CR 10. Great residential development site.
Offered at: \$299,900
Pete Letherman, CCIM



Pokagon St., Dowagiac

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



Aeroplex Dr. & John Weaver Industrial Pkwy., Elkhart

3.91 acres close to airport.
Offered at: \$172,040
Bill Kuhns, SIOR



Airport Pkwy., Elkhart

2.9 acres. Sewer and water may be available. 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



East Beardsley Ave., Elkhart

1.37 acres. City water & sewer. Zoned R-2 & R-3.
Offered at: \$79,900
John Letherman, CCIM



Bristol & Adams, Elkhart

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



1536 Bristol St., Elkhart

0.77 acres on corner lot surrounded by commercial use. 170' of frontage on Bristol St. 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



Cassopolis & Country Club, Elkhart

2.81 acres. Water & sewer available. 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



2000 Block Cassopolis St., Elkhart

8.34 acres on SR 19 just a half mile from the Toll Road. Great retail location. Offered at: \$995,000
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



CR 3 & CR 20, Elkhart
17.7 acres with sewer and water. Zoned A-1. Rezoning is possible. Offered at: \$354,000
Bill Kuhns, SIOR



CR 6 & CR 15, Elkhart
5.53 acres located close to the Toll Road. Zoned A-1. Offered at: \$193,000
Bill Kuhns, SIOR



CR 6 & Emerson, Elkhart
0.96 acres of development land. Located next to Lowe's & across from Wal-Mart. Offered at: \$199,500
John Letherman, CCIM



30178 CR 12, Elkhart
2.98 acres. 3 buildings on property. Zoned M-2. Offered at: \$185,000
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
47.0 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. Flexible owner would consider build to suit. Zoned B-PUD. Offered at: \$349,000.
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



815-901 CR 20 (Mishawaka Rd.), Elkhart
31 acres for multi-family development. Zoned R-3. Offered at: \$630,000
Ross Miller, SIOR



28883 CR 20, Elkhart
2.45 acres in Nagy Industrial Park. City water. Zoned M-1. Offered at: \$66,600
Ross Miller, SIOR



58095 CR 105, Elkhart
14.99 acres in Concord Township. Public utilities. Zoned R-1 & M-1. Offered at: \$150,000
Richard Hobson



CR 24 & SR 19, Elkhart
2.41 acres. Zoned B-3 PUD.
Will consider lease or build to suit.
Call for pricing.
Ross Miller, SIOR



CR 26 & SR 19, Elkhart
85.4 acres. 1,218 feet of frontage on SR 19 & 610 feet of frontage on CR 26. Offered at: \$1,095,000
Pete Letherman, CCIM



Goshen & Middlebury, Elkhart
0.35 acres. Excellent exposure on this corner lot. Zoned B-2.
Offered at: \$30,000
Richard Hobson



1328 S. Main St., Elkhart
0.48 acres in high visibility location.
Zoned M-1.
Offered at: \$70,000
Ross Miller, SIOR



2030 S. Main St., Elkhart
2.77 acres with frontage on both Main and Lusher. Zoned M-2. City water and sewer at site. Offered at: \$950,000
Brent Miller, SIOR



3023-3027 S. Main St., Elkhart
0.50 acres
Excellent visibility.
Offered at: \$25,000
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



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



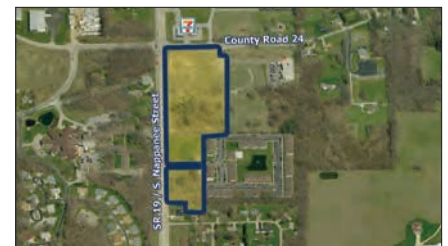
23990 Old US 20, Elkhart
6.67 acres behind the Church of the Living Word. Currently Zoned R-4.
Offered at: \$169,000
John Letherman, CCIM



2316 Primrose Ave., Elkhart
0.59 acres located just south of Main Street. Redevelopment opportunity. Zoned M-1. Offered at: \$19,900
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, CCIM



South Gate Hills, Elkhart
12 acres with frontage on SR 19. 3 parcels/2 platted. Lots have utilities.
Offered at: \$695,000
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



2311 Toledo Rd., Elkhart
20 acres was former golf center/ driving range/ batting cages site on Old US 20. Offered at: \$824,900
Richard Hobson



23918-23946 US 20, Elkhart
2 acres with 100 feet of frontage on Old US 20. Zoned B-2. Sewer and water at site. Offered at: \$225,000
John Letherman, CCIM



23513 US 33, Elkhart
2.1 acres. New storm sewers. Frontage on new US 33. Zoned B-3. Offered at: \$325,000
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



1700 Block N. Eisenhower Dr., Goshen
5.29 acres. City water & sewer at site. Zoned M-1. Offered at: \$182,505.
Pete Letherman, 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, CCIM



2408 Lincolnway, Goshen
8.15 acres. Excellent development site. Adjacent to Wal-mart. City water/sewer. Offered at: \$995,000
Pete Letherman, CCIM



919 Plymouth Ave., Goshen
0.70 acres at the corner of Plymouth and South Indiana Avenue. Offered at: \$395,000
Pete Letherman, CCIM



SR 15 & US 20, Goshen
4.87 acres at busy corner. Billboards on land produce yearly income. Offered at: \$775,000
Bill Kuhns, SIOR



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



CR 2 & Eagley, Middlebury
150 acres divisible to 5-acre sites. Excellent site for distribution center. Offered at \$20,000 per acre
John Letherman, CCIM



2727 Benham Ave.,
Elkhart

Former Popeyes Chicken
Motivated Seller! 2,100
SF building built in 2005.
Features rear service
door, drive thru and
contemporary finishes.
Sale Price: \$149,900
Richard Hobson



102 Charles St., Bristol

4,000 SF with office, 4 overheads,
14' ceilings, small paint booth. Lease:
\$3.00 PSF. Sale Price: \$114,900

Richard Hobson



NEW

1635 Cassopolis St., Elkhart

Former Palmer Ace Hardware. 19,420
SF total in 2 buildings. 2.88 acre site.
Zoned B-2. Sale Price: \$795,000

John Letherman, CCIM



424 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, CCIM



2040 Cassopolis St., Elkhart

6,000 SF on 1.27 acres.
Showroom and service area.

LEASED 3Q 2011

Brent Miller, SIOR



420 E. Jackson Blvd., Elkhart

Former Elkhart Camera building.
5,000 SF. Corner location. Lease:
\$6.75 PSF. Sale Price: \$250,000

Ross Miller, SIOR



942 E. Jackson Blvd., Elkhart

8,000 SF in this 1.5-story with
private offices on second floor.
Lease: \$7.00 PSF

John Letherman, CCIM



952 E. Jackson Blvd., Elkhart

11,989 SF with 4,784 SF of ware-
house space, full basement with lift and
great showroom. Lease: \$5.00 PSF

John Letherman, CCIM



1202 Johnson St., Elkhart *

Restaurant building. 1,500 SF on
corner lot at high visibility location.

LEASED 3Q 2011

Ross Miller, SIOR



1234 Johnson St., Elkhart *

Johnson Baldwin Crossing. 640 SF
available in this multi-tenant center.

Lease: \$640/month

Ross Miller, SIOR



347 W. Lusher Ave., Elkhart

Two suites: 4,290 SF and 9,100
SF in this great building. White box
condition. Lease: \$7.00 PSF

Carl Tiedemann, SIOR



**Concord Commons,
Mishawaka Rd., Elkhart**

Adjacent to Concord Mall. First month
FREE. Lease: \$9.00 PSF
Richard Hobson



1005 N. Nappanee St., Elkhart
Former Battjes Pontiac. 16,200 SF
with 3,000 SF office/showroom and
13,200 SF service area.
Ross Miller, SIOR



Northview Drive, Elkhart
North Pointe Retail Center. Several
suites in this neighborhood center
anchored by Kmart. Call for pricing.
John Letherman, CCIM



112 Second St., Elkhart

13,696 SF historic building. Seating
for 750. Sale Price: \$198,000
Richard Hobson



23786 E. US 20, Elkhart

5-suite strip center built in 2006.
2,275 SF space available.
Join Subway. Lease: \$8.00 PSF
Richard Hobson



1800 Wood St., Elkhart

Mario's Inc. building has
3,600 SF and is in good condition.
Lease: \$4.33. Sale Price: \$140,000
Richard Hobson



2856 N. Eisenhower Dr., Goshen

Goshen Commons II. One suite of
1,125 SF left. Near Wal-Mart and
Menards. Lease: \$12.95 PSF
Pete Letherman, CCIM



1819-1907 Elkhart Rd., Goshen

4,800 SF building near Martin's
SuperMarket. 275' of frontage. Lease:
\$9.00 PSF. Sale Price: \$395,000
Pete Letherman, CCIM



1920 Elkhart Rd., Goshen

1,400 SF suite available in strip center.
Lease rate includes taxes & insurance.
City water. Lease: \$11.14 PSF
Richard Hobson



Lincolnway East, Goshen

Goshen Commons. Suites from 1,100
SF to 9,290 SF in this great center.
Lease: \$8.00-\$12.95 PSF
Pete Letherman, CCIM



1044 N. Bendix Dr., South Bend

Former bank. 2,463 SF building with
basement. 5 drive-thru lanes.
Sale Price: \$299,000
Richard Hobson



123 W. Washington, South Bend

Equipment & fixtures for sale from
Former Buffalo Wild Wings.
Sale Price: \$175,000
Ross Miller, SIOR



West Hively Ave., Elkhart
205,800 SF building. Fully leased. 13.7 acres. 22' ceilings. Has five docks & five overhead doors. City water & sewer. Zoned M-1. Call for pricing.
Pete Letherman, CCIM



57974-57976 CR 3, Elkhart
66,647 SF in 2 buildings on 7.4 acres. Well-maintained with 21 overhead doors. Offered at: \$1,250,000
Bill Kuhns, SIOR



53042 Faith Ave., Elkhart
31,000 SF fully leased multi-tenant building across from the airport. Offered at: \$795,000
Bill Kuhns, SIOR



1671 W. Franklin St., Elkhart
8,000 SF building with rear portion leased. 20' ceilings, heavy power. Call for pricing.
Bill Kuhns, SIOR



1701 W. Franklin St., Elkhart
6,250 SF. 390 SF of office space. 2 overhead doors and 1 dock. Good power. Sale Price: \$185,000
Bill Kuhns, SIOR



1705 W. Franklin St., Elkhart
Keggereis building. 8,750 SF. 2 overhead doors, 1 dock, 16' eaves, good power. Sale Price: \$210,000
Bill Kuhns, SIOR



618-622 S. Main St., Elkhart
Property includes building & parking lot. Income & expense info available. Offered at: \$225,000
John Letherman, CCIM



Nagy Drive, Elkhart
194,520 SF building currently being leased by Patrick Industries. 25 acres. Offered at: \$8,775,000
Pete Letherman, CCIM



2121 Chicago Rd., Niles
Niles Distribution Center is 614,405 SF. 85% occupied (long-term leases). \$1.6 million stabilized NOI. Bring offer.
Ross Miller, SIOR



56700 Elk Park Dr., Elkhart
19,800 SF in two multi-tenant buildings. 4.46 acres. 16' ceilings, gas forced air heat, seven 12' x 16' overhead doors. City water & sewer. Offered at: \$475,000
Bill Kuhns, SIOR



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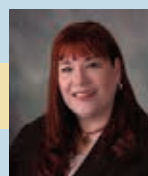
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ABOUT US

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.

OUR SERVICES

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- CONSTRUCTION
- AUCTIONS



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