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Melissa A. Hiner
Editor-in-Chief

We NEED Your Building!



Elkhart County vacancy rates for industrial properties are at an all-time low. As a result there just aren't enough

buildings available for the demand FM Stone sees every day. If you have an industrial building and would like to sell it, please contact one of our experienced brokers today!

FM Stone Deals & News

Richard Hobson assisted Kopf Properties LLC in purchasing the former Flagstix property at 2311 Toledo Road in Elkhart. The 20-acre parcel had been on the market since 2009. The former owner was ECB Real Estate Holdings LLC. Kopf Properties, owned by Kopf Trucking, intends to convert the area into its next trucking headquarters. The company also purchased 3.4 acres next door at 23946 Old US 20 (formerly known as Shady Acres) to provide additional space for its development.

5-8-2015 – Richard Hobson assisted in Flex-Tech Hose & Tubing Inc. in leasing 20,000 SF of industrial space at 1845 Hemlock Court in Goshen. The landlord is Riverside Investors LLC.

5-14-2015 – Richard Hobson and Ross Miller, SIOR, assisted in the sale of the Daily Grind coffee shop to 4th Street Purveyors (doing business as Electric Brew). Only the business was sold. The new owner continues to lease the space at 113 E. Lexington in Elkhart and is operating it as a coffee shop.

6-1-15 – Pete Letherman, SIOR, CCIM, assisted Bennington Marine in leasing 45,062 SF of industrial space at 3501 Reedy Drive in Elkhart. Since 1997 Bennington Marine has been manufacturing pontoon boats in Elkhart.

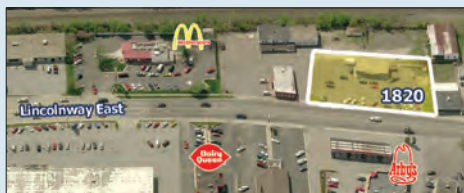
News Continued on Page 2

FM Stone Deals & News (cont. from Page 1)

6-1-15 – Scott Griffith represented the buyer in the sale of 65,638 SF of industrial space at 3707 Lathrop in South Bend. Metro Beverages Inc. sold the building to ISB Marketing Inc.

6-2-15 – Cali Motors is the new owner of the 900 SF retail building at 1213 S. Main in Elkhart. Richard Hobson assisted Myra Munoz in the purchase of the building that will be used as a dealership for used automobiles. The seller was George Allen Peterson.

6-9-15 – Richard Hobson assisted New Roads Auto in the purchase of a new 2,765 SF retail building at



1830 Lincolnway East in South Bend. The new location will offer the auto dealership additional space for inventory of cars. The seller of the building was Mutual Bank.

6-12-15 – Richard Hobson assisted Skypoint Transit LLC in the purchase of just over 7 acres of industrial land at 2525 Kercher Road in Goshen. The company, a certified shipper for RV companies, will be relocating to this new site from its current location on County Road 9 in Elkhart.

6-18-15 – Bill Kuhns, SIOR, assisted Dexter Drive Properties LLC in the purchase of 2801 Dexter Drive in Elkhart from Taska Enterprises LLC. The 12,500 SF industrial building on 2.68 acres was purchased as an investment property. The new owner is adding 7,500 SF on to the building and will offer it up for lease after the addition is completed in December.

6-26-15 – Ross Miller, SIOR, assisted in the sale of 3 acres at 28883 CR 20 in Elkhart to TNT Trucking. The previous owners were Ernest and June Nagy.

6-30-15 – The former Sundown Trailers buildings at 1110 W. CR 6 in Elkhart were sold to Heartland Recreational Vehicles LLC. Brent Miller, SIOR, and Ross Miller, SIOR, assisted in the sale of the 66,445 SF industrial facility on 6.78 acres on the city's north side.

6-30-15 – Brent Miller, SIOR, assisted in the sale of 1839 Middlebury Street in Elkhart to Mid-Street Elkhart LLC. The seller of the 14,800 SF industrial building was I.O.II. Inc. The building was sold as an investment.

7-1-15 – Scott Griffith assisted Spangle Fasteners Inc. in leasing 15,000 SF of industrial space at 815 Eisenhower in Goshen. This will be a retail and warehouse location for them. Spangle Fasteners is a full-line industrial and construction supplier serving construction, MRO and OEM needs. Based in Fort Wayne, the company also has a location in Warsaw.

7-6-15 – Richard Hobson assisted Aries Building Systems LLC in leasing a 900 SF suite in the office building at 3040 Windsor Court, Elkhart. Aries, specializing in supplying modular buildings systems to a wide range of industries and applications across the U.S. and Canada, will use the space as a sales office.

7-17-2015 – Pete Letherman, SIOR, CCIM, assisted Caden Real Estate with the purchase of 2.1 acres of land at 23513 US 33 in Elkhart. The new owner, who owns Concord Cars, plans to use the land to support his current operations. Ross Miller, SIOR, represented the seller, SAB Companies Inc., in the transaction.

7-23-2015 – R&R Investments is the new owner of 4101 & 4121 Pine Creek Road in Elkhart. These two industrial buildings totaling 15,400 SF on 1.36 acres were sold by DJ's LLC. Bill Kuhns, SIOR, represented the seller and Ross Miller, SIOR, represented the buyer.

News Continued on Page 3

FM Stone Deals & News (cont. from Page 2)

7-24-2015 – Pete Letherman, SIOR, CCIM, represented First American Exchange Co. LLC in the purchase of 327 Northpointe Blvd. in Elkhart. This 27,854 SF free-standing retail building on 2.03 acres in North Pointe Shopping Plaza is the new home of Cisko LLC, a distribution company.

7-27-2015 – LJB Holdings purchased the 27,000 SF industrial building at 56764 Elk Park Drive in Elkhart as an investment property. The property is currently being offered for lease at \$2.40 PSF. It was sold by LM & SM LLC. Bill Kuhns, SIOR, and Scott Griffith assisted in this sale.

7-29-2015 – Brent Miller, SIOR, and Pete Letherman, SIOR, CCIM, assisted in the sale of the 30,950 SF commercial building on 7.5 acres at 2503 Cassopolis in Elkhart. The seller, represented by Letherman, was Forest River and

the buyer, represented by Miller, was Monteith Tire. The former RV Indoor Showroom, located on busy SR 19, will be Monteith's eighth area location. Plans call for the location to offer tire repair and replacement services, oil changes, as well as brake work and alignments.

7-29-2015 – Pete Letherman, SIOR, CCIM, sold a 3.13-acre parcel of land at 2627 S. 11th Street in Niles, Mich., to Rohan Storage LLC. The seller was Niles Property LLC. The buyer plans to construct mini-storage on the site.

8-1-2015 – Thetford Corporation is a new tenant at 3080 Windsor Court in Elkhart. Scott Griffith represented the owner, GB Enterprises

LLC, in securing the lease of 5,000 SF of office space on the north side of Elkhart. The company, headquartered in Ann Arbor, Mich., is a manufacturer of mobile sanitation products for the RV, marine, camping and truck markets. The company also manufactures RV gas/electric absorption refrigerators designed for RVs under the Norcold brand name. The new office space on Windsor Court will be used as a showroom for products in addition to being a training center for sales staff and clients.

8-24-2015 – Pete Letherman, SIOR, CCIM, assisted Safe Fleet Acquisition Corp. in leasing

36,000 SF at 319 Roske in Elkhart. Safe Fleet manufactures products that enhance the safety and productivity of fleet vehicles, including emergency vehicles, refrigerated trucks and trailers, utility vehicles, and school and transit buses.

FM Stone Commercial Reports Sales & Leases of:

1Q 2015: 345,812 SF

2Q 2015: 364,627 SF

3Q 2015: 322,610 SF

4Q YTD: 300,604 SF

2015 Total: 1,333,653 SF (YTD)

8-27-2015 – Brent Miller, SIOR, represented Hardways Realty LLC in selling its 94,982 SF industrial building as an investment property. The building, located at 2400 Sterling in Elkhart, was purchased by Sterling Avenue Industrial Complex LP.

8-28-2015 – 4221 Pine Creek Road in Elkhart has a new tenant. Tube Form Solutions LLC leased the 23,500 SF industrial building from Gene H. Cook Trust. Bill Kuhns, SIOR, represented the tenant in the transaction. This is the second Elkhart location for the company which does sales and service of tube bending and related equipment.

News Continued on Page 9

1206 College Avenue, Suite 2, Goshen
2,475 SF in Suite 2 of this great medical office. Highly visible and established office location directly adjacent to 1,200 residents of Greencroft. Suite includes seven exam rooms (sinks in most exam rooms), a waiting room and kitchen area. 27 parking spaces. Rent includes snow removal and lawn care. Lease: \$16.00 PSF Modified Gross. Call Richard Hobson



525 W. Bristol, Elkhart
2,360 SF on 0.55 acres. Many extra features. Lease: \$2,100/Month NNN
Sale Price: \$230,000
Scott Griffith



804-818 E. Bristol St., Elkhart
2,321 SF office building and 960 SF rental house. Call about lease rate.
Sale Price: \$249,500
John Letherman, CCIM



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



1606 E. Bristol St., Elkhart
720 SF former bank on 1.09 acres. Drive-up window. City water/sewer.
Sale Price: \$150,000
Richard Hobson



58970 CR 3, Elkhart
3,728 SF former church on 6.05 acres across from Jimtown High School.
SOLD 4Q 2015
Richard Hobson

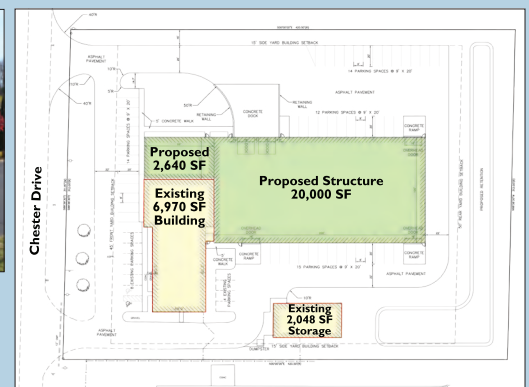


2958 Gateway Dr., Elkhart
7,396 SF corporate office with Toll Road frontage on 1.1 acres. Built 1992.
Sale Price: \$275,000
Brent Miller, SIOR



101 E. Hively, Elkhart
2,776 SF with 12 offices. Great corner property. **SOLD 4Q 2015**
Scott Griffith
Bill Kuhns, SIOR

4703 Chester Drive, Elkhart
6,970 SF with 2,048 SF storage building on 3.01 acres. Storage building has 14' eaves and overhead door. Great opportunity to expand on this site close to CR 17 and the US 20 Bypass with addition of 22,600+ SF.
Sale Price: \$375,000
Call Brent Miller, SIOR, or Pete Letherman, SIOR/CCIM



Plenty of room for expansion



525 W. Bristol, Elkhart
4,446 SF. Main level retail/office + 3 apartments up. Sale Price: \$125,000
Richard Hobson

3320 Elkhart Road,
Goshen
1,683 SF perfect for office or retail. Large lobby and several areas for offices. Direct access off of US 33. Lease: \$10.70 PSF NNN
Pete Letherman, SIOR, CCIM



1811 S. Main, Elkhart
Former 2,260 SF bank. Multiple offices, sizable vault, security system. Sale Price: \$225,000
Call Richard Hobson



605 Oakland Ave., Elkhart
2,496 SF perfect for medical. Six offices with plumbing, reception area. Quiet building. **SOLD 3Q 2015**
Richard Hobson



505 S. 3rd St., Elkhart
Atrium Court building. Only one suite of 1,791 SF in this 12,000 SF multi-tenant building. Lease: \$7.00 PSF
Carl Tiedemann, SIOR



3060 Windsor Ct., Elkhart
5,000 SF of clean, Class A space with 8 private offices and 2 bull pens. **LEASED 3Q 2015**
Scott Griffith



1824 W Lincoln Ave., Goshen
1,200 SF new vanilla shell. Rent includes taxes, snow removal & lawn care. Lease: \$1,700/Month.
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: \$595,000
Pete Letherman, SIOR, CCIM



1307 US 33, Goshen
1,521 SF on 0.225 acres. Nicely appointed. 1,521 SF in finished lower level as well. For Sale: \$249,000
Scott Griffith



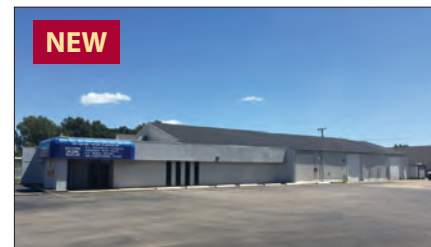
1055 S. Washington Constantine, MI
1,992 SF commercial building on Business US 131. Features break room and conference room, safe deposit boxes and secured vault area, 2 drive-thru lanes and ATM station. The site is large enough to accommodate a variety of commercial uses including retail, service and professional office. Location close to Three Rivers and White Pigeon. Mix of ceramic tile and carpeted floor coverings, acoustical ceiling tiles, wood trim and one restroom. Sale Price: \$159,900
Pete Letherman, SIOR/CCIM



606 W. Center St., Bourbon
74,000 SF on 5.8 acres. 25' x 60' column spacing. 10 docks. 2,500 SF of office. Sale Price: \$690,000
Ross Miller, SIOR
Richard Hobson



2110 Aeroplex Drive, Elkhart
12,000 SF on 1.53 acres. Built in 2005. 1 dock and three 14' o/h doors, 16' ceilings. For Lease: \$3.00 PSF
Richard Hobson



NEW
1611 W. Bristol, St., Elkhart
8,467 SF with showroom/offices area plus warehouse area with 2 o/h doors and 14' ceilings. For Lease: \$3.97 PSF
Bill Kuhns, SIOR/Scott Griffith



NEW
4650 Chester Drive, Elkhart
Brand New Construction! 18,000 SF. 1 dock, 1 o/h door & 3-Phase power.
LEASED 4Q 2015
Pete Letherman, SIOR, CCIM



3604 Cooper Drive, Elkhart
2 buildings totaling 34,000 SF. 4 o/h doors, 4 docks. **LEASED 4Q 2015**
Ross Miller, SIOR
Brent Miller, SIOR



NEW
3608 Cooper Drive, Elkhart
21,500 SF with 6 o/h doors, 1 dock, 16' ceilings, heavy power, roof coated 2015. Lease: \$2.76 PSF
Brent Miller, SIOR



NEW
57475 CR 3, Elkhart
44,800 SF manufacturing building on 9.75 acres on southwest side of city. 11 o/h doors, 16'18' ceilings.
Sale: \$895,000
Pete Letherman, SIOR/CCIM



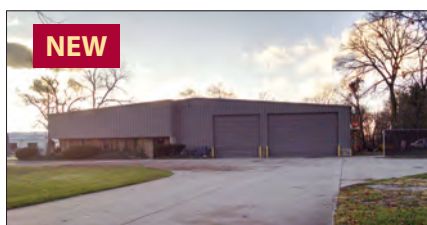
1110 CR 6, Elkhart
66,445 SF building on 6.78 acres. Numerous o/h doors.
SOLD 2Q 2015
Ross Miller, SIOR
Brent Miller, SIOR



NEW
29221 CR 20, Elkhart
22,312 SF on 2.69 acres. Eight 14' o/h doors, 1 dock, one 2-ton bridge crane, several 1-ton jib cranes, 3-phase power. Lease: \$3.12 PSF
Bill Kuhns, SIOR



NEW
2803 Decio Drive, Elkhart
40,897 SF building on 3.44 acres. With 2 docks, 2 o/h doors, 18' to 20' ceilings, fenced storage. Lease: \$2.75 PSF. Sale Price Negotiable
Brent Miller, SIOR



NEW
2801 Dexter Drive, Elkhart
20,000 SF (expanded in 2015) with 4,500 SF office, 3 o/h doors, 3-Phase power. Radiant heat. Directly across from airport. Lease: \$4.32 PSF
Bill Kuhns, SIOR



56764 Elk Park Dr., Elkhart
27,000 SF in 2 buildings on 2.5 acres. Heavy power. Mostly clear span.
SOLD 3Q 2015
Scott Griffith/ Bill Kuhns, SIOR



NEW

56764 Elk Park Dr., Elkhart
27,000 SF in 2 buildings on 2.5 acres.
Heavy power. Mostly clear span.
Lease: \$2.40 PSF
Scott Griffith/Bill Kuhns, SIOR



1671 Franklin, Elkhart
8,000 SF. 20' ceilings, 875 SF office
and 4 o/h doors, heavy power.
For Sale: \$205,000
Pete Letherman, SIOR, CCIM



1701 Franklin, Elkhart
8,000 SF. 16' eaves, 2,000 SF
office, 2 o/h doors, 1 dock. Heavy
power. For Sale: \$247,500
Pete Letherman, SIOR, CCIM



1705 W. Franklin St., Elkhart
8,400 SF with 840 SF office, 2 o/h
doors, dock, 25'x35' bay spacing and
16' eaves. **SOLD 4Q 2015**
Pete Letherman, SIOR, CCIM



28533 Holiday Place, Elkhart
33,000 SF on 2.5 acres. 2 docks.
Heavy power. 16' ceiling heights.
Sale Price: \$350,000
Bill Kuhns, SIOR



2135 Industrial Pkwy., Elkhart
78,084 SF, 4.48 acres. 18' ceilings. 8
docks & 3 overhead doors.
SOLD 4Q 2015
Pete Letherman, SIOR, CCIM



2300 B Johnson St., Elkhart
17,250 SF suite in shared building
with LeMaster Steel Erectors on CR 9.
16' ceilings. Lease: \$2.80 PSF
Carl Tiedemann



3112 Lexington Park Dr., Elkhart
8,600 SF on 1.21 acres. 3,800 SF
production area, dock, 2 doors. Lease:
\$4.00 PSF. Sale: \$210,000
Scott Griffith



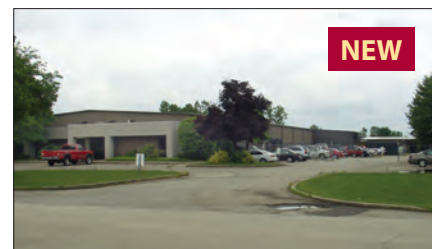
52782 Lillian St., Elkhart
10,000 SF on 1 acre. 3 overhead
doors, 3-Phase power, 24'x 40'
column spacing. Lease: \$3.36 PSF
Bill Kuhns, SIOR



1715 W. Lusher, Elkhart
45,993 SF with 1.43 acres. 5 o/h
doors, heavy power, recently updated.
City water/sewer. Sale: \$249,000
Scott Griffith



107 Rush Court, Elkhart
24,400 SF on 1.84 acres. Heavy power, 2 docks, 3 o/h doors, leased through 4-2017. Sale Price: \$530,000
Bill Kuhns, SIOR



2503 Marina Drive, Elkhart
77,500 SF. 4 o/h doors, 8 docks, 2400 Amp. Lease: \$3.00 PSF
Brent Miller, SIOR
Ross Miller, SIOR



822 Middlebury St., Elkhart
28,000 SF on 4.61 acres. Heavy power, dock, two o/h doors. Lease: \$2.40 PSF NNN. Sale: \$575,000
Brent Miller, SIOR



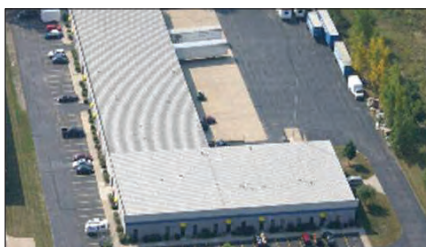
2123 Middlebury St., Elkhart
50,125 SF with 3,637+ SF office. 7 o/h doors and 2 interior docks. Heavy power. Lease: \$2.90 PSF
Richard Hobson



3501 Reedy Drive, Elkhart
45,062 SF. 3.9 acres. ±7,862 SF office, 5 docks, 3 o/h doors, 18' ceilings.
LEASED 2Q 2015
Pete Letherman, SIOR, CCIM



821-831 Windsor Ave., Elkhart
Unit 1: 2,400 SF flex space. Includes 14' overhead door, office with A/C, 18' ceilings. For Lease: \$6.48 PSF
Pete Letherman, SIOR, CCIM



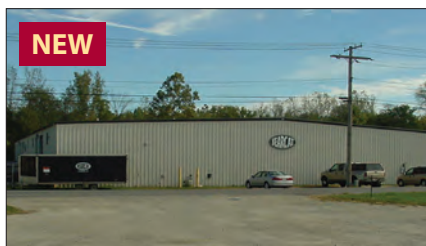
4505 Wyland Drive, Elkhart
Suites of 2,425 SF and 6,200 SF available. Heavy power & 16' ceilings. Lease: \$3.50 to \$3.75 PSF
Brent Miller, SIOR



2431 E. Kercher, Goshen
38,120 SF on 6 acres. 10 o/h doors, heavy power, 5,040 SF office.
SOLD 4Q 2015
Brent Miller, SIOR



2449 Lincolnway E., Goshen
43,050 SF on 4 acres. 20' eaves, 3 docks, 3 grade-level o/h doors, heavy power. Sale Price: \$1,100,000
Scott Griffith



809 E. Logan St., Goshen
Two buildings: 24,000 SF main & 4,000 SF out-building. 8 o/h doors, 14' ceilings. Lease: \$2.57 PSF
Brent Miller, SIOR



1319 N. Iowa St., South Bend
8,680 SF building on 0.62 acres. Near South Bend Airport. Sale Price: \$195,000
Pete Letherman, SIOR, CCIM

FM Stone Commercial Deals (continued from page 3)



9-1-2015 – Brent Miller, SIOR, assisted Premier Products Inc. in leasing two industrial buildings totaling 34,000 SF at 3604 Cooper Drive in Elkhart. The company outgrew its previous location on Glenview Drive in Elkhart and moved into the new space in October. Headquartered in New Jersey, Premier Products makes seating, lighting, HVAC systems, glass and other vehicle accessories for limousines, buses and vans.

9-10-2015 – Brent Miller, SIOR, assisted CompressAir in the purchase of 2.93 acres on Green Court in Elkhart. This vacant land was owned by Almac Realty Inc. CompressAir, founded in 1987, is locally owned and operated with locations in Elkhart and LaPorte. The company provides a variety of options to help customers reduce operating costs and increase efficiency with their compressed air systems.

9-23-2015 – Richard Hobson assisted Sandbaggers LLC in the purchase of the 2,496 SF office building at 605 Oakland in Elkhart. The building was sold by Millerkids L.L.C.

9-25-2015 – Pete Letherman, SIOR, CCIM, sold the 4,000 SF commercial building at 1006 N. Calumet Avenue in Valparaiso. The former MTI Service Center will open soon as Certified Auto and Tran.

10-1-2015 – Concord Commons is now fully leased! Richard Hobson assisted HealthMarkets Insurance Agency in leasing the final 900 SF suite in this retail center near Concord Mall on the south side of Elkhart. The company, which is leasing 3714 Mishawaka Road, planned to open November 1 and will sell health insurance from this location. This will be HealthMarkets’ second location in Elkhart.

10-5-2015 – Employbridge Midwest is a new tenant in North Pointe Plaza. John Letherman, CCIM, assisted the staffing service company in negotiating a lease at 3243 Northview Drive in Elkhart. The company was formerly in Windsor Crossing and operated under the name Employment Plus. Extensive updates were made by Equity Investment Group, the landlord, to the 2,400 SF suite including new offices, training rooms and a lobby prior to Employbridge taking occupancy. The company, formed in the 1990s, today has over 150 locations throughout the United States. Brands under the Employbridge umbrella include Employment Plus, ProLogistix, ResourceMFG, ProDrivers, Select Staffing, Staffing Solutions, Remedy Intelligent and Westaff.

Continued on Page 14



Glenwood Cellars

Chardonnay Sauvignon Blanc
Cabernet Sauvignon Pinot Noir

Made in Napa by Elkhart businessman and vintner Carl Tiedemann



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

12409 Adams Road (SR 23), Granger

6.79 acres with 309 feet of frontage on Bittersweet Trail and 276 feet of frontage on SR 23. Zoned Commercial. Owner willing to consider land lease or build-to-suit. Offered at: \$375,000

John Letherman, CCIM



Airport Pkwy., Elkhart

2.29 acres. Great location at Elkhart Airport. Zoned M-1.

Offered at: \$65,000

Ross Miller, SIOR



1130 E. Bristol, Elkhart

0.4811-acre parcel at Bristol & Adams. Gas and electric are available. City water and sewer at street. Offered at: \$49,000

Richard Hobson



1536 Bristol St., Elkhart

0.77 acre corner lot. 170 feet of frontage. Price Reduced: \$139,900

Motivated Seller. Bring Offers!

Brent Miller, SIOR



Bristol & Adams, Elkhart

1.14 acres in two parcels. City water and sewer; gas and electric available.

Offered at \$149,000

Richard Hobson



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



2200-2218 Cassopolis, Elkhart

8.34 acres along SR 19. 1/2 mile from Toll Road. Offered at: \$40,000/Acre

Ross Miller, SIOR

Brent Miller, SIOR



CR 6 & CR 10, Elkhart

18.42 acres on Southwest corner. Owner willing to divide. Zoned B-3 GPUD. Sale Price: \$550,000

Ross Miller, SIOR

Richard Hobson

Southwest Corner of CR 20 & CR 3, Elkhart

18.265 acres. Basically level with adequate surface drainage. Sewer and water at corner. Offered at: \$205,000

Pete Letherman, SIOR, CCIM





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



CR 10 & John Weaver Pkwy., Elkhart
21.43 acres near SR 19. Zoned M-2. Sale Price: \$500,000
Bill Kuhns, SIOR



CR 17 & US 20 Bypass, Elkhart
47 acres. At entrance to 20 Bypass on CR 17. Sewer & water. Zoned B-3 PUD. Call for Pricing!
John Letherman, CCIM



CR 17 Vacant Land, Elkhart
1.09 acres. Sale, lease, trade 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.
SOLD 2Q 2015
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



13 Harman Drive, Elkhart
5.04 acres on CR 6 and Harman Drive. Great industrial land. Offered at: \$350,000
Bill Kuhns, SIOR



Hoffman & Bullard, Elkhart
17.03 acres of industrial land. Great access to the US 20 Bypass and Toll Road. Sale Price: \$40,000/Acre
Brent Miller, SIOR



NEC Johnson & Orange, Elkhart
0.30 acre site located near SR 19 & Toll Road. Municipal utilities. High traffic counts. Offered at \$80,000
Pete Letherman, SIOR, CCIM



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. High visibility location suitable for light mfg. Zoned M-1 with city water and sewer. 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. Price Reduced: \$499,000
Brent Miller, SIOR



Middlebury & Patricia, Elkhart
5.15 acres of industrial land. Great access to the US 20 Bypass and Toll Road. Sale Price: \$69,500/Acre
Brent Miller, SIOR



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



Middleton Run Rd., Elkhart
Maywell Ind. Park. 3.65-26.94 acres. Zoned M-1. City utilities. Call for price.
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



Pine Arbor Drive Land, Elkhart
11.04 acres. 1,000+ feet frontage on Old US 20 E. Access from Arbor Lakes Apts. entry road. Sale Price: \$495,000
John Letherman, CCIM



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



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

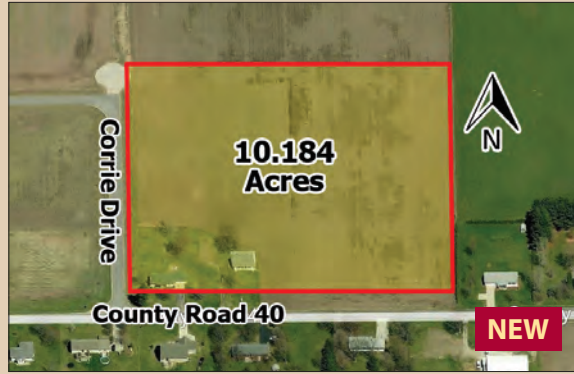


SR 19 & Toll Road, Elkhart
2.86 acres at North Point Plaza along the Toll Road. All utilities to site. Offered at: \$160,000
John Letherman, CCIM



1675 Toledo Rd., Elkhart
1.6 acres available in this high traffic area. Municipal water and sewer. High traffic location. Offered at: \$160,000
Brent Miller, SIOR

58402 SR 19, Elkhart
15.042 acres at SR 19 & CR 24 near US 20 Bypass. 1000' frontage on SR 19. PUD Zone. Offered at: \$2,900,000
Ross Miller, SIOR



17225 CR 40,
Goshen
10.184-acre parcel of
land has been divided
into two tracts. Seller
will pay for new site plan
to be created for future
building on land. Offered
at: \$49,000/Acre
Richard Hobson
Brent Miller, SIOR



23513 US 33, Elkhart
2.1 acres. Great location with US 33
frontage. Zoned B-3.
SOLD 3Q 2015
Ross Miller, 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



SWC CR 27 & CR 38, Goshen
26.88 acres industrial land. Outside
storage permitted. City water/sewer
available. Offered: \$49,900/Acre
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



18130 US 20, Goshen
39.3 acres with frontage on both US
20 and State Road 15. Great traffic
counts. **SOLD 4Q 2015**
John Letherman, 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

SR 13/Toll Road,
Middlebury
7.2 acres along
I-80/90. Zoned A-1.
Flexible seller might
consider land lease.
Offered at: \$112,500
John Letherman,
CCIM



CR 2 & CR 43, Middlebury
5.5 acres. Located at Toll Road
interchange. Zoned M-1.
Offered at \$137,500
John Letherman, 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. **SOLD 3Q 2015**
Pete Letherman, SIOR, CCIM



10153 McKinley Hwy., Osceola

12.62 acres with 200 feet of frontage on busy Old US 20. Close to Wal-Mart. Offered at: \$799,000
Richard Hobson

FM Stone Commercial Deals (continued from page 9)

10-6-2015 — Tangible Deals is now leasing 1,000 SF in Concord Commons shopping center at 3712 Mishawaka Road near Concord Mall in Elkhart. Richard Hobson negotiated the deal. The center owner is Concord Commons LLC. Tangible Deals was expected to open before the end of October and offer a variety of products.

10-7-2015 — FM Stone's Pete Letherman, SIOR, CCIM, assisted Furrion Limited in the purchase of a 6.82-acre parcel of land in the Elkhart East development near Exit 96 of the Indiana Toll Road. The land, on Independence Court, is just west of the RV/MH Hall of Fame & Northern Indiana Event Center and borders the Toll Road. Furrion intends to spend \$4 million to build a new research center on the site and hopes to break ground this fall. The company, whose headquarters are in Hong Kong, delivers audiovisual, electrical and kitchen appliance products engineered to withstand extreme weather climates and the constant vibration of marine and specialty vehicles.

10-12-2015 — Pete Letherman, SIOR, CCIM assisted Rivertown Communications in leasing 1,200 SF of retail space in Goshen Commons on the south side of Goshen. A new Sprint store will be located at 2020 Lincolnway East (US 33).

10-15-2015 — Duncan Supply Company Inc., a wholesale distributor of HVAC, refrigeration and food service equipment, purchased the building at 1705 W. Franklin in Elkhart. Pete Letherman, SIOR, CCIM, assisted in the sale of the 8,400 SF industrial building.

10-27-2015 — Brent Miller, SIOR, assisted JD Cowan Properties with the purchase of the industrial building at 2431 E. Kercher Road in Goshen. This 38,120 SF building is going to be the new home of Bearcat Corp., an aluminum fabrication company that has been in business in Goshen since 1971. The company plans to move into its new building by the end of year. Bearcat manufactures a variety of products for many industries including RV and marine.

10-29-2015 — Manufacturing Technology Inc. (MTI) is growing in South Bend. Pete Letherman, SIOR, CCIM, assisted MTI in the purchase of the former Mohawk Flush Doors building at 402 N. Sheridan in South Bend. MTI plans to move its manufacturing services business from its existing buildings on West Washington Street and Sample Street to the newly purchased 117,700 SF industrial building on Sheridan. The company plans to keep its machine assembly business in the 65,000 SF building it has on Washington

Continued on Page 17



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



1220 W. Bristol St., Elkhart
21,509 SF building on 1.44 acres. 158' frontage on busy Bristol Street.
Sale Price: \$150,000
Pete Letherman, SIOR, CCIM



1620 W. Bristol St., Elkhart
39,840 SF on SR 19. Great showroom. 2.4 acres with great frontage. Fully A/C. 4 o/h doors. Sale Price: \$1,099,000
Bill Kuhns, SIOR/Scott Griffith



2714 Emerson Dr., Elkhart
Laser Car Wash. 2,300 SF on 1.65 acres Near WalMart in retail corridor.
Auction: December 15, 4 p.m.
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. **SOLD 3Q 2015**
John Letherman, CCIM



952 E. Jackson Blvd., Elkhart
11,989 SF. 4,789 SF warehouse space, full basement with lift & 7,200 SF showroom. **SOLD 3Q 2015**
John Letherman, CCIM



1213 S. Main St., Elkhart
992 SF building. 200 SF office space. Perfect for used car lot or service garage. **SOLD 2Q 2015**
Richard Hobson



Concord Commons, Mishawaka Rd., Elkhart
Fully Leased center by Concord Mall. **LEASED 4Q 2015**
Richard Hobson



327 Northpointe Blvd., Elkhart
27,854 SF building on 2.03 acres. Built in 1997. Close Toll Road. **SOLD 3Q 2015**
Pete Letherman, SIOR, CCIM



851 Parkway Avenue, Elkhart
Restaurant or retail!
6,900 SF on 2.18 acres at great corner (CR 17 & Middlebury). Built 2008. Great signage opportunity.
Lease: \$11.00 PSF.
Sale: \$1,450,000
Brent Miller, SIOR
Scott Griffith



Northview Dr., Elkhart
NorthPointe Retail Center. Anchored by Kmart and Planet Fitness. Close to hotels & restaurants. Call for pricing.
John Letherman, CCIM

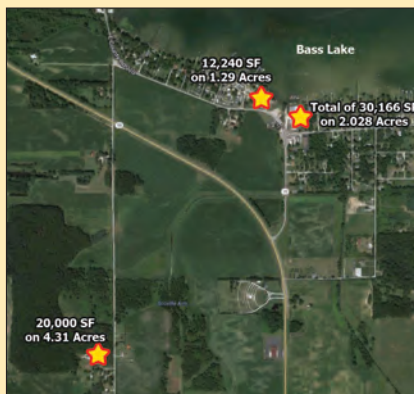


The Shoppes at US 20, Elkhart

Multi-tenant retail center has corner unit with 2,325 SF available.

Built 2006. Lease: \$7.00 PSF

Richard Hobson



**Marina Real Estate/ Development Property
5095 CR 210, Knox (Bass Lake)**

3 properties: Bass Lake Marina (RE only) with a total of 30,166 SF (6 buildings on 2.028 acres); 12,240 SF storage on 1.29 acres on lake; & 20,000 SF boat storage on 4.31 acres south. Total of ±530 feet of frontage on Bass Lake. Sale: \$1,500,000

Richard Hobson

Ross Miller, SIOR



23810 E. Old US 20, Elkhart

Former grocery store. Co-tenant with Mancino's. Great location and windows. Lease: \$5.00 PSF

Richard Hobson



223 Chicago Ave., Goshen

5,754 SF. Open floor plan with great storefront windows; ample parking. Off busy US 33. Lease: \$9.50 PSF

Richard Hobson



2856 Eisenhower Dr. N, Goshen

Goshen Commons II. 1,125 SF space available. Near Wal-Mart and Menards. Lease: \$12.95 PSF

Pete Letherman, SIOR, CCIM



2022 Lincolway East, Goshen

Goshen Commons. 1,200 SF space available. Near Wal-Mart and Menards. **LEASED 4Q 2015**

Pete Letherman, SIOR, CCIM



2028 Lincolway East, Goshen

Goshen Commons end cap with some restaurant equipment. 1,825 SF.

Lease: \$12.95 PSF + CAM

Pete Letherman, SIOR, CCIM



1830 Lincolway E. South Bend

2,765 SF building on 0.59 acres. Great exposure on Lincolway. 2 o/h doors. **SOLD 2Q 2015**

Richard Hobson



805 North 330 W, Valparaiso

6,288 SF with 1,008 SF office & 4,800 SF shop. 16' ceilings and 2 o/h doors. Sale Price: \$535,000

Pete Letherman, SIOR, CCIM



1006 N. Calumet, Valparaiso

4,000 SF with 1,280 SF office & 2,720 SF shop. 14' ceilings, three o/h doors. **SOLD 3Q 2015**

Pete Letherman, SIOR, CCIM



123 S. Elkhart St., Wakarusa

8,206 SF. Former Dollar General. New roof 3 years ago. Lease: \$4.00 PSF.

Sale Price: \$109,000

Richard Hobson

FM Stone Commercial Deals (continued from page 14)

Street. The expansion is expected to create 14 full-time jobs. Founded in 1926, MTI has established itself as a leader in friction welding, including rotary friction and linear friction welding technologies for a variety of industries.

10-29-2015 – KWH Properties LLC is the new owner of the 78,084 SF industrial building at 2135 Industrial Parkway in Elkhart. Brent Miller, SIOR, represented KWH Properties in the sale. The site is expected to be the new home of Walter Piano Transport, a national piano moving company based in Elkhart. Owners Kevin and Hope Walter started out in Kevin's family business of manufacturing pianos. Kevin worked at Walter Piano Company in Elkhart for over 35 years. In 1984 Kevin and Hope started their own trucking company to safely transport pianos. Over the years they have expanded to professional relocation, shipping and storage of any brand of piano, organ or musical instrument. The new facility expands their storage, as well as piano restoration space, by more than 30,000 SF from their previous location on Decio Drive. The new building will also be home to Piano Market Plus, a retail store with a showroom featuring Yamaha pianos as well as other brands. In addition, the new building will offer additional room for teaching studios for music lessons. The seller of the building was Lux Property Corporation who was represented by Pete Letherman, SIOR, CCIM.

11-6-2015 – Scott Griffith sold the 2,776 SF office building at 101 E. Hively in Elkhart. The building was previously owned by Lake City Bank. The new owner will announce his plans for the building soon.

11-13-2015 – Fresh Start Alliance Church is the new owner of the 3,728 SF church at 58970 CR 3 in Elkhart. The previous owner of the building across the street from Jimtown High School was Solid Rock Church of God. The new owners expected to move into their new church on November 22 and be ready for their first service on Sunday, November 29. Fresh Start Church had previously been located at Concord Mall. Broker Richard Hobson assisted the church in the purchase.

11-24-2015 – Factory Direct Logistics (FDL Fasteners) is a new tenant in 18,000 SF of industrial space at 4650 Chester Drive in Elkhart. Pete Letherman, SIOR, CCIM, assisted the landlord, Chester Drive LLC, in the lease. FDL Fasteners is a global importer and distributor of fasteners and other c-class hardware and is headquartered in Chicago.



12-1-2015 – MLHN Properties LLC is the new owner of 39.3 acres along US 20 and SR 15 in Goshen. The former Walsh & Kelly asphalt plant is expected to become an RV storage facility for dealers and transport companies. Scott Griffith represented the buyer while the seller, WK Land Acquisition – Goshen LLC, was represented by John Letherman, CCIM.



2680 S. Main

Three Car Wash Portfolio, Elkhart

Three successful Elkhart car washes now offered as a package investment opportunity. All three in convenient locations along major thoroughfares. Heated floors, RO water purification and softner systems, and all city utilities. All masonry construction. 1616 Toledo Road site features 2,016 SF on 0.52 acres and was built in 1973. 2606 S. Main Street site features 2,808 SF on 0.57 acres and was built in 1988. 2680 S. Main Street site features 2,848 SF on 0.47 acres and was built in 1973. Sale: \$695,000 -- BRING OFFERS!

Brent Miller, SIOR



2606 S. Main



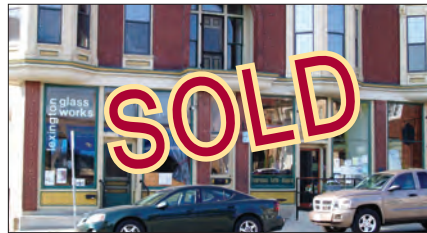
1616 Toledo



NEW

58038 CR 3, Elkhart

Fully leased 90,000 SF on 5.4 acres. Leased until 12/2017. Eaves: 20' & 24', 3 o/h doors, 2 docks. Offered at \$1,850,000
Bill Kuhns, SIOR



113 E. Lexington Ave., Elkhart

Daily Grind Coffee Shop For Sale. Business ONLY. Real estate not included. **SOLD 2Q 2015**
Ross Miller, SIOR
Richard Hobson



PENDING!

636 Moody, Elkhart (Rivercrest)

8 building Apt complex with 16 one-bed units & 16 two-bed units. 2.04 acres on River. Offered at \$699,000
Ross Miller, SIOR
Richard Hobson



SOLD

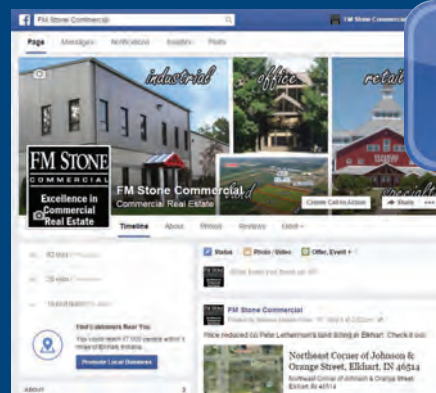
2400 Sterling Avenue, Goshen

Single tenant investment with just over 5 years remaining on lease. 94,982 SF on 9.73 acres close to Bypass. **SOLD 3Q 2015**
Brent Miller, SIOR

29449 W. Old US 33, Elkhart
62,200 SF on 6.445 acres. Leased until 2/1/17. 16 overhead doors, heavy power. Offered at \$949,000
Ross Miller, SIOR
Brent Miller, SIOR



Stay Connected!





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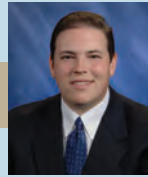
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ABOUT US

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 283 years experience in commercial real estate.

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