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Kristy Nush &
Melissa A. Hiner, Editors

Third & Fourth Quarters Show Improvement

While second quarter statistics showed a slow down in the movement of commercial real estate, third, and what we have seen so far in fourth quarter, numbers are showing improvement. Second quarter reported sales and leases totaling 143,405 SF. Third quarter showed sales and leases totaling 192,548 SF. So far in the fourth quarter we have seen sales and leases totaling 300,735 SF.

FM Stone Commercial Reported Sales & Leases of:

3rd Quarter: 192,548 SF
YTD 4th Quarter: 300,735 SF

Here are some of the FM Stone Commercial deals recorded since the end of 2Q 2013:

7-1-13 – John Letherman, CCIM, assisted Downunder Reef Pet Shop in leasing 3,200 SF of retail space in two storefronts at North Pointe Plaza in Elkhart. Located at 3133-3137 Northview Drive, this family-owned pet shop specializes in saltwater and fresh water fish, corals, specialty cats, sugar gliders and tank maintenance. The business had its grand opening on July 20, 2013, after relocating from its previous location on Bittersweet Road in Granger.

7-9-2013 – Richard Hobson assisted Associated Builders and Contractors of Indiana in securing a lease of 2,123 SF at the Eastpoint Business Centre in Elkhart. The company is moving into suites 170 & 190 at 2701 Industrial Parkway. Associated Builders and Contractors of Indiana has over 22,000 members representing more than 19,000 construction and industry-related firms. It will be having classes on work safety and other classes on construction at the location. Previously the company had offices at the Elkhart Career Center.

News Continued Page 2

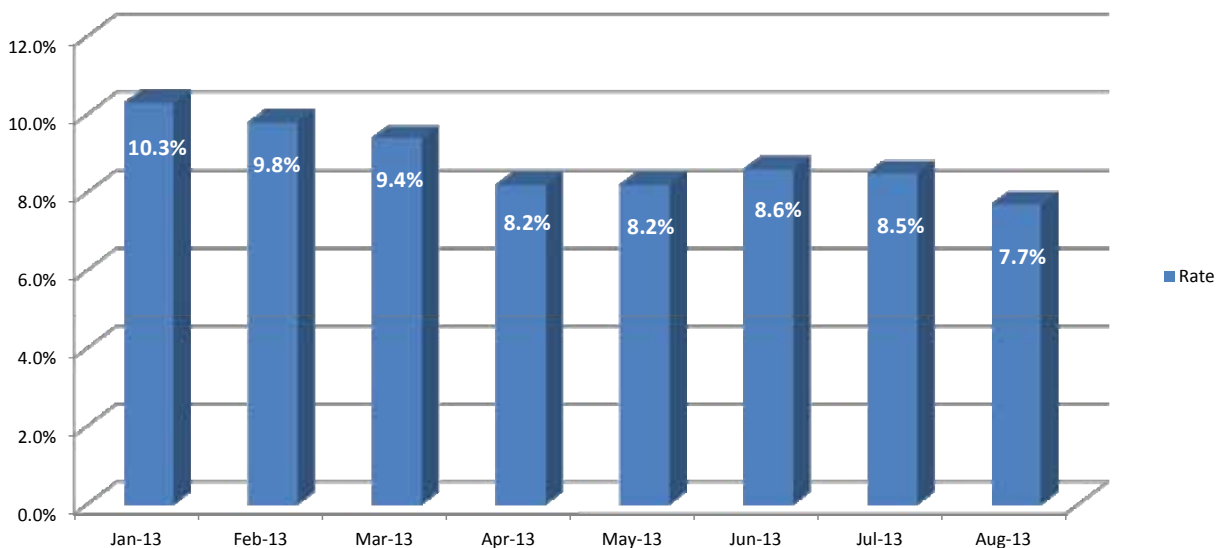
SpotLight: 3535 Corrie Drive, Goshen, IN



- 89,750 SF building situated on 17.36 acres
- 2,250 SF of office space and 87,500 SF of open production space
- 29' ceiling height; 50' x 25' bay spacing
- Features: Five docks (one exterior), three levelers, two 14' x 14' grade-level overhead doors; wet sprinkler system; exhaust fans; liner panels; 2000 Amp, 480/277 Volt, 3-Phase power; thermo-cycler heat; A/C in office; T-5 lighting; municipal water and sewer; zoned M-1
- Offered at: \$3,500,000 (Sale) or \$3.25 PSF NNN (Lease)
- Call Richard Hobson at 574-296-1331

NEWS

Elkhart County's Unemployment Rate



FM Stone's Commercial's Deals (continued from page 1)

7-25-13 – Brent Miller, SIOR, assisted Kessington Machine Products in the purchase of a 12,544 SF industrial building and 2.67 acres of land at 52956 Lillian Street in Elkhart. Kessington, which is located at 27217 CR 6 in Elkhart, is a neighboring property owner and wanted the Lillian Street property for expansion options. The seller was Sundowner Trailers Inc.

7-25-13 – A 0.5-acre parcel of land was sold at 1730 Johnson Street in Elkhart by Ross Miller, SIOR, and Brent Miller, SIOR. The seller was the Geneva Rogers Revocable Trust and the buyer was 45 Cherry Hill Court LP. The land, which was part of an estate that had once housed Vince Rogers Signs, was purchased by a neighbor of the property.

7-31-2013 – Ross Miller, SIOR, assisted Conn-Selmer, Inc. in leasing 8,000 SF at 1149 Mitchell Jellison Drive in Elkhart. Conn-Selmer, a manufacturer and distributor of musical instruments for concert bands, marching bands and orchestras, expects to use the space for warehousing.

8-1-13 – Ross Miller, SIOR, represented the landlord in the lease of the front building at 2700 Ada Drive in Elkhart. This 60,000 SF industrial building was leased to Wesco International, a publicly traded Fortune 500 company that is a provider of electrical, industrial and communications maintenance products. Wesco employs approximately 9,000 people and operates nine fully automated distribution centers in North America. Locally Wesco was previously in the building at 3501 CR 6 in Elkhart, but that building was leased to Lippert Components. Wesco's new location more than doubles the square feet the company previously occupied.

News Continued on Page 17

FM Stone Assists Girard Systems and Girard Products in Securing New Goshen Facility

Goshen, Ind. (October 23, 2013) – Bill Kuhns, SIOR, Senior Broker with FM Stone Commercial assisted Girard Systems and Girard Products LLC in leasing 30,800 SF of industrial space at 2515 Lombardy Drive in Goshen. The move into this south side building is due to the company expanding.

“Our business has dramatically increased and we have outgrown our San Clemente, Calif., facility,” said Marcia Girard, CEO and President of Girard. “Our goal is to be closer to our customers and provide faster service. We have moved Girard Products’ entire Tankless Water Heater operation to Goshen and we will be doing all R&D, testing and order processing and shipping from this location starting in November. We have many new innovative products in development and being in Goshen will allow us to work closely with our OEM customers in their development.”

A leader of green technology in the RV Industry, Girard Products specializes in responsible components that reduce energy consumption, are recyclable, feature dependable long term performance and help reduce the carbon footprint. The Girard Tankless Water Heater is designed to provide endless hot water on demand unlike storage tank water heaters which require time to recover after running out of hot water. More than 30 brands of major RVs are now offering the Girard Tankless Water Heater on their 2013 and 2014 models either as an option or as standard equipment. Girard Systems also has new awnings in development and will begin to expand certain awning and shade production in its new Goshen facility after the first of the year.

FM Stone's Ross Miller, SIOR, represented the building owners, MFUS Holding, LLC, in the lease transaction.



12200 Adams Road, Granger
2,637 SF building on 1.31 acres. Nice office layout with 7 offices, work room, kitchen & two restrooms. Great location on SR 23, close to retail corridor. Ample parking.
Sale Price: \$220,000
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



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



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: 2,056 SF & 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



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



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: \$29,900
Richard Hobson



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

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



500 N. Nappanee St., Elkhart
Executive 500 Building. Great access on SR 19. Several suites available in 10,000 SF building. Waterfront views. Zoned B-2 CBD. Lease: \$9.75 PSF. Sale Price: \$560,000
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



2339 Eisenhower Dr., Goshen
5,928 SF on 0.89 acres. Flex space. Great location. One OH door. Lease: \$5.50 PSF. Sale Price: \$279,000
Pete Letherman, SIOR, CCIM



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



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



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. 4.18 acres. Three stories with elevator. Climate controlled computer room. Covered loading dock. Zoned M-2. Sale Price: \$900,000
Brent Miller, SIOR
Carl Tiedemann, SIOR

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3535 Corrie Dr., Goshen
89,750 SF on 17.36 acres.
Features 29' ceiling height, heavy power, exhaust fans and panel liners. Five docks. Two overhead doors. Zoned M-1. Lease: \$3.25 PSF. Sale Price: \$3,500,000
Richard Hobson
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



306 Depot St., Bristol
39,780 SF. 9.44 acres. Mostly fenced. 18' eaves. Zoned M-1. Lease: \$1.50 PSF. Sale Price: \$395,000
Brent Miller, SIOR



806 S. Division St., Bristol
20,000 SF
4.35 acres
SOLD 4Q 2013
Brent Miller, SIOR



700 S. Division St., Bristol
57,861 SF
4.26 acres
SOLD 4Q 2013
Brent Miller, SIOR



1150 Ponderosa Dr., Bristol
30,880 SF. 3.05 acres. 25' x 50' bay spacing. 6 docks, 2 OH doors. Zoned M-1. Lease: \$2.75 NNN
Brent Miller, SIOR



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



2700 Ada Dr., Elkhart
60,000 SF
LEASED 2Q 2013
Ross Miller, SIOR



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



4800 Beck Dr., Elkhart
38,750 SF suite available. Built in 2007. 25' ceilings. T-5 lighting. City utilities. Zoned M-2. Lease: \$3.60 PSF
Ross Miller, SIOR



1000 Campus Ct., Elkhart
12,730 SF suite available in 40,000 SF flex building. Clear span, 16' ceilings. Zoned M-1. Call for details.
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



1741 Conant St., Elkhart
85,232 SF
4.02 acres
SOLD 4Q 2013
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



57784 CR 3, Elkhart
75,000 SF. 4.19 acres. 3-phase power. Zoned M-1. Lease: \$2.20 PSF
Ross Miller, SIOR
Brent Miller, SIOR



1110 CR 6, Elkhart
66,445 SF building. Situated on 6.78 acres. Numerous OH doors. Sale Price: \$1,300,000. Lease: \$2.50 PSF
Ross Miller, SIOR
Brent Miller, SIOR



2924 E. CR 6
19,056 SF
2.67 acres
LEASED 4Q 2013
Brent Miller, SIOR



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



56959 Elk Park Dr., Elkhart
20,400 SF building. Situated on 2.06 acres. Four overhead doors. Clear span. Zoned Industrial. Sale: \$375,000
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



2135 Industrial Pkwy., Elkhart
78,132 SF, 4.48 acres. 18' ceilings. Features eight docks & three overhead doors. Zoned M-1. Lease: \$2.50 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

* 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
LEASED 3Q 2013
Bill Kuhns, 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
12,544 SF on 2.67 acres
SOLD 3Q 2013
Brent Miller, SIOR
Ross 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



2501 Marina Dr., Elkhart
28,800 SF
2.98 acres
SOLD 3Q 2013
Bill Kuhns, SIOR



1839 Middlebury St., Elkhart
14,800 SF
1.5 acres
LEASED 4Q 2013
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



2502 Middlebury St., Elkhart
24,800 SF in two buildings. 1.99 acres. Two docks. Located near CR 17. Zoned M-1. Sale Price: \$295,000
Brent Miller, SIOR



25076 Leer Dr., Elkhart
12,975 SF on 2.33 acres. Majority of property is fenced. 16' ceilings. Seven overhead doors. Three-phase power. Municipal utilities. Zoned M-1. Lease: \$3.10 PSF.
Sale Price: \$360,000
Carl Tiedemann, SIOR



**2401 Home St.,
Mishawaka**
91,355 SF in three buildings.
Situated on 20.77 acres.
Heavy power. Rail potential. 2
docks, 4 overhead doors & 2
cranes with two-ton capacity.
Zoned Manufacturing.
Sale Price: \$1,375,000
Ross Miller, SIOR
Brent Miller, SIOR



Mitchell Jellison Dr., Elkhart
Flex space. Three suites of 5,000 SF
each available. Zoned M-1.
Lease: \$3.60 PSF
Ross Miller, SIOR



Oak & C St., Elkhart
15,000 SF
2.77 acres
SOLD 4Q 2013
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



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
Two 2,400 SF suites available in multi-
tenant building. Located near Toll Road
and SR 19. Lease: \$5.98 PSF
Pete Letherman, SIOR, CCIM



4505 Wyland Dr., Elkhart
3,200 SF suite available in light
industrial/flex multi-tenant building.
Zoned M-2. Lease: \$3.75 PSF
Brent Miller, SIOR



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' 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
LEASED 3Q 2013
Ross Miller, 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



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. One dock. Good location. City water & sewer. Zoned I-1.
Sale Price: \$499,000
Richard Hobson



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



501 S. Miller Dr., White Pigeon
4 building campus. 75,114 total SF. 15.5 acres. Numerous overhead doors. 16'-18' ceilings. Sale Price: \$650,000
Ross Miller, SIOR



1900 Whirlpool Dr., LaPorte
100,809 SF space available for sublease. Food grade. ESFR sprinkler system. Lease: \$2.50 PSF NNN
Ross Miller, SIOR

FM Stone Assists Pro Custom Paint in Securing Third & Fourth Elkhart Facilities

November 20, 2013 – Bill Kuhns, SIOR, Senior Broker with FM Stone Commercial recently assisted Pro Custom Paint in securing its third and fourth area buildings in three years. Pro Custom Paint’s most recent purchases are two industrial buildings totaling 66,647 SF on 7.4 acres at 57974 & 57976 County Road 3 in Elkhart. This latest purchase will allow owner Mike Suski the opportunity to keep growing and diversifying. And he intends to do just that.

Pro Custom Paint is an automotive paint shop catering primarily to the recreational vehicle market. Clients are manufacturers that produce RVs and need custom paint work on the vehicles. And business has been good for the former member of the Newmar management team who started Pro Custom Paint in September of 2010.

“The plan is to consolidate our existing business under one roof,” Suski said. “We will use one of the new buildings which is roughly 33,000 SF, add a new addition of 25,000 SF and move the operations from our two other buildings under one roof for more efficiency. Then we will take our other two buildings (18,000 SF and 20,800 SF) and create two new businesses. One will focus on paint for smaller parts related to the RV, marine and automotive industry and the other will focus on catering to existing RV owners who want things like special paint jobs or need repair work on their vehicles.”

All four of Suski’s buildings are within a quarter mile of each other. And what will happen with the other building he recently purchased? It will be leased out until Suski needs it. This shouldn’t be long considering how things have moved for him so far. Currently employing 50 people, Suski expects to add another 30 employees by the end the 1Q 2014. He hopes to have everything consolidated under one roof by the end of January 2014.



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
2.29 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: \$495,000
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 & 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
SOLD 3Q 2013
Ross Miller, SIOR
Brent Miller, SIOR



NEC Johnson & Orange, Elkhart
0.30 acre site located near SR 19 & Toll Road. Municipal utilities. High traffic counts. Offered at \$85,000
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 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



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: \$525,000
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.
Zoned PUD-B1.
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



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



60007 Elm Rd., Mishawaka
40 acres total. Can be sold all together, or can be separated into two 20-acre parcels. Excellent location, just south of US 20 Bypass on Elm Road/ US 331 exit. Located near new medical offices.
Offered at \$45,000 per acre
Bill Kuhns, SIOR

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FM Stone Commercial's Deals (continued from page 3)

8-13-13 – Ross Miller, SIOR, assisted Cequent Consumer Products, Inc. in securing a lease of 62,906 SF of industrial space at 901 Wayne Street in Niles. Cequent has more than 85 years of experience as a designer, manufacturer and marketer of accessories for the automotive, recreation and trailering aftermarket. The space will be additional warehouse space for the company that has facilities in South Bend. The building is owned by Simplicity Industrial Center.

8-15-2013 – Brent Miller, SIOR, represented Lexington Industrial Group in the purchase of a 28,000 SF industrial building on 2.98 acres at 2501 Marina Drive in Elkhart. Bill Kuhns, SIOR, represented the seller, Turtle Cay Properties in the transaction. Turtle Cay formerly leased the building to Marine Fasteners who built a new, larger building in Elkhart. The buyer's operating company is Lehigh Industrial Machinery out of Newtown, PA. They repair and refurbish CNC machinery.

9-6-13 – John Letherman, CCIM, represented Begley's Automotive Group in purchasing the former Wells Cargo Trailers building at 1503 W. Bristol Street in Elkhart. This 4,575 SF building on 2.64 acres was built by FM Construction in 2007. Pete Letherman, SIOR, CCIM, represented the seller, Universal Trailers of Indiana LLC. This will be the fourth Buy Here, Pay Here location for Begley Automotive Group, which is owned by Ray Begley. This new location is expected to be open by the first part of 2014.

9-24-13 – Brent Miller, SIOR, represented McMichael Properties LLC in the purchase of an 8,000 SF industrial building on 0.68 acres at 4341 Pine Creek Road in Elkhart. Bill Kuhns, SIOR, represented the building's previous owner Thomas Battler in the sale.

10-9-13 – Brent Miller, SIOR, represented Vandeleigh Industries LLC in the purchase of a 85,232 SF industrial building at 1741 Conant Street in Elkhart. The property sits on 4.02 acres on the city's Southeast side. FM Stone's Pete Letherman, SIOR, CCIM, represented the building's previous owners, UFlex Packaging Inc., in the sale. Uflex consolidated operations in another part of the country.

10-31-13 – FM Stone assisted in the sale of the 15,000 SF industrial building at 1200 Oak Street in Elkhart. Brent Miller, SIOR, represented the seller, Life Center of Elkhart Count, Inc. in the sale. The buyer was Paul Shannon Revocable Trust.

11-8-13 – Pete Letherman, SIOR, CCIM, assisted Lux Property Corporation in the purchase of a 69,200 SF industrial building at 160 S. County Road 15 in Elkhart. The seller was Everence Trust Company. The new buyer is an investor who is leasing out the building to a new tenant.

Good News to Share From the Area

Mishawaka – The former Mishawaka Brewing Company building at 3703 N. Main Street in Mishawaka will be the new home of Evil Czech brewery and brew pub. Vacant for five years, the 9,000 SF building is expected to be the second location for the Culver-based company. George and Tammy Pesek, owners, also operate the Corndance Tavern on Grape Road in Mishawaka. While news broke in early July, the pub is not expected to open until January or February of 2014.

Good News Continued on Page 20



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



16575 SR 120, Bristol

2,800 SF. Single user or multi-tenant 1.51 acres. Good location.

Sale Price: \$159,900

Richard Hobson



500 Baldwin St., Elkhart

19,325 SF on 0.7 acres. Ideal for service company. Great location near Cassopolis St. Sale Price: \$198,000

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



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

2.64 acres

SOLD 3Q 2013

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 Farmer'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



711 W. Lincoln Ave., Goshen
26,710 SF. Great location in heart of Goshen. One dock. Zoned B-1 & R-3. Sale Price: \$500,000
Pete Letherman, SIOR, CCIM



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



2022 Lincolnway East, Goshen
Goshen Commons. 1,200 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



NEW

617 Pike St., Goshen

Former Terri's Flower Basket. Beautiful 5,591 SF building in prime location. Sale Price: \$335,900. Lease: \$6.00 PSF

Richard Hobson



NEW

307 E. Purl St., Goshen

1,290 SF retail/office on first floor & 1,290 SF two bdrm apartment upstairs. Zoned R-1. Sale Price: \$96,000

Richard Hobson



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: \$999,000

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



PRICE REDUCED

3275 Elwood Ave., South Bend

5,000 SF building on 0.54 acres. Zoned CBD. Sale Price: \$199,900

**Brent Miller, SIOR
Richard Hobson**

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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



57974-57976 CR 3, Elkhart
66,647 SF
7.4 acres
SOLD 4Q 2013
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



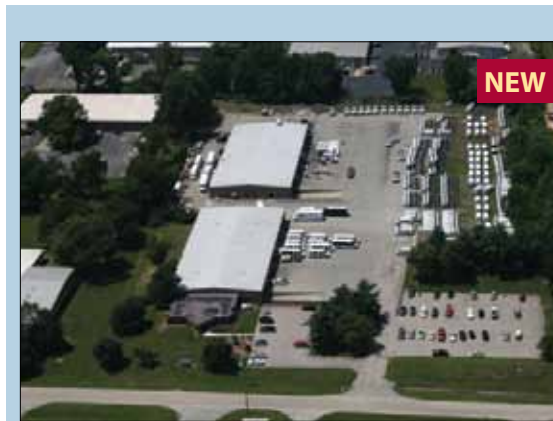
113-115 E. Lexington Ave., Elkhart
3,200 SF coffee shop & restaurant. Business only for sale. Real estate not included. Offered at: \$86,500
Ross Miller, SIOR
Richard Hobson



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



3603 CR 6, Elkhart
105,350 SF in 7 buildings. 10.91 acres. Divisible. 15' to 20' ceilings. Zoned M-1. Offered at: \$2,350,000
Brent Miller, SIOR



2503 Ada Dr., Elkhart
44,295 SF in two buildings. 8.69 acres. Fenced property. Leased for three years. 16' eaves. Multiple docks and overhead doors. Compressor included in sale. Zoned M-1. Offered at: \$1,495,000
Bill Kuhns, SIOR

INVESTMENT OPPORTUNITIES

Stay Connected!

The block features a red background with the text 'Stay Connected!' in large white letters. Below the text are icons for Facebook and Twitter. To the left is a screenshot of the FM Stone Commercial Facebook page, showing a post about 'Excellence in Commercial Real Estate'. To the right is a screenshot of the FM Stone Commercial website, displaying the company name and contact information.

Good News to Share From the Area (continued from page 17)

Elkhart – In early July Lippert Components, Inc. (LCI) announced that it had acquired certain assets and the engineering team of Midstates Tool & Die & Engineering, Inc., a designer and builder of automated equipment, production tooling, progressive dies and one-hit stamping dies. The business will be operated as Lippert Automation, Tool and Die and is expected provide additional support and expertise as a part of LCI's steel division. The business also brings LCI several new customers, allowing the steel Division to further diversify and expand its market reach.

Middlebury – Rise 'n Roll Bakery plans to franchise six or seven new retail locations. Possible locations are Warsaw, Niles, South Bend, Three Rivers and Fort Wayne. Yummy!

North Webster – In mid-August Precision Wire announced it had recently expanded its facilities in order to double production capacity at its corporate headquarters. The company, which creates custom wire designs for specialty vehicles, grew from 17 employees to 23 employees with this expansion.

Mishawaka – Centier Bank will expand its presence with the construction of a new 6,000 SF building on the corner of Day Road and Park Place (in front of the Residence Inn). Construction should begin in the spring and the branch is expected to be open by October.

Elkhart – In late September Zeeland Lumber and Supply announced it was expanding into Elkhart. The Zeeland, Mich.-based company, which has had a presence in Mishawaka since 2009, will open its newest facility at 3740 Manchester Drive in Elkhart during the first quarter of 2014. The building is 60,000 SF. This expansion will include a distribution center, lumberyard and manufacturing facility (Zeeland Truss and Components) that will specialize in roof trusses, wall panels and floor joists. The expansion is expected to create 72 jobs by 2016. Zeeland currently employs more than 240 employees across Michigan and Indiana.

Goshen – Edible Arrangements will soon open a new store at 4542 Elkhart Road, Goshen. The company currently operates locations at Heritage Square in Mishawaka and in downtown South Bend.

Plymouth – Kessler Crane, a manufacturer of tools for filmmakers (camera cranes and jibs, camera motion control systems, camera sliders and dollies, tripods, etc.) is expanding into a 70,000 SF facility and plans to acquire more than \$1 million in additional high tech manufacturing equipment. Through this expansion, the company's workforce will nearly double to 90 employees over the next two years.

Howe – In early October Exo-s US, LLC, a supplier of injection and blow molded thermoplastic systems, announced its plans to relocate its operations from Three Rivers and Centreville, Mich. to Howe, creating up to 250 new jobs by 2016. The Quebec, Canada-headquartered company, which supplies HVAC duct, engine covers and related products to the automotive industry, will invest \$6.8 million to move its manufacturing to a 191,000 SF facility in LaGrange County. With plans to begin Indiana operations early next year, the company's move will optimize its production costs and add space to accommodate future expansions. Exo-s currently has more than 200 full-time employees at its Three Rivers and Centreville, Mich. facilities.

Mishawaka – Costco is coming to town. The company is expected to build a new store on University Drive, across the street from the Granger Community Church and east of the SuperTarget shopping center on Main Street and University. According to preliminary construction plans, the facility would be about 148,000 SF and contain a fuel center. Details are unclear at this point as to when Costco would be open for business.

Elkhart – In early November Transshield, Inc. announced that it was awarded an \$8.3 million contract to supply protective covers for more than 4,500 Mine Resistant Ambush Protected (MRAP) vehicles in the U.S. Army fleet. The contract also includes covers for 217 U.S. Navy MRAPs, U.S. Marine Corps Light Armored Vehicles (LAVs), M777 Howitzers and other critical items. It is the largest contract in Transshield's history. As a result of this contract, Transshield's protective covers will be used to protect more than half of the U.S. Army's current fleet of MRAP vehicles, including MaxxPro, M-ATV and RG-31 variants.



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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.

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