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Melissa A. Hiner
Editor-in-Chief

The Tiedemann Group Hires Two New Employees

The Tiedemann Group, the parent company of FM Stone Commercial and an organization of interrelated companies providing an array of real estate and construction services throughout the Midwest, is proud to announce the hiring of two new employees at the corporate headquarters in downtown Elkhart. Joseph Martin was named Chief Financial Officer and Susan Ott was named Communications Coordinator.



Joseph Martin

As Chief Financial Officer, Martin is responsible for overseeing the financial activities of the company. This includes planning, budgeting and forecasting, along with reporting and analyzing accurate and timely historical financial information for all the companies in the Tiedemann Group. A resident of South Bend, Martin came to The Tiedemann Group from Kennametal Stellite, a global provider of wear-resistant metal alloys, where he was the Financial Controller for the Goshen, Ind., manufacturing facilities. He was with Kennametal (formerly Deloro) Stellite for five years and prior to that he was a Staff Accountant in the tax department with RSM McGladrey for four years. He earned a Bachelor of Business in accounting from Indiana University South Bend.



Susan Ott

As Communications Coordinator Ott works with the FM Stone Commercial team of real estate brokers to perform a variety of administrative and marketing tasks. Her responsibilities also include market research, special event planning and administration of The Tiedemann Group's proprietary real estate and client database. A resident of Elkhart, Ott has an executive assistant background and has worked with Jones Petrie Rafinski, the YWCA of Elkhart County and as a legal secretary. A United States Army veteran, she has an Associate's Degree from Indiana University South Bend.

SpotLight: 25076 Leer Drive, Elkhart, IN

- 12,975 SF building situated on 2.36 acres
- Seven 12' x 14' grade-level overhead doors
- 10' x 12' concrete block compressor room
- 400 Amp; 240/120 Volt; 3-Phase power
- New T-8 lighting throughout building
- Rebuilt tube heaters in plant; new gas heat and office air conditioning (zoned)
- Municipal water and sewer; Zoned M-1; Security system
- **For Lease: \$3.10 PSF NNN. Call Carl Tiedemann, SIOR, at 574-296-1311**



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

Griffith Helps Pen-Tech Secure 1st Location

6-2-14 – Scott Griffith assisted new business Pen-Tech LLC in leasing its first location in Goshen. Pen-Tech is now occupying 6,000 square feet in Suite 2 at 2420 Dierdorff Road on the south side of the city. According to Pen-Tech owner Bob Penick, the industrial suite in this multi-tenant building is being used to do pre-delivery inspections for RVs.

Pre-delivery inspections are typically done by the RV dealership when it receives the unit from the manufacturer. Some dealers prefer to have those inspections completed by an outside entity, like Pen-Tech, in order to reduce costs, improve quality of the inspection and save time. Pen-Tech receives the RV unit, completes the inspection and then gets the RV directly to the buyer or end-user. Inspections in Pen-Tech's new space began on June 9.

"Pen-Tech's goal is to help ensure that the customer is getting the quality product they paid for, and to help prevent any problems from arising when they are using their new RV," said Sabrina Penick, Bob's wife. "Bob has 12 years of experience in the RV industry. He has always believed in quality first."

CORRECTION: On Page 9 of the Spring/Summer 2014 issue of "Commercial Real Estate News" it was incorrectly stated in an editor's note that FM Stone Commercial assisted Thor Industries with the purchase of 13 industrial buildings totaling 510,350 SF in Wakarusa. FM Stone assisted another company with this purchase. We regret the error.

FM Stone Commercial Deals & News

4-1-14 – Brent Miller, SIOR, represented the landlord, Wyland Drive Associates, in the leasing of 3,200 SF of industrial flex space at 4505 Wyland Drive, Suite 800, in Elkhart. The tenant, Copious Electronics +Plus Inc. (CE Plus), opened in 2008 and specializes in the restoration and sale of vintage electronic equipment.

4-18-14 – Ross Miller, SIOR, and Brent Miller, SIOR, represented the buyer, MEJLS LLC, in the sale of 21861 Protecta Drive in Elkhart. This 64,000 SF industrial building was previously owned by Chris and Jenny Tsai of California. The new owner also owns Great Lakes Forest Products Inc., who specializes in remanufactured and bulk lumber as well as imported and domestic plywood for markets including RV, manufactured housing, cargo trailer, mobile office, park model, retail and industrial.

4-30-14 – Richard Hobson and Scott Griffith assisted in the lease of 4,500 SF of industrial space at 51788 SR 19, Suite D, in Elkhart to Frost Signs. Hobson represented the landlord, Norton Barnett, while Griffith represented the tenant. Frost Signs produce interstate signs.

5-2-14 – Immediately after a price reduction was issued on the industrial building at 2423 Lowell Street in Elkhart, Brent Miller, SIOR, sold it. This 8,490 SF building had been on the market for 2,452 days before Thomas Property Management LLC purchased it

from TCS Investments LLC. The new owner manufactures high-end furniture.

5-9-14 – Pete Letherman, SIOR, CCIM, assisted Patrick Industries in renewing its lease on 50,800 SF of industrial space at 1508 Eisenhower Drive in Goshen. The building was previously leased to West Side Furniture which Patrick Industries purchased in September 2013.

5-15-14 – John Letherman, CCIM, assisted in the sale of 0.26 acres of residential land

at 976 Jackson Boulevard in Elkhart to NJA LLC. The owners are Timothy and Sharon Johnson.

5-30-14 – John Letherman CCIM, assisted in the sale of an airport hangar at 2240 Airport Drive in Elkhart. This 8,000 SF hangar was

purchased by D&P Aircraft LLC from David P. Raber.

5-30-14 – Bill Kuhns, SIOR, represented the buyer, BR Properties LLC, in the purchase of the 22,312 SF industrial building on 2.69 acres at 29221 CR 20, Elkhart. Brent Miller, SIOR, represented the seller, Goldrush LLC. The property was on the market with FM Stone for 129 days.

6-13-14 – John Letherman, CCIM, assisted Camp Craft in securing its lease on 6,000 SF of industrial space in Suite 1 at 2420 Dierdorff Road in Goshen. Camp Craft builds motor homes and is using the space for storage and some limited manufacturing.

FM Stone Commercial Reports Sales & Leases of:

1Q 2014: 305,810 SF

2Q 2014: 340,752 SF

3Q: 275,878 SF

4Q YTD*: 162,086 SF

Total: 1,084,526 SF

* as of deals tracked through 10/22/2014



NEW

401 Baldwin Street, Elkhart
4,162 SF clean building with 868 SF of storage. Perfect for HVAC, plumbing or other service-based business. 5 offices and showroom. New roof: 2014. Sale Price: \$69,900. Lease Rate: \$4.00 PSF
Scott Griffith



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



2801 E. Bristol St., Elkhart
Rent lower level; fully leased main level. 2,080 SF plus 2,080 SF lower level. Sale Price: \$235,000. Call on lease.
Bill Kuhns, SIOR/Scott Griffith



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



26076 CR 6, Elkhart
800 SF near Toll Road. Co-tenant with State Farm.
LEASED 3Q 2014
Scott Griffith



53846 CR 9, Elkhart
980 SF on Johnson. Four offices. Broadband access. City water. Lease Rate: \$8.57 PSF MG
Richard Hobson



58025 CR 9, Elkhart
Two buildings with 3,398 SF. Good re-development opportunity on 0.72 acres at CR 20. Sale Price: \$125,000
Scott Griffith



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 on prime corner near busy retail area of Pierre Moran Mall. 8 offices on main level plus 4 office in lower level (not included in SF). All air-conditioned with ADA access. On 0.44 acres with parking for 20. Sale Price: \$190,000.
Scott Griffith/Bill Kuhns, SIOR



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

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



1333 W. Lusher Ave., Elkhart
1,980 SF space available. Features private offices, kitchenette & rest room.
LEASED 2Q 2014
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



500 N. Nappanee St., Elkhart
Several suites available in 10,000 SF building. Waterfront views. 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. Price Reduced: \$10,000
Richard Hobson



221 S. 3rd St., Elkhart
1,344 SF. Has reception area, several offices & full basement. Built in 1924. Price Reduced: \$59,900-\$30,000
Richard Hobson



505 S. 3rd St., Elkhart
Atrium Court building. 841 SF to 2,694 SF suites in 12,000 SF multi-tenant building. Lease: \$7.00 PSF
Carl Tiedemann, SIOR



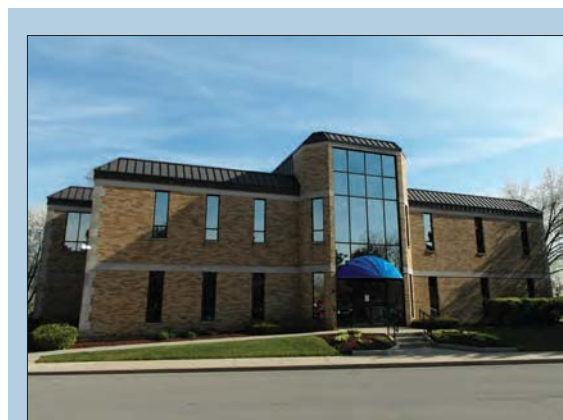
3060 Windsor Ct., Elkhart
5,000 SF of clean, Class A space with 8 private offices and 2 bull pens. Lease Rate: \$8.00 PSF MG
Scott Griffith



2314 Eisenhower Dr., Goshen
706 SF office in 6,000 SF building. Features two rooms, coffee area and storage Lease: \$699/Month MG
Richard Hobson



2823 Gateway Drive, Goshen
1,025 SF in the rear of Taco Time building on busy US 33. Lease: \$7.00 PSF
Scott Griffith



3820 Edison Lakes Parkway, Mishawaka
Former Old National Bank headquarters: 9,698 SF in the beautiful Edison Lakes Corporate Park with gorgeous water features and a park-like setting. Sublease: \$20.50 PSF MG
Carl Tiedemann, SIOR
Scott Griffith



117 W. Washington, Goshen
Second floor office suite of 505 SF available. Features two offices, rest room and storage area. Updated, re-modeled in 2014 with new carpet, ceiling lights and trim. Private entrance. Tenant pays ONLY liability & content insurance, phone & internet. Downtown Goshen location convenient to the courthouse and Main Street. Possible shared common area. **LEASED 2Q 2014**
Scott Griffith



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



2012 S. Main, Goshen
2,131 SF Class A medical office. Very nice lobby, 4 exam rooms. Built 1992.
Sale Price: \$349,000
Richard Hobson



12200 Adams Road, Granger
2,637 SF building. 1.31 acres. Nice layout with 7 offices, work room & kitchen. Price Reduced: \$175,000
Richard Hobson



68528 SR 19, Wakarusa
30,150 SF corporate office. 4.18 acres on SR 19. Three levels, elevator, HVAC controlled IT room. **SOLD 3Q 2014**
Brent Miller, SIOR

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for office, industrial, retail and medical properties

574-522-0390



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



1150 Ponderosa Dr., Bristol
30,880 SF. 3.05 acres. 25' x 50' bay spacing. 6 docks, 2 OH doors.
LEASED 4Q 2014
Brent Miller, SIOR



105 South Street, Cassopolis
2,637 SF on two parcels. Remodeled 2008. 12' ceilings and 4 o/h doors.
SOLD 3Q 2014
Pete Letherman, SIOR, CCIM



19875 M-205, Edwardsburg
19,690 SF. 6.3 fenced acres. 16'-18' ceilings, 3 OH doors, security system.
SOLD 3Q 2014
Ross Miller, SIOR



2503 Ada Dr., Elkhart
44,295 SF in 2 buildings. 8.69 acres. Fenced. Many docks and o/h doors, 16' eaves. Sale Price: \$1,450,000
Bill Kuhns, SIOR



52760 Bridger Ct., Elkhart
93,926 SF with 12 o/h doors, 3 docks, 24' ceilings. 8.11 acres.
SOLD 3Q 2014
Bill Kuhns, SIOR



2010 Cassopolis St., Elkhart
13,584 SF in two buildings. Redevelopment on 8.52 acres.
SOLD 3Q 2014
Bill Kuhns, 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



1110 CR 6, Elkhart
66,445 SF building on 6.78 acres. Numerous o/h doors. Sale Price: \$995,000. Lease: \$2.50 PSF
Ross Miller, SIOR
Brent Miller, SIOR



2707 Decio Drive, Elkhart
11,600 SF on 1.89 acres. 2,520 SF of offices. 15' eaves, 2 o/h doors, air-lines, heavy power. Lease: \$3.00 PSF
Brent Miller, SIOR



56700 Elk Park Dr., Elkhart
3,200 SF suite with 16' eaves, two 12'x14' o/h doors,
LEASED 3Q 2014
Scott Griffith/ Bill Kuhns, SIOR



56769 Elk Court, Elkhart
27,949 SF total includes 20,000 SF steel building & 520 SF office. 3 o/h doors, 3-Phase. Sale price: \$450,000
Scott Griffith/Bill Kuhns, SIOR



56897 Elk Park Dr., Elkhart
57,000 SF. 3.45 acres. 6 docks. 25'x60' bay spacing.
SOLD 4Q 2014
Bill Kuhns, SIOR



56959 Elk Park Dr., Elkhart
20,400 SF building. Situated on 2.06 acres. Four overhead doors. Clear span. Zoned Industrial. Lease: \$2.76 PSF
Bill Kuhns, SIOR



2018 Fieldhouse Ave., Elkhart
12,550 SF building. Clean. 750 SF office, air lines and 3 o/h doors.
SOLD 4Q 2014
Brent Miller, SIOR



28135 W. Hively, Elkhart
15,964 SF near SR 19. 13,824 SF ind. & 2,140 SF office. 2 o/h doors, heavy power. Sale Price: \$180,000
Scott Griffith



28533 Holiday Place, Elkhart
33,000 SF on 2.5 acres. 2 docks. Heavy power. 16' ceiling heights. Sale Price: \$415,000
Bill Kuhns, SIOR



2040 Industrial Pkwy., Elkhart
128,018 SF in 2 buildings. 5.39 acres. 7 o/h doors, 6 docks, heavy power, 18' to 22' eaves. Sale Price: \$1,700,000
Brent Miller, SIOR



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



25076 Leer Dr., Elkhart *
12,975 SF on 2.33 acres. Mostly fenced. 16' ceilings and 7 o/h doors. Lease: \$3.10 PSF
Carl Tiedemann, SIOR



25120 Leer Drive, Elkhart
24,000 SF. 2 o/h doors, 2 docks, wet-sprinklered, heavy power, most of building has 16' eaves. Lease: \$3.00 PSF
Brent Miller, SIOR



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



521 E. Lexington, Elkhart
3,570 SF with 950 SF of office, 11' ceilings, heavy power and 3 o/h doors.
LEASED 3Q 2014
Carl Tiedemann, SIOR

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



2135 Industrial Pkwy., Elkhart
78,084 SF, 4.48 acres. 18' ceilings. 8 docks & 3 overhead doors. Sale Price: \$1,400,000. Lease: \$2.85 PSF
Pete Letherman, SIOR, CCIM



1926 Leininger, Elkhart
6,346 SF on 0.73 acres. 15' eaves, 10x10 o/h, 2 docks, 3-Phase power. Sale Price: \$135,000
Scott Griffith/Bill Kuhns, SIOR



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



Nappanee/Randolph, Elkhart
49,987 SF in 2 buildings. 3.73 acres. Many o/h doors. For Sale: \$1,115,000
Bill Kuhns, SIOR
Scott Griffith



25979 North Park Avenue (at Johnson Street), Elkhart
3,200 SF on 0.488 acres. Sale Price: \$89,000
Pete Letherman, SIOR, CCIM



2923 Thorne Drive, Elkhart
20,000 SF on 2.06 acres. Features heavy power, two docks, 5 o/h doors and 14' eaves. Lease: \$2.88 PSF
Bill Kuhns, SIOR/Scott Griffith



1626 Waurika, Elkhart
5,322 SF "As Is." 1,100 SF office space, drive-thru bay with 2 o/h doors. **SOLD 3Q 2014**
Scott Griffith



831 Windsor Blvd., Elkhart
Suites from 2,400 SF to 4,800 SF in multi-tenant building near Toll Road and SR 19. Lease: \$5.98 PSF
Pete Letherman, SIOR, CCIM



4505 Wyland Dr., Elkhart
6,200 SF suite available in light industrial multi-tenant building. **LEASED 2Q 2014**
Brent Miller, SIOR



3535 Corrie Dr., Goshen
89,750 SF on 11 acres. **SOLD 3Q 2014**
Richard Hobson
Brent Miller, SIOR



2418-2422 Dierdorff, Goshen
Multi-tenant building--fully leased. **LEASED 2Q 2014**
John Letherman, CCIM
Pete Letherman, SIOR, CCIM



2401 Home St., Mishawaka
91,355 SF. 20.77 acres. 2 docks, 4 o/h doors, 2 cranes. Sale Price: \$1,375,000
Ross Miller, SIOR
Brent Miller, SIOR



2117 Wilden Ave., Goshen
18,820 SF pre-engineered steel building on 2.05 acres on busy CR 45. Heavy power, 2 o/h doors. Eaves 14' to 16'. Lease: \$2.50 PSF. Sale Price Reduced to: \$450,000
Pete Letherman, SIOR, CCIM



2121 Chicago Road, Niles
34,640 SF suite in multi-tenant building. 32' ceilings, 26-8'x10' dock doors, 35'x55' bay spacing. Lease: \$2.75 PSF
Carl Tiedemann, SIOR



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



813 W. Brooklyn, Syracuse
51,372 SF. 7 o/h doors, 3-phase, crane rails. **SOLD 3Q 2014**
Brent Miller, SIOR
Richard Hobson

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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

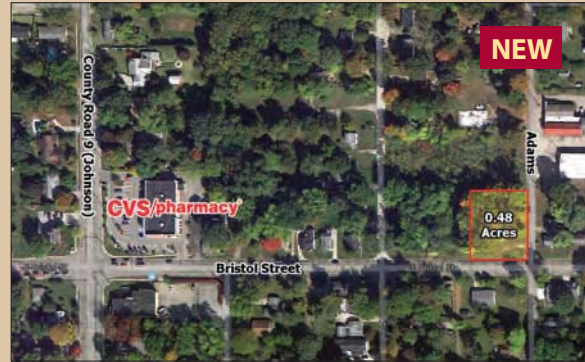
1130 E. Bristol, Elkhart

0.4811-acre parcel on the corner of Bristol & Adams streets.

Gas and electric are available. City water and sewer at street.

Offered at: \$49,000

Richard Hobson



Airport Pkwy., Elkhart

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

Offered at: \$65,000

Ross Miller, SIOR



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



2400 Cassopolis St., Elkhart

3.86 acres on SR 19 close to Toll Road.

Zoned B-3. Fenced with city water and sewer. Reduced to: \$579,500

Ross Miller, SIOR



Cassopolis & Johnson, Elkhart

10 acres with frontage on SR 19 & CR 9 (Johnson). City water & sewer.

B-3 PUD zoning. Offered at: \$1,500,000

Ross Miller, SIOR



CR 6 & CR 10, Elkhart

18.42 acres on Southwest corner. Owner willing to divide. Zoned B-3 GPUD.

Sale Price: \$550,000

Ross Miller, SIOR

Richard Hobson



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 & Nappanee, Elkhart

21.43 acres near State Road 19 and John Weaver Parkway.

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 GPUD. Offered at: \$2,350,000
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. 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.
SOLD 3Q 2014
Richard Hobson



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 \$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. 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. Offered at: \$650,000
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



57433 Nagy Dr., Elkhart
3.4 acres with rail potential. City water at street. Zoned M-2.
SOLD 4Q 2014
Brent Miller, SIOR



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



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



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: \$3,760,500
Ross Miller, SIOR



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. Reduced to: \$325,000
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.
Price Reduced to: \$180,000
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: \$4,9,900/Acre
Pete Letherman, SIOR, CCIM



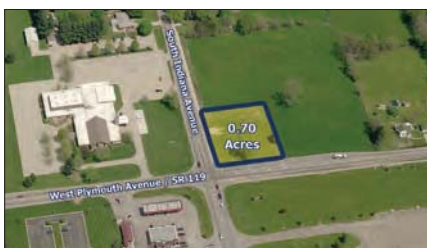
CR 28 Land, Goshen
85.296 acres commercial land just
south of Wal-Mart and Sam's Club on
US 33. Sale Price: \$19,930/Acre
Richard Hobson/Ross Miller, SIOR



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



Middlebury Street, Goshen
6.745 acres. Multifamily/residential
development. Frontage: Middlebury and
Steuery. Offered at: \$150,000
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. Offered at: \$995,000
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



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



65597 SR 19, Wakarusa
36.12 acres total. Will divide. \$80,000/Acre to \$158,000/Acre for Commercial Land \$15,000/Acre for Residential Development Land
Bill Kuhns, SIOR



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



SR 13 & US 20, Middlebury
4 shovel-ready commercial lots. Mixed used development. Retail or medical.
SOLD 3Q 2014
John Letherman, 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



2430 S. 3rd, Niles
10.1 acres prime residential land zoned for medium density. Located near M-51 and US 12. **SOLD 4Q 2014**
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

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FM Stone Commercial Deals (continued from page 3)

6-19-14 – John Letherman assisted Jon Brookmyer in securing his lease on 4,800 SF of industrial space in Suite 4 at 2420 Dierdorff Road in Goshen. Brookmyer is using the space for storage. This lease makes this industrial multi-tenant building fully leased.

6-26-14 – Richard Hobson assisted Summit Counseling Services in securing its lease on 1,980 SF of office space at 1333 W. Lusher in Elkhart. The company, which provides mental health and addictions services planned to move in to its second area location on July 1.

6-26-14 – Pete Letherman assisted Synergy Leasing LLC in the purchase of 34.41 acres at the southeast corner of Century and Eisenhower in Goshen. Synergy Leasing is a transport company.

7-1-14 – Scott Griffith assisted CMH Massage in leasing 505 SF of office space on the second floor of 117 W. Washington in Goshen. CMH Massage, owned by Christi Heeter, specializes in Swedish, prenatal and trigger point massage. Heeter is a graduate of the American College Massage School and is a MBLEx-certified massage practitioner licensed in the State of Indiana.

7-1-14 – John Letherman, CCIM, represented EIG North Pointe Plaza in the leasing of 3,200 SF of retail space at 3245 Northview Drive, Elkhart, to new tenant Heart City Nutrition. Pete Letherman, SIOR, CCIM, represented the tenant. Heart City Nutrition says it is a place to come and learn about nutrition and exercise, and have fun free help along the way.

7-2-14 – Brent Miller, SIOR, and Ross Miller, SIOR, assisted Grand Design RV LLC in leasing 48,550 SF of industrial space at 13861 CR 4 in Bristol. Bill Kuhns, SIOR, represented the landlord, Commerce Land Management LLC, in the transaction. The building is expected to be used as a service center for Grand Design RV.

7-14-14 – Richard Hobson and Brent Miller, SIOR, represented the owner, LMA-HUF Development, in the sale of the 89,750 SF industrial building at 3535 Corrie Drive in Goshen. The buyer, Harvest Property Investments, owns Optronics Inc., a manufacturer and supplier of vehicular safety and interior lighting for the OEM, automotive and marine markets.

7-22-14 – Scott Griffith assisted Catalloid Products Inc. in leasing 800 SF at 26076 County Road 6 in Elkhart. The company, a scientific research company that specializing in testing products and product development, will share office space in the building owned by State Farm agent Rocky Enfield. The company began operation in the new space in mid-August.



813 W. Brooklyn, Syracuse

7-24-14 – Richard Hobson assisted Poly-Wood Inc. in the purchase of the 51,372 SF industrial building at 813 W. Brooklyn Street in Syracuse. The company intends to use the space for warehousing. Poly-Wood uses recycled plastic to make all-weather furniture. Started in northern Indiana in 1990, founders Doug Rassi and Mark Phillabaum discovered they could extrude recycling milk jugs into plastic lumber which could then be used to design and build outdoor furniture. According to its website, Poly-Wood occupies over 200,000 SF of manufacturing space. Brent Miller, SIOR, and Richard Hobson represented the seller, Keystone RV Company, in the transaction.

Continued on Page 21



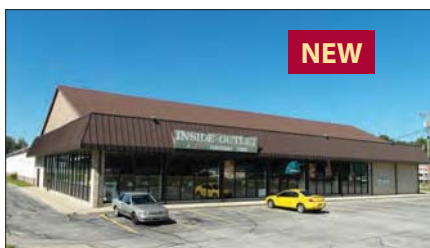
16575 SR 120, Bristol
2,800 SF. Single user or multi-tenant
1.51 acres. Good location.
Sale Price: \$159,900
Richard Hobson



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



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



2010 Cassopolis St., Elkhart
3.31 acres with 1,582 SF retail building.
Two curb cuts. 399' on SR 19. Sale:
\$277,000. Lease: \$2,750/Month
John Letherman, 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



27919 CR 26, Elkhart
Former American Countryside
Farmer's Market. 51,000 SF. 15
acres. Sale Price: \$2,950,000
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



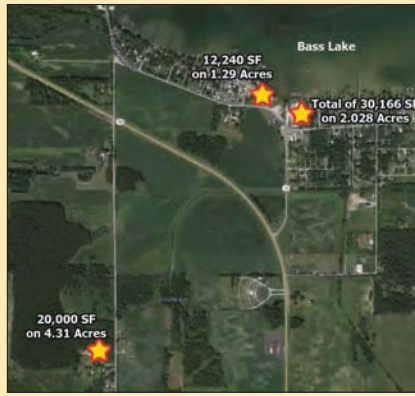
952 E. Jackson Blvd., Elkhart
11,989 SF. 4,789 SF warehouse
space, full basement with lift & 7,200
SF showroom. Lease: \$5.00 PSF
John Letherman, CCIM



347 W. Lusher Ave., Elkhart
28,650 SF building in
white box condition.
SOLD 3Q 2014
Carl Tiedemann, SIOR



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



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

3 separate properties: Bass Lake Marina (real estate only) with a total of 30,166 SF in 6 buildings on 2.028 acres (marina leased until June 2015); 12,240 SF storage building on 1.29 acres on Bass Lake; and 20,000 SF boat storage building on 4.31 acres on S 450 E. Total of ±530 feet of frontage on Bass Lake. Municipal sewer and well. Sale: \$1,500,000

Richard Hobson/Ross Miller, SIOR



2200 S. Main St., Elkhart

13,000 SF at busy corner. Great accessibility and visibility. Drive-thru. Sale: \$850,000. Lease: \$5.00 PSF

Scott Griffith



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

1,600 SF & 1,000 SF suites remain. By Concord Mall. Lease: \$9.00 PSF

Richard Hobson



3702 Mishawaka Rd., Elkhart

1,750 SF by Concord Mall.

SOLD 3Q 2014

**Ross Miller, SIOR
Richard Hobson**



327 Northpointe Blvd., Elkhart

27,854 SF building on 2.03 acres. Built in 1997. Close to Indiana Roll Road. Sale Price: \$750,000

Pete Letherman, SIOR, CCIM



Northview Dr., Elkhart

NorthPointe Retail Center. Anchored by Kmart and Planet Fitness. Close to hotels & restaurants. Call for pricing.

John Letherman, CCIM



2805 W. Old US 20, Elkhart

4.04 acres leased to RV transport co. Has office buildings, 4,076 SF service building with 3 o/h doors. Sale: \$295,000

John Letherman, CCIM



2404 Eisenhower Dr. N, Goshen

3,200 SF building perfect for service. 12x12 overhead door; two offices.

Lease: \$4.75 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 Lincolnway East, Goshen

Goshen Commons. 1,200 SF space available. Near Wal-Mart and Menards. Lease: \$12.95 PSF + CAM

Pete Letherman, SIOR, CCIM

**1820 Lincolnway E.
South Bend**

2,765 SF building
on 0.59 acres. Great
exposure on busy
Lincolnway. Two
overhead doors.
Price Reduced:
\$275,000

Richard Hobson



2028 Lincolnway East, Goshen
Goshen Commons end cap with some
restaurant equipment. 1,825 SF.

Lease: \$12.95 PSF + CAM
Pete Letherman, SIOR, CCIM



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



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 on 6.97 acres. Banquet
hall/catering facility. Built 2000.

SOLD 3Q 2014

Richard Hobson



2735 W. Old US 20, Elkhart
Shady Brook Motel is on 3.33
acres and features: A 14-unit motel
currently 90% occupied with weekly
tenants; A 14-unit mobile home park
currently 90% leased by weekly
tenants; A 1,560 SF retail store
currently leased; A 2,325 SF home
occupied by the full-time caretaker.
CAP Rate: Approximately 13%.
Offered at: \$560,000

John Letherman, CCIM



113 E. Lexington Ave., Elkhart

Daily Grind Coffee Shop For Sale.
Business ONLY. Real estate not
included. Reduced to: \$75,000

Ross Miller, SIOR



636 Moody, Elkhart (Rivercrest)
8 building Apt complex with 16
one-bed units & 16 two-bed units. 2.04
acres on St. Joseph River.

Offered at: \$729,000
Ross Miller, SIOR



29449 W. Old US 33, Elkhart
62,200 SF on 6.445 acres. Leased
until 2/1/17. 16 o/h doors, heavy
power. Offered at: \$949,000

Ross Miller, SIOR
Brent Miller, SIOR



2418-2422 Dierdorff Rd., Goshen
34,400 SF in 3 buildings with
13 fully leased spaces! 3.01 acres.
Offered at: \$995,000

John Letherman, CCIM
Pete Letherman, SIOR, CCIM

FM Stone Commercial Deals (continued from page 17)

7-24-14 – The former Ambrosia Catering and Banquet Hall at 32981 Marvel Lane in New Carlisle has a new owner. Richard Hobson assisted in the sale of this 13,632 SF freestanding commercial building to new owner: the Crown Event Center. Lee Wainscott, auctioneer with Wainscott Auction Service, began hosting weekly auctions at the new location in mid-August.

7-28-14 – Pete Letherman, SIOR, CCIM, assisted Morgan Maxwell LLC in the purchase of a 2,637 SF service building at 105 South Street in Cassopolis, Mich. Formerly an auto repair facility, this building was sold with an additional 0.3 acres across the street at 401 S. Broadway.

7-30-14 – Pete Letherman, SIOR, CCIM, assisted Forest River Manufacturing LLC in the purchase of 73.33 acres of land at CR 12 and CR 37 in Middlebury. The seller of the land was All American Group Inc.

7-31-14 – Scott Griffith assisted MLHN Properties LLC in purchasing the 5,322 SF industrial building at 1626 Waurika in Elkhart. Jack and Ruth Ann Hertig were the sellers.

8-12-14 – Pete Letherman, SIOR, CCIM, assisted Regions Bank in the sale of 3.98 acres of land at 2717 Peddlers Village in Goshen to Planet Goshen LLC.

8-18-14 – Scott Griffith assisted Summerland Foods in leasing 5,000 SF of industrial space at 1042B Mitchell Jellison in Elkhart. The landlord was Mitchell Jellison Associates.

8-25-14 – Carl Tiedemann, SIOR, assisted in the disposition of 28,650 SF of commercial space at 347 W. Lusher in Elkhart. The seller of the former Tepe's store was ELRO Company LLC and the new owner is the Elkhart Calvary Assembly of God Church.

8-26-14 – Carl Tiedemann, SIOR, assisted Zero Degree Graphics LLC in leasing 3,570 SF of industrial space at 521 E. Lexington in Elkhart. Zero Degree Graphics is a large format printing company that specializes in vehicle graphics/wraps, signage, screen printed shirts and promotional products. They opened to the public the first of October.

8-27-14 – Scott Griffith assisted Excell WW Inc. in leasing 3,200 SF of industrial space at 56700 Elk Park Drive, Suite 1, in Elkhart. Bill Kuhns, SIOR, represented the landlord, LJB Holdings, in the transaction.



19875 M-205, Edwardsburg

8-29-14 – Ross Miller, SIOR, assisted James Leonard Becraft Jr. in the purchase the 19,690 SF industrial building at 19875 M-205 in Edwardsburg. The building had been on the market for over 2,100 days before being sold by Hourglass Transport LLC.

9-3-14 – Bess Development LLC is the new owner of 13,584 SF of industrial space on 8.523 acres at 2010 Cassopolis Street in Elkhart. Bill Kuhns, SIOR, represented the seller, the Estate of Alonzo Craft Jr., while John Letherman, CCIM, represented Bess Development. The new owner decided to offer the front portion of the property (3.31 acres) along Cassopolis (State Road 19) for sale or lease shortly after the sale. The retail land is available through John Letherman.

Continued on Page 22

FM Stone Commercial Deals (continued from page 21)

9-4-14 – Bill Kuhns, SIOR, and Richard Hobson assisted in the sale of 56,959 SF industrial building at Elk Park Drive in Elkhart. This 20,400 SF industrial building was purchased by Buckingham Road Properties LLC from Jacobs Real Estate LLC.

9-5-14 – Horizon Transport is the new owner of a 30,150 SF office building on 4.1 acres at 68528 SR 19 in Wakarusa. Brent Miller, SIOR, assisted in the sale from Utilimaster Corporation to HTIW Properties. This was the last building of the former Utilimaster complex in Wakarusa. Founded in 1984 by Mel and RuthAnn Schrock, Horizon Transport has been in the RV Transport Industry for over 28 years. This facility will be its new corporate headquarters.

9-5-14 – The 93,926 SF industrial building at 52760 Bridger Court in Elkhart was sold to All-State Investments LLC. Bill Kuhns, SIOR, represented the seller, DJ's LLC, while Brent Miller, SIOR, represented All-State Investments. The new owner, All-State Industries, provides solutions for non-metallic industrial applications including conveyor belting and accessories, plastic and urethane solutions, and non-metallic custom parts. Its corporate headquarters is in Des Moines, Iowa.

9-12-14 – 4.26 acres of commercial land at the Southeast corner of US 20 & SR 13 in Middlebury was sold by Jayco Corporation to Beacon Health Systems Inc. John Letherman, CCIM, represented Jayco in the sale.

9-15-14 – Heart City Properties LLC is the new owner of the 1,750 SF commercial building at 3702 Mishawaka Road in Elkhart. Ross Miller, SIOR, and Richard Hobson assisted in this sale. The seller of the building that was formerly a credit union was Glen Sylvester. The new owner is expected to open a dentist office at that location.

9-25-14 – Cornerstone Christian Montessori purchased 2.75 acres at 23830 CR 106 in Elkhart. The seller was Mutual Bank. The land is next to the Montessori's existing location. Richard Hobson and Bill Kuhns, SIOR, assisted in the sale.

10-1-14 – Brent Miller, SIOR, assisted seller Dimension Holdings LLC in the sale of 2018 Fieldhouse in Elkhart. Scott Griffith assisted the buyer, C&K Investment Properties LLC, in the purchase of this 12,550 SF industrial building on 1.42 acres.

10-1-14 – Brent Miller, SIOR, and Ross Miller, SIOR, represented the landlord in leasing 30,880 SF of industrial space to Middlebury Recycling Facilities Inc. at 1150 Ponderosa in Bristol.

10-8-14 – A 3.4-acre parcel of industrial land next to 57433 Nagy Drive in Elkhart was sold to TK Realty LLC. The seller was TDTK LLC. Brent Miller, SIOR, assisted in the sale.

10-16-14 – The 57,000 SF industrial building on 3.45 acres at 56897 Elk Park Drive in Elkhart was sold to Wyland LLC. The sellers were Fred Pasco Bowen II & Harold L. Bowen. Bill Kuhns, SIOR, and Scott Griffith assisted in the sale.

10-16-14 – Brent Miller, SIOR, assisted in the sale of 29423 Phillips Street in Elkhart. This 7,200 SF industrial flex building was sold to 29423 Phillips Street-Elkhart LLC. The seller was Con Nel Real Estate Corp.

10-17-14 – Brent Miller, SIOR, assisted in selling 31.2 acres of vacant industrial land on Commerce Drive in Bristol to BCD Partners LLC. The seller was Wagner Development Co. Inc.



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