

**NAIOP Chicago
2019 Awards for Excellence**

**Broker Transaction of the Year – Office Investment
Finalists**

412 N. Wells

412 N. Wells, Chicago, IL

Brokers: Bruce Miller, JLL & Nooshin Felsenthal, Tishman Speyer (*formerly with JLL*)

Total Square footage: 42,386 s.f.

Total Lease Value: \$31,100,000

412 N. Wells is a jewel box boutique office building located in the heart of River North. Its location, amenities, size and price point made it the total package for an investor seeking entry to a strong market. Through white glove service, JLL promoted these features and highlighted its secure and contractually increasing cash flows, strong fundamentals and competitive rent to potential investors, both foreign and domestic. Ultimately, a family from Spain made the investment—a true testament to JLL’s ability to educate potential buyers on the Chicago market and spark competition to secure the best deal for the client.

Lakewood Center

2000 Center Drive, Hoffman Estates, IL

Brokers: Art Burrows, Michael Flynn, Jack Reardon, and Jason Wurtz, NAI Hiffman

Total Square Footage: 1,690,000 s.f.

Total Lease Value: \$21,000,000

Lakewood Center was originally developed as a regional headquarters for AT&T between 1988 and 1995. It is comprised of the Central Building totaling 1,367,997 square feet that was constructed in 1991, the Lakewood Building totaling 281,386 square feet was constructed as expansion space in 1995, and the Institute Building totaling 40,831 square feet was constructed in 1988. The Buildings were occupied by AT&T until their lease expired in August 2016. Every aspect of modern office needs was addressed with abundance at Lakewood Center.

LaSalle – Wacker Building

121 W. Wacker Dr., Chicago, IL

Brokers: Dan Deuter, Cody Hundertmark, and Tom Sitz, Cushman & Wakefield

Total Square Footage: 440,000 s.f.

Total Lease Value: \$119,700,000

The team represented Sterling Bay in the sale of the 41-story classic art deco building to Ameritus Real Estate Investment Management in October. The \$119.7M (\$293/SF) sale represents a record “price per pound” for a high-rise, pre-war office tower in Chicago. Several factors made the transaction unique: the building was vertically subdivided with nearly 10% of net rentable area separately owned at the time of marketing, including the building’s parking garage. In addition, the deal had over 80 tenants and was a condo interest of the larger building, meaning that 7.5% of the building was previously sold and owned separately.

McDonald's Plaza and Campus

2111 McDonald's Drive (*Plaza*)

2915 Jorie Boulevard (*Office*)

2715 Jorie Boulevard (*Training Facility*)

2815 Jorie Boulevard (*Hyatt Hotel*)

Oak Brook, IL

Brokers: Lindsey Fahey and Scott Miller, JLL

Total Square Footage: 790,000 s.f.

Total Lease Value: \$64,000,000

When McDonald's left its longtime home in Oak Brook, they tapped JLL to market its suburban portfolio, including its 16-acre Plaza and 80-acre campus, which housed its former global HQ, Hamburger University training facility and Hyatt hotel. JLL's Land and Development Services team capitalized on the redevelopment opportunities in their marketing efforts, showcasing repositioning options that would both add value to new ownership and the Oak Brook community. JLL attracted Hines as the future development partner for the first-of-its-kind in Oak Brook, mixed-use project and found a unique buyer in John Paul DeJoria, global philanthropist and American entrepreneur, to steward the future development of the Campus.