



**VILLAGE OF BARTLETT  
ECONOMIC DEVELOPMENT COMMISSION**

**MEETING AGENDA**

**Meeting to be held at:  
BARTLETT VILLAGE HALL  
228 South Main Street, Bartlett, IL  
September 11, 2017  
7:00 PM**

1. Call to Order
2. Roll Call
3. Approval of the August 14, 2017 meeting minutes
4. Route 59 & Lake Street Corridor Marketing
5. New Business
6. Adjournment



## Minutes

### Village of Bartlett Economic Development Commission

August 14, 2017

C. Green called the meeting to order at 7:00 pm

#### Roll Call

**Present:** G. Kubaszko, C. Green, R. Perri, N. Gudenkauf, J. LaPorte, S. Gandsey

**Absent:** T. Smodilla, R. Martino, D. Gunsteen

**Also Present:** T. Fradin, Economic Development Coordinator,  
S. Skrycki, Assistant Village Administrator

#### Approval of Minutes

A motion was made to approve the minutes of the July 10, 2017 meeting.

**Motioned by:** R. Perri

**Seconded by:** J. Kubaszko

**Motioned carried.**

#### Map-Based Industrial Inventory

T. Fradin introduced the GIS map-based available space inventories and said that in the past several months, Staff has added commercial and office, undeveloped land sites and now available industrial spaces to the inventory on the Village's website. Adding the industrial properties was the third phase, and it was done to provide more timely and accessible information to businesses and their brokers who are seeking space in the Village.

T. Fradin reported that these maps are in the maps section of the Village website, as well as in the economic development section, where most businesses and brokers looking for space would go to. He demonstrated the map-based industrial inventory for the EDC, noting that there are only eleven current vacancies but that they are very large, over one million square feet available, due to the several new speculative buildings including Exeter's 421,000 square foot facility.

T. Fradin demonstrated how to access the listings via the map and also by the list and demonstrated clicking on the new building by Ridge Development. He showed all of the information and told the EDC that the three main things that the brokers and businesses are looking for is how many square feet the building is, how high is the clear ceiling height and how many docks does the building have.

T. Fradin demonstrated other buildings, noting that the Senior Flexonics property is listed for sale, with the business willing to lease back space through 2020, and also showed the former Main Steel building on Devon Avenue that should be completed and available for lease next year. He noted that he keeps in close contact with the local industrial brokerage community and will present this inventory to the EDC periodically as significant changes are made.

**S. Skrycki** noted that Staff is compiling a database of local brokers to send this to, and there are currently about two hundred brokers on this list.

**S. Gandsey** asked how other organizations contribute to marketing these sites. **T. Fradin** replied that it is mostly done through the brokers marketing the buildings and those seeking locations for their clients. But right after that, the Village is second most active in marketing them. Choose DuPage partners with the Village to help market the business park and on rare occasions the State will send a prospect, perhaps once per year. The brokers and the Village are the ones with our feet on the ground working towards filling these spaces. Choose DuPage's involvement is a good segue into our next agenda item.

**R. Perri** asked how much land is available at the Senior Flexonics site. **T. Fradin** replied that the site, itself, is being marketed as on twenty-four acres. The additional land that he may be alluding to just north of Flexonics abutting the Metra tracks is owned by Metra and has been identified as a future development site in the Downtown TOD Plan that was approved last year. Flexonics controls the nearly twenty-four acres on their site and some developers will view the entire property as a redevelopment site.

### **Choose DuPage Industrial Space Inventory**

**T. Fradin** explained that Choose DuPage is the EDO (economic development organization) for DuPage County. He reminded the EDC that Bartlett spans three counties, mostly Cook and DuPage with a small western portion in Kane County. The developed area of Brewster Creek Business Park is in DuPage County, which forms the basis of the Village's relationship with Choose DuPage in jointly marketing the business park.

**T. Fradin** demonstrated the Available Properties link on the Choose DuPage website, noting that it is administered by a third party called Broker Savant and that he had recently added five of the larger available industrial buildings that were shown on the last item. Tony noted that he has participated with Choose DuPage since the organization was formed and this provides an additional opportunity to showcase Village properties. The EDC is well aware of differences in property and sales taxes between counties, and many businesses go directly to Choose DuPage to seek locations in the Chicago area but outside of Cook County. Tony showed the EDC the link to Exeter's new 421,000 square foot facility again.

**C. Green** asked how long Exeter's building has been completed. **T. Fradin** replied just about a month, around the time of last month's tour of the business parks.

**S. Gandsey** asked how long the Village anticipates it will take to fill Exeter's building. **T. Fradin** replied that it varies and there is no telling. During the Recession, it took years to fill the speculative building currently occupied by Cheese Merchants, but when Rich Turasky of Capital Realty and Development built that building, it remained vacant for years and the pressure mounted on the owner, the lender and the Village. It was ultimately purchased by Just in Time Packaging, sold again, and currently owned and occupied by Cheese Merchants, who appears to be a viable long-term business.

**R. Perri** mentioned that one of the factors in filling it is where the real estate market is heading. **T. Fradin** replied that is true. The Chicago area industrial real estate market has been on an upswing. Analysts follow a metric called net absorption, and that has been increasing for the last eight or nine quarters. Nobody has a crystal ball, but this project shows that Exeter has spent a lot of time, energy and money in developing this project, which demonstrates their confidence in this market. **T. Fradin** added that this is institutional money being invested, as Exeter is the fourth largest industrial real estate owner in the U.S.

**J. LaPorte** asked if this building would just be for one tenant. **T. Fradin** replied that ideally it would be for one. However, they have indicated a willingness to divide the building. If nobody leases the building by the time there is snow on the ground, they would surely be willing to subdivide it.

### Heritage Days and Kickstand Classic Cable TV Advertisements

**T. Fradin** reported that the Village began purchasing cable TV ads on Comcast a year ago. Commissioner **C. Green** suggested that the Village do something big marketing-wise during a meeting, which resulted in Staff producing ads on television. Tony referenced the Staff Memo that provided background as to why the Village spends money on promoting local events. It came about as a result of three different studies that directed the Village to promote local events – the report produced by the Spartan Consulting Group from ECC, the Downtown TOD Plan and the EDC Marketing Plan for 2016 through 2020. Local businesses always enjoy a nice boost during these events and some of the restaurants and stores are shown in the ads.

[Staff played the thirty-second advertisement for the EDC to view]

**T. Fradin** stated that with Heritage Days and the Kickstand Classic so near each other in mid-September and October first, it is a natural to promote them together. People are always impressed, and I get messages that people saw them while watching the Cubs game, Chopped or Fox News. It shows on numerous Comcast cable channels. We did three cable ad campaigns last year, and are doing the same this year. We run a dining ad in the spring, including one ad for Dining Downtown and another ad featuring restaurants outside the Downtown. We run this ad promoting Heritage Days and the Kickstand Classic. My favorite one is in the fall, promoting Small Business Saturday in November and urging area residents to shop locally at small businesses. We cut down from four weeks to two weeks this August, which cuts the cost of these ads from about \$5,000 last year to \$2,500 this year.

**S. Gandsey** asked if we can use these ads however we want to. **T. Fradin** replied yes. Last year, I asked our ad rep, who said that the Village has ownership of the ads. We post them on Facebook, on the Village website and our local cable channel. I wanted to show the ad to the EDC first, but will post it on Discover Bartlett tomorrow and will send it to all commissioners for them to share as well.

### Social Media Workshop

**T. Fradin** reported that Commissioner **S. Gandsey** will be presenting a workshop on social media on August 30<sup>th</sup> at 6:30 p.m. She had attended the Village's initial effort at a small business workshop and was recruited for the EDC and to give this presentation. The Village has done a few in the morning that had low attendance, so the next one will be in the early evening. We will promote it several times.

**S. Gandsey** reported that her presentation will be about ways to start digital strategies or for those businesses that have social media sites but do not know what to do with it. Perhaps it is hurting their business's reputation. She will be providing strategies for implementation.

**T. Fradin** asked members of the EDC and the Chamber to promote this workshop to drum up attendance and the Village will promote it on its own social networks including the Discover Bartlett page and the official Village Facebook page.

**C. Green** asked if the Village has two Facebook pages. **T. Fradin** replied that he administers the Discover Bartlett Facebook page, that was started about four years ago with the EDC, and there is an official Village of Bartlett Facebook page, as well.

## **New Business**

**T. Fradin** described two new businesses coming soon – Mo’s Joe will be the new coffee vendor in the Metra train station and the Village Board recently approved a video gambling café called Olivia’s Place to open in the Oakfield shopping plaza. Olivia’s Place will be remodeling a dilapidated space near the Goodyear and will be serving Boar’s Head deli meats.

**T. Fradin** added that a developer has applied to re-subdivide the Home Depot subdivision to create an additional out lot retail building.

**C. Green** asked about the Strategic Plan. **S. Skrycki** replied that NIU has completed the surveys and has compiled the results from the stakeholder meetings. They will be presenting the findings to the Village Board, which they will use to create their own strategic plan.

**J. LaPorte** commented that he was looking at the two Village Facebook pages and saw that Discover Bartlett has over 5,000 Likes and the official Village page has over 1,500, so it is a great way to promote events and reach people. **T. Fradin** agreed, and explained that it took several years to get over 5,000 Likes on the Discover Bartlett page. Sometimes a post goes viral and gets shared by people. When that happens and a post gets a lot of likes, Tony can invite people to Like the page. Out of a 42,000 population, 5,000 Likes is pretty good. That was Tony’s original goal, but now he would like to continue increasing the page’s reach.

**C. Green** asked if Discover Bartlett is more promotional and if the Village page is more official. **S. Skrycki** replied that is it exactly. The official Village page includes Village Hall news, police and more.

**J. LaPorte** asked if there was anything new in terms of land development. **T. Fradin** replied not really, with the exception of the Home Depot out lot, and that was not even listed as a development site. We still receive inquiries, but they do not always match the Village’s Zoning and Land Use Plan and what would serve in the best long-term interests of the Village. We will be looking to promote the Village-owned property at Route 59 and Lake Street more aggressively and that should be coming to the EDC soon.

**J. LaPorte** asked what is being built south of Apple Valley Drive and south of the Goodwill. **T. Fradin** replied that a memory care facility called Artis Senior Living is being built just south of Apple Valley Drive, then an Alden skilled nursing facility will be built behind that. A high-end car and pet wash called Everwash is being built just south of the Goodwill store.

**R. Perri** asked for a timeline on the construction at Route 59 & Stearns Road. **T. Fradin** replied he is not the expert at the construction timeline, but that it will continue into next spring or summer.


**R. Perri** said that Tony knows what the next question is. **T. Fradin** replied that the health care provider that he has been referencing all these months is Amita. They continue negotiating the lease for the former Dominick’s in Stearns Crossing and recently obtained their Certificate of Need from the State. The joint marketing group reconvened and met in Naperville earlier today to share information on our latest efforts and what we have heard.

The meeting adjourned at 7:55 PM

**Motioned by:** R. Perri

**Seconded by:** N. Gudenkauf

## ECONOMIC DEVELOPMENT MEMORANDUM

**DATE:** September 5, 2017  
**TO:** Chairman and Members of the Economic Development Commission  
**FROM:** Tony Fradin, Economic Development Coordinator   
**RE:** Marketing Route 59 and Lake Street Corridor

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One of the objectives in the EDC Marketing Plan of 2016-2020 as adopted by the Village Board last fall is to increase marketing efforts for undeveloped sites along the Village's major commercial corridors including along Route 59 and Lake Street.

One of the facets of this Plan is to increase participation at the International Council of Shopping Centers (ICSC) trade shows and conventions. The Village has been active in ICSC for many years. It is a trade organization comprised of shopping center owners, retailers and their real estate representatives, developers and economic developers. Trade shows are held throughout the year including a fall show that will be held at Navy Pier on September 27<sup>th</sup> & 28<sup>th</sup> and an annual convention in Las Vegas called ReCon. ReCon is the largest annual commercial real estate convention in the U.S.

Several weeks ago, Scott Skrycki and I met with several other communities in Hanover Park to discuss a joint collaboration to promote communities along the I-390 corridor including sharing a booth at the 2018 ReCon convention next May. Hanover Park, Schaumburg, Itasca, Elmhurst, Bloomingdale, Wood Dale and others were there. A follow-up meeting is scheduled in Wood Dale on September 12<sup>th</sup>.

Mayor Craig of Hanover Park and Mayor Pruyn of Itasca proposed sharing booth space at the show, at a cost of \$1,200 for a ten by ten space. The cost could be higher, possibly two or more booths depending on the amount of space leased and also the location of the booth. Including fixtures, I would estimate that the booth would cost around \$3,000, split among several communities. Other costs for our community would include air fare, hotel accommodations and food for anyone attending on behalf of the Village.

Our Village would attend primarily to promote a Village-owned property at the southwest corner of Route 59 and Lake Street, some of which is located in the Route 59 & Lake Street TIF. We would also be there to promote other development sites along Route 59, namely the Crown Development site at the northwest corner of Route 59 and Lake Street.

Staff will be sharing booth space with Choose DuPage at this month's Chicago trade show, and proposes sharing space with other I-390 corridor communities at the ReCon

show this coming spring. Sharing space is an economical way to boost Bartlett's presence at these shows and to further promote the Village's development sites.

Another element of a more aggressive marketing strategy is to enlist the services of an outside broker. Staff has worked closely with brokers from Sperry Van Ness (SVN), who currently represent the owners of Oakfield Plaza at Lake Street and North Oak Avenue, Bartlett Commons at the northwest corner of Route 59 and Stearns Road, and the former Tipsi Monkey space at 778 West Bartlett Road in the Westgate Commons shopping plaza.

The SVN brokers out of the Geneva office have been active in the Bartlett area and have worked well with Village staff. They are active in ICSC and have booths to promote shopping centers and land sites at the Chicago trade shows as well as ReCon in Las Vegas. Staff is currently investigating the hiring of retail land brokers with SVN to promote a Village-owned site in conjunction with the Village.

Attached is a proposed property analysis of Village-owned land from Sperry Van Ness, the marketing flyer for the 31-acre commercial property at the NWC of Route 59 and West Bartlett Road and a joint marketing flyer that the communities in the I-390 initiative are utilizing as an example for a shared marketing piece to utilize at these trade shows.

Staff seeks a recommendation from the EDC as to whether to proceed with the hiring of commercial brokers and whether to jointly market the Village with other communities along the I-390 corridor at the ReCon show next spring.



FOR SALE | LAND

# PRIME COMMERCIAL LAND

SWC Route 20 & Route 59 | Bartlett, IL 60103



## PRESENTED BY:

### BRIAN HANEY

Advisor  
630.938.4950  
brian.haney@svn.com

### JOEL MILLER, CCIM

Senior Advisor, Retail Services  
630.938.4950  
joel.miller@svn.com

## PROPERTY HIGHLIGHTS

- ▶ 11.02 Acres Development Site
- ▶ Excellent visibility on Route 20
- ▶ Ideal for Mixed Use, Retail, Multi-Family or Hospitality
- ▶ Good access to Route 59
- ▶ Village Incentives Available



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PRIME COMMERCIAL LAND | 11.02 ACRES | BARTLETT, IL

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The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Brochure is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Brochure or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



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# 1 | PROPERTY INFORMATION

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# Executive Summary



### SALE OVERVIEW

<b>LOT SIZE</b>	11.02 ACRES
<b>ZONING</b>	ER-1
<b>MARKET</b>	Chicago - Far West
<b>SUB MARKET</b>	East - West Corridor Cook County
<b>CROSS STREETS</b>	Route 59 & Route 20 [Lake Street]

### PROPERTY DESCRIPTION

11.02 acres available for commercial development. The site yields itself to numerous uses such as car dealership, motel, multi family, or other retail uses. Property has a water/sewer line in front of it with gas & electric nearby. Lake street road in front of it may be extended down to route 59. There are additional properties to assemble as well.

### LOCATION OVERVIEW

Property is located at the southwest corner of Route 20 and Route 59 in Bartlett, IL. The site has strong visibility from Route 20 and excellent access to strong traffic on Route 20 [40,600 vpd] and Route 59 [42,100 vpd].



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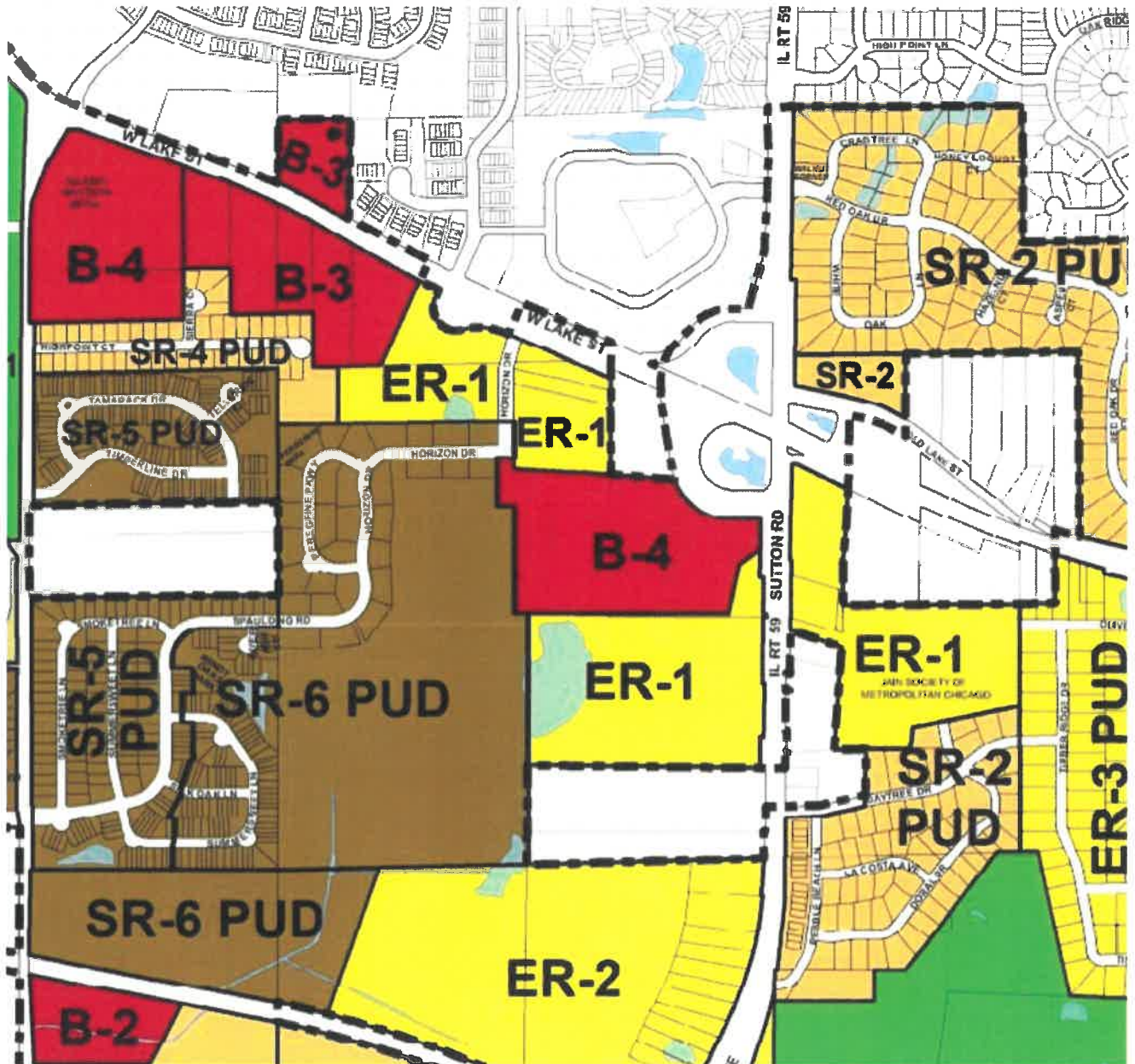
# Parcel Map



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# Zoning Map



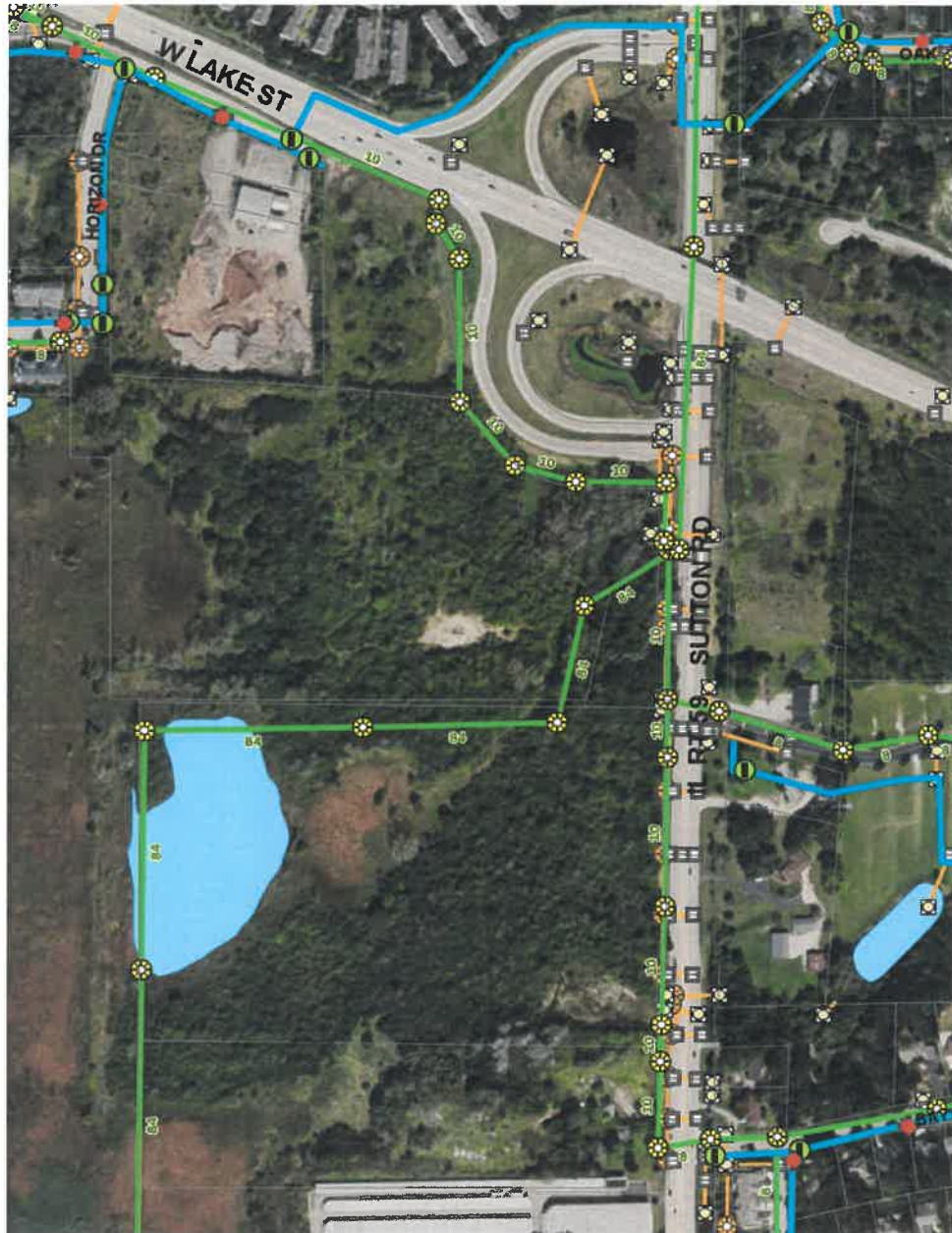
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# Utility Map (Water/Sewer)





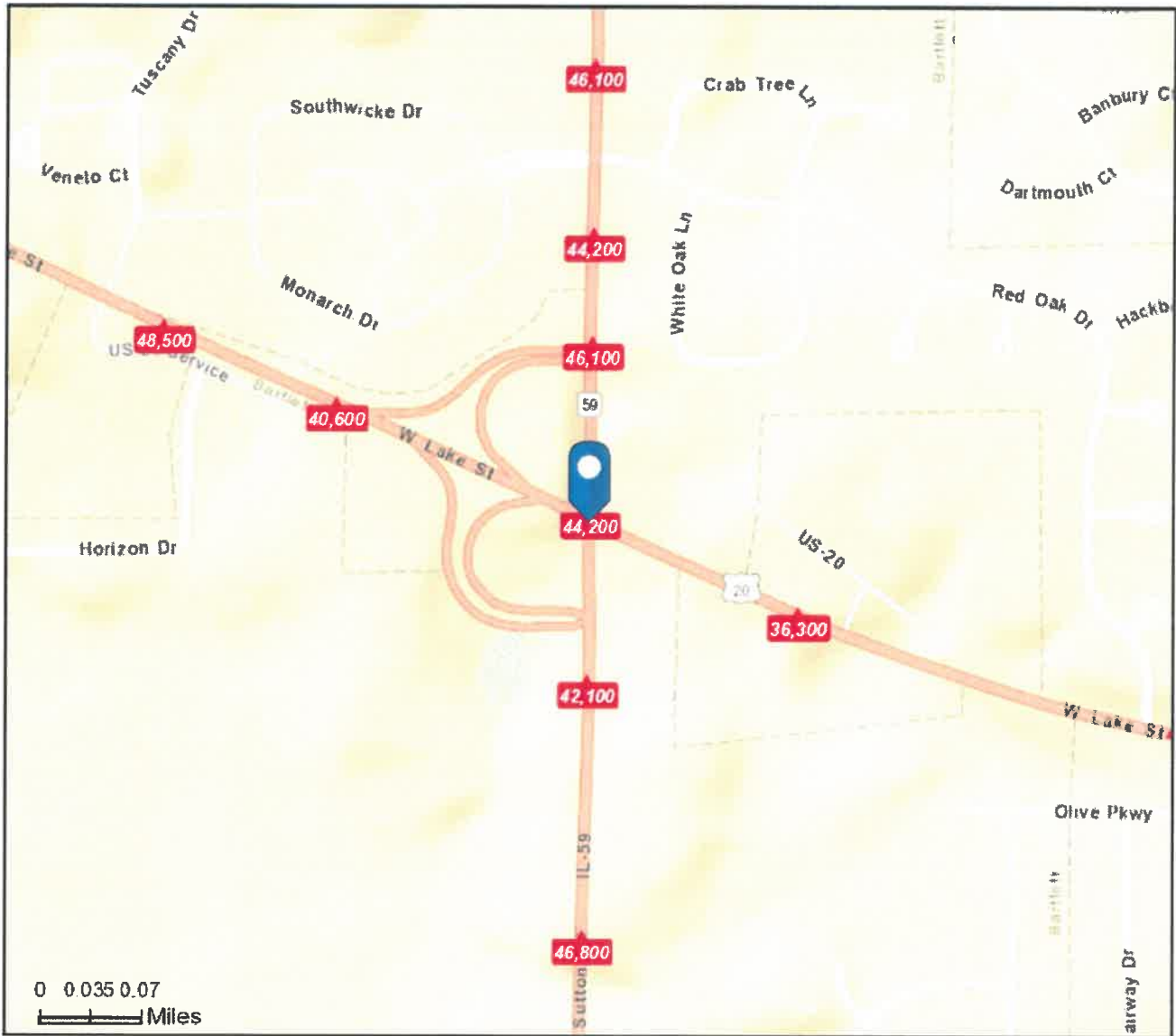
## Bird's Eye Image Of Site







# Traffic Count Map



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## 2 | LOCATION INFORMATION

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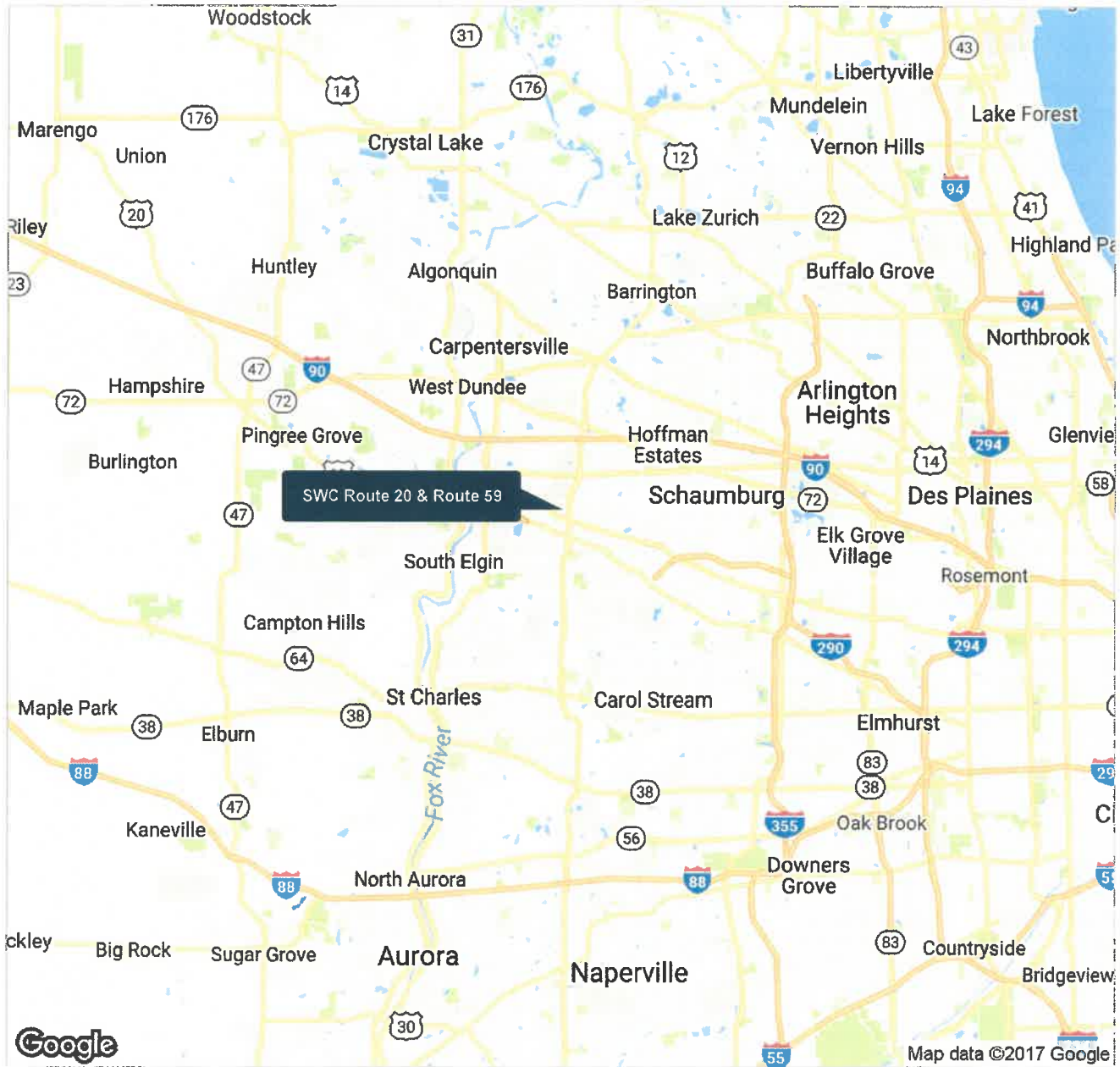


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# Regional Map



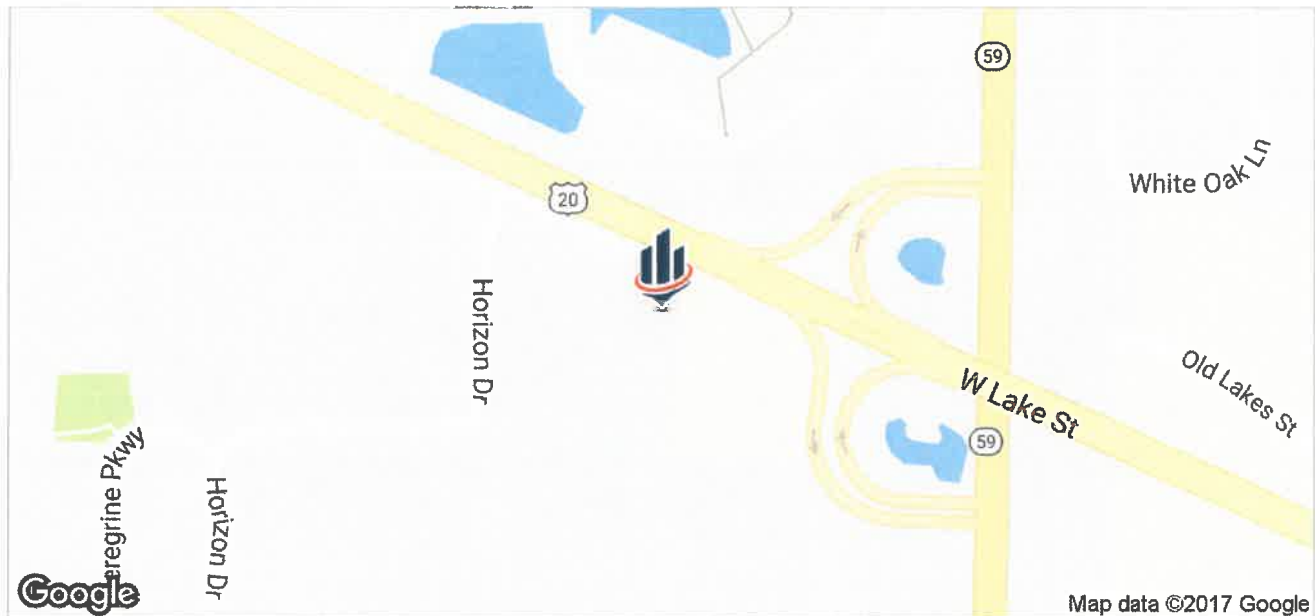
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SECTION 2 | LOCATION INFORMATION  
PRIME COMMERCIAL LAND | 11.02 ACRES | BARTLETT, IL

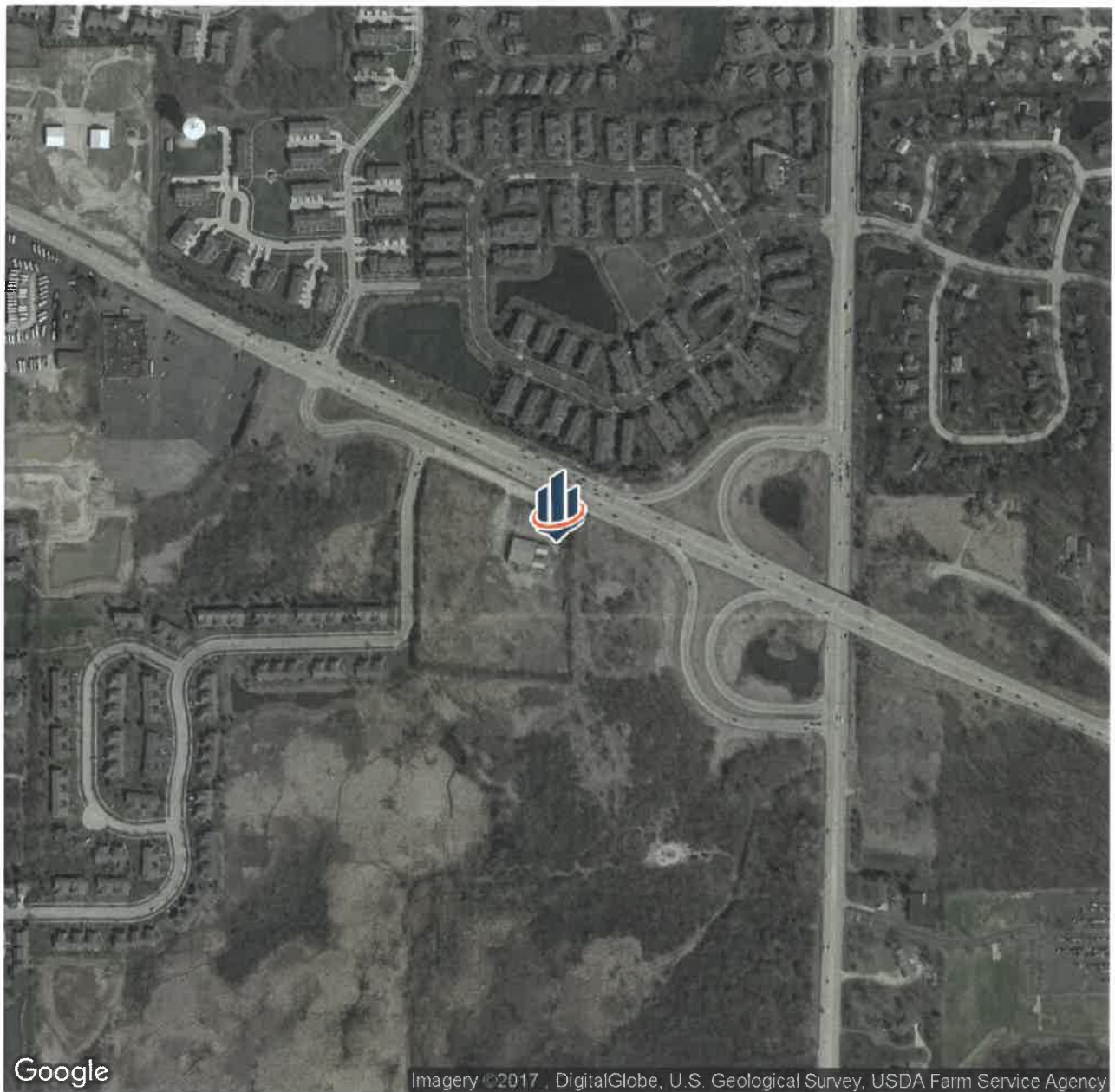
# Location Maps



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# Satellite Map





## Additional Photos





### 3 | SALE COMPS (ON MARKET)

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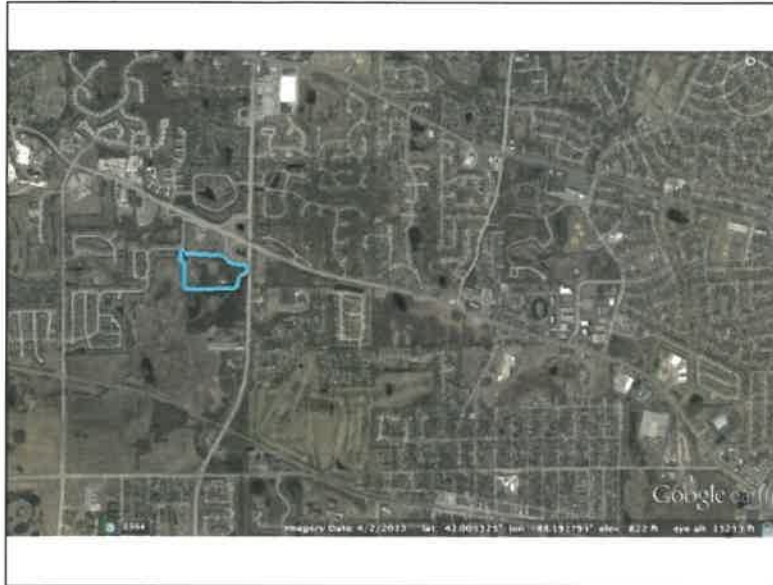
Prepared for  
7/27/2017

Presented by Brian Haney  
SVN / LANDMARK  
(630) 277-7521  
brian.haney@svn.com  
License: 4751



## Properties for Sale

1 IL Rt 59 & US Rt 20 (Lake St), Bartlett, IL 60103



### Property Details

Price	\$3,000,000
Lot Size	19.75 AC
Price/AC	\$151,898.73 /AC
Property Type	Land
Property Sub-type	Retail (land)
Additional Sub-types	Multifamily (land)
Zoning Description	B4 Community Shopping District
Features	Electricity/Power Water Telephone Cable Gas/Propane
Status	Active

### Property Notes

### Lots

#	Price	Size	Price/Size	Description
1	\$3,000,000	19.75 AC	\$151,898.73 /AC	

### Property Description

Property currently zoned B4 Community Shopping District in the City of Bartlett

### Location Description

Southwest corner of High-traffic Rt 20 & Rt 59 intersection



Photos





**Property Details**

Price	\$6,834,563.82
Lot Size	31.38 AC
Price/AC	\$217,800 /AC
Property Type	Land
Property Sub-type	Commercial/Other (land)
Status	Active

Property Notes

**Lots**

#	Price	Size	Price/Size	Description
1	\$6,834,563.82	31.38 AC	\$217,800 /AC	

**Property Description**

± 31.38 acres, divisible  
 Lighted intersection  
 Property is annexed  
 Proposed residential subdivision to the west  
 Possible village incentives  
 Sewer and Water to Site  
 Proximity to IL Highway 59, a major north-south traffic artery, and 5 miles south of Interstate 90  
 Traffic Counts: 15,400 vehicles per day on W. Bartlett Road  
 35,600 vehicles per day on Route 59  
 Asking: \$5 psf for entire site  
 Price varies per divisibility  
 Please call for additional information

**Location Description**

NWC of Route 59 & West Bartlett Road

3 West Side of Rt. 59, North of Army Trail Road, Bartlett, IL 60103



**Property Details**

Price	\$995,000
Lot Size	10 AC
Price/AC	\$99,500 /AC
Property Type	Land
Property Sub-type	Commercial/Other (land)
Status	Active

**Property Notes**

**Lots**

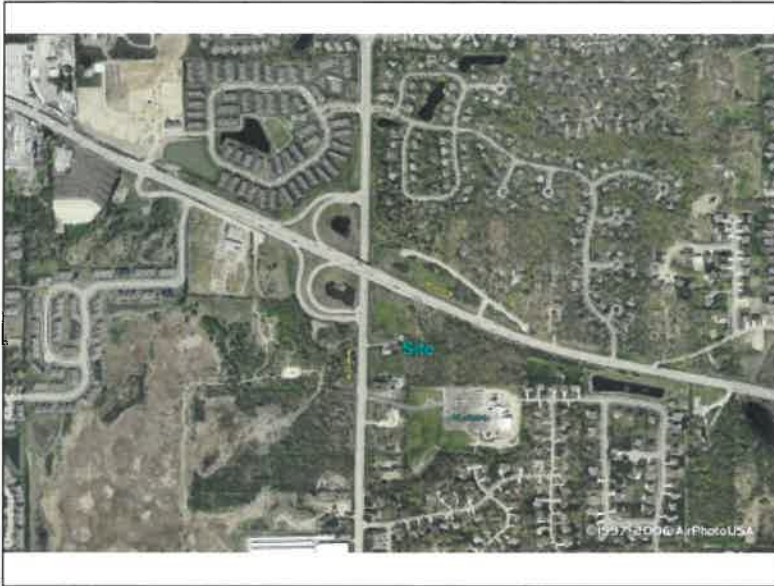
#	Price	Size	Price/Size	Description
1	\$995,000	10 AC	\$99,500 /AC	SCHL TRS SUB E 704.51FT MEAS ON N LN FROM C/L E 721.56FT MEAS ON S LN THEREOF FROM C/L LOTS 7 & 8 LYG W OF RT 59 & N OF ARMY TRAIL /EX S 452.29FT AS MEAS FROM C/L ARMYTRAIL & EX HWY DESC 92ED36

**Property Description**

±10 Acres/Divisible Zoned B-3 Commercial  
 Utilities are to the site  
 Retail district for Bartlett is located approximately two miles north of the subject property at the intersection of Rt. 59 and Stearns Road  
 High Traffic Counts: 37,700 vehicles per day on Route 59 13,700 vehicles per day on Army Trail Road  
 Parcel Number 01-16-400-013  
 Asking \$1,400,000  
 Please call for additional information regarding this opportunity

**Location Description**

West Side of Rt. 59, North of Army Trail Road  
 Bartlett, Illinois



**Property Details**

Price	\$1,662,249.59
Lot Size	9.54 AC
Price/AC	\$174,240 /AC
Property Type	Land
Property Sub-type	Retail (land)
Features	Electricity/Power Irrigation Water Telephone Cable Gas/Propane
Status	Active

Property Notes

**Lots**

#	Price	Size	Price/Size	Description
1	\$1,662,249.59	9.54 AC	\$174,240 /AC	

**Property Description**

The 3.38 acres sold on the hard corner. All other sites are available. The listing is for 1 out of three properties located at the SEC of Rt 59 & Rt 20 in Bartlett, the other two lots would bring the total site up to 10.5 +/- acres. The City would allow retail or commercial development or possibly an age restricted community

**Location Description**

A very high traffic location at the junction of two major roads in the northwest market. There is a new 75 acre retail development proposed on the SWC of Rt 59 & Rt 20 that should greatly benefit this site.



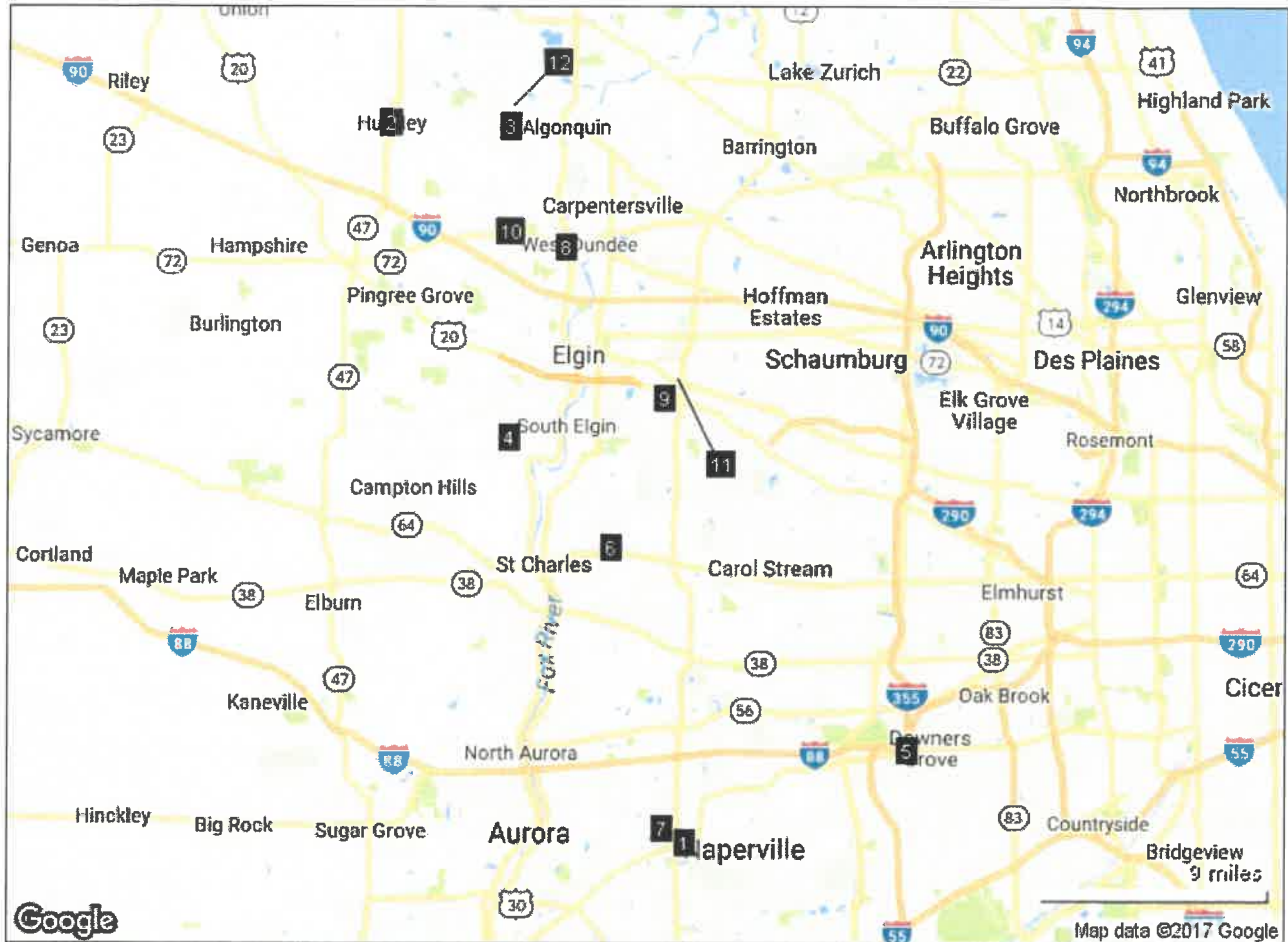
### 3 | SALE COMPS [CLOSED]

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Google

Map data ©2017 Google

	Address	City	Property Info	Sale Info
1	2720 W Ogden Ave	Naperville	8.25 AC Land	Sold: \$3,100,000 (\$375,757.58/AC)
2	Route 47 and Main St	Huntley	17 AC Land	Sold: \$2,125,000 (\$125,000/AC)
3	Randall Rd @ Harnisch Rd	Algonquin	6.91 AC Land	Sold: \$2,100,000 (\$303,907.38/AC)
4	1800 Stearns Rd	South Elgin	15 AC Land	Sold: \$1,600,000 (\$106,666.67/AC)
5	Ogden Ave	Downers Grove	9.80 AC Land	Sold: \$1,600,000 (\$163,265.31/AC)
6	4060 E Main St	Saint Charles	9.84 AC Land	Sold: \$1,494,595 (\$151,889.74/AC)
7	E New York St And Station B	Aurora	6.52 AC Land	Sold: \$1,268,000 (\$194,478.53/AC)
8	Hwy 72 & Hwy 31	West Dundee	10 AC Land	Sold: \$1,100,000 (\$110,000/AC)
9	Naperville Rd & Lake St	Bartlett	13.54 AC Land	Sold: \$975,000 (\$72,008.86/AC)
10	NWC Route 72 & Randall Rd	West Dundee	6.02 AC Land	Sold: \$700,000 (\$116,279.07/AC)
11	NWQ of Rte 59 & Irving Pa Rd	Streamwood	10.46 AC Land	Sold: \$650,000 (\$62,141.49/AC)
12	301 N Randall Rd	Lake In The Hills	5.00 AC Land	Sold: \$375,000 (\$75,000/AC)

**301 N Randall Rd**Centre At Lake In The Hills (por) - The Centre At Lake In The Hills  
Lake In The Hills, IL 60156**Commercial Land of 5.00 AC Sold on 5/2/2016 for \$375,000 -  
Public Record**

buyer

**Store Capital Acquisitions LLC**  
8501 E Princess Dr  
Scottsdale, AZ 85255  
(480) 256-1100

Image Coming Soon

seller

**Hemisphere Swim School Llc**

## vital data

Sale Date: **5/2/2016**  
Escrow/Contract: -  
Days on Market: -  
Exchange: **No**  
Conditions: -  
Density: -  
Max No of Units: -  
Price/Unit: -  
Lot Dimensions: **Irregular**  
Frontage: -  
Comp ID: **3672697**Sale Price: **\$375,000**  
Status: -  
Down Pmnt: -  
Pct Down: -  
Doc No: **2016R0015990**  
Trans Tax: -  
Corner: **No**  
Topography: **Level**  
Improvements: **Rough graded**  
Off-Site Improv: **Cable, Curb/Gutter/Sidewalk, Electricity,**  
Zoning: **M, Lake In The Hills**  
Submarket: **Far Northwest**  
Map Page: **Rand McNally 50-35W21N**  
Parcel No: **19-29-151-026**  
Property Type: **Land**  
Proposed Use: **Retail**

## income expense data

	Gross	Net
Acres:	<b>5.00 AC</b>	<b>5.00 AC</b>
Price/Acre:	<b>\$74,962.52</b>	<b>\$74,962.52</b>
SF:	<b>217,908 SF</b>	<b>217,909 SF</b>
Price/SF:	<b>\$1.72</b>	<b>\$1.72</b>

## Listing Broker

## Buyer Broker

## financing

**1st Citibank NA**  
Bal/Pmt: **\$2,760,000**

## prior sale

Date/Doc No: **1/14/2016**  
Sale Price: **\$375,000**  
CompID: **3553233**

**NWQ of Rte 59 & Irving Pa Rd**

Streamwood Crossing  
Streamwood, IL 60107

**Commercial Land of 10.46 AC Sold on 12/19/2016 for \$650,000**



**buyer**

**Streamwood Park District**  
550 S Park Blvd  
Streamwood, IL 60107  
(630) 372-7275

**seller**

**MB Financial Bank**  
6111 N River Rd  
Rosemont, IL 60018  
(847) 653-4800

**vital data**

Sale Date: **12/19/2016**  
Escrow/Contract: -  
Days on Market: **1,643 days**  
Exchange: **No**  
Conditions: **REO Sale**  
Density: -  
Max No of Units: -  
Price/Unit: -  
Lot Dimensions: **Irregular**  
Frontage: -  
Comp ID: **3814002**

Sale Price: **\$650,000**  
Status: **Confirmed**  
Down Pmnt: -  
Pct Down: -  
Doc No: -  
Trans Tax: -  
Corner: **No**  
Topography: -  
Improvements: **Not Available**  
Off-Site Improv: -  
Zoning: **C-2 PUD, Streamwood**  
Submarket: **Far Northwest**  
Map Page: **Rand McNally 30-30W10N**  
Parcel No: **06-21-409-010-0000**  
Property Type: **Land**  
Proposed Use: **Commercial, Retail**

**income expense data**

	Gross	Net
Acres:	<b>10.46 AC</b>	<b>10.46 AC</b>
Price/Acre:	<b>\$62,141.49</b>	<b>\$62,141.49</b>
SF:	<b>455,638 SF</b>	<b>455,638 SF</b>
Price/SF:	<b>\$1.43</b>	<b>\$1.43</b>

**Listing Broker**

**DK Realty Partners**  
650 E Algonquin Rd  
Schaumburg, IL 60173  
(847) 397-8900  
Paul Demik

**Buyer Broker**

**CBRE**  
700 Commerce Dr  
Oak Brook, IL 60523  
(630) 573-7000  
Tony Gange

**financing**

**prior sale**

Date/Doc No: **10/13/2005**  
Sale Price: **\$2,035,000**  
CompID: **1089268**



**NWC Route 72 & Randall Rd**

NWC of Randall Road & Higgins Road  
West Dundee, IL 60118

**Commercial Land of 6.02 AC Sold on 3/7/2017 for \$700,000**

buyer

seller

**Randall Road V Inc**  
**96 Kennedy Memorial Dr**  
**Carpentersville, IL 60110**



vital data

Sale Date: **3/7/2017**  
Escrow/Contract: **45 days**  
Days on Market: **922 days**  
Exchange: **No**  
Conditions: **REO Sale**  
Density: -  
Max No of Units: -  
Price/Unit: -  
Lot Dimensions: **340x210**  
Frontage: **700 feet on Randall**  
Comp ID: **3851365**

Sale Price: **\$700,000**  
Status: **Confirmed**  
Down Pmnt: **\$700,000**  
Pct Down: **100.0%**  
Doc No: -  
Trans Tax: -  
Corner: **No**  
Topography: **Level**  
Improvements: **Raw land**  
Off-Site Improv: -  
Zoning: -  
Submarket: **Far Northwest**  
Map Page: **Rand McNally 14-37W16N**  
Parcel No: **03-19-200-004**  
Property Type: **Land**  
Proposed Use: **Commercial, Retail, Hold for Investment**

income expense data

	Gross	Net
Acres:	<b>6.02 AC</b>	-
Price/Acre:	<b>\$116,337.05</b>	-
SF:	<b>262,101 SF</b>	-
Price/SF:	<b>\$2.67</b>	-

Listing Broker

**Entre Commercial Realty LLC**  
**3550 W Salt Creek Ln**  
**Arlington Heights, IL 60005**  
**(847) 310-4295**  
**Mike Gazzola, John Gazzola**


Buyer Broker

**No Buyer Broker on Deal**

financing

prior sale

Date/Doc No: **5/29/2003**  
Sale Price: **\$900,000**  
CompID: **800560**

<b>Naperville Rd &amp; Lake St</b> Barlett Ridge Bartlett, IL 60103  <b>Commercial Land of 13.54 AC Sold on 7/29/2016 for \$975,000 - Research Complete</b>																	
<b>buyer</b>  <b>William Ryan Homes, Inc.</b> 2700 Patriot Blvd Glenview, IL 60026 (847) 995-8700																	
<b>seller</b>  <b>Faganel Builders</b> 163 Freesia Ln Elgin, IL 60124 (630) 482-2400																	
<b>vital data</b>																	
Sale Date: <b>7/29/2016</b> Escrow/Contract: - Days on Market: <b>1,740 days</b> Exchange: <b>No</b> Conditions: - Density: - Max No of Units: - Price/Unit: - Lot Dimensions: - Frontage: <b>1,006 feet on Lake Street 505 feet ...</b> Comp ID: <b>3668095</b>		Sale Price: <b>\$975,000</b> Status: <b>Confirmed</b> Down Pmnt: <b>\$975,000</b> Pct Down: <b>100.0%</b> Doc No: - Trans Tax: - Corner: <b>No</b> Topography: - Improvements: - Off-Site Improv: <b>Cable, Curb/Gutter/Sidewalk, Electricity, Residential</b> Zoning: <b>Residential</b> Submarket: <b>Far Northwest</b> Map Page: - Parcel No: <b>06-28-102-004-0000 [Partial List]</b> Property Type: <b>Land</b> Proposed Use: <b>Single Family Development</b>															
<b>income expense data</b>		<b>Listing Broker</b>															
<table border="0"> <thead> <tr> <th></th> <th>Gross</th> <th>Net</th> </tr> </thead> <tbody> <tr> <td>Acres:</td> <td><b>13.54 AC</b></td> <td><b>13.54 AC</b></td> </tr> <tr> <td>Price/Acre:</td> <td><b>\$72,008.86</b></td> <td><b>\$72,008.86</b></td> </tr> <tr> <td>SF:</td> <td><b>589,802 SF</b></td> <td><b>589,802 SF</b></td> </tr> <tr> <td>Price/SF:</td> <td><b>\$1.65</b></td> <td><b>\$1.65</b></td> </tr> </tbody> </table>			Gross	Net	Acres:	<b>13.54 AC</b>	<b>13.54 AC</b>	Price/Acre:	<b>\$72,008.86</b>	<b>\$72,008.86</b>	SF:	<b>589,802 SF</b>	<b>589,802 SF</b>	Price/SF:	<b>\$1.65</b>	<b>\$1.65</b>	<b>Colliers International</b> 6250 N River Rd Rosemont, IL 60018 (847) 698-8444 <b>Gregory Pacelli, Mark Dolemba</b>
	Gross	Net															
Acres:	<b>13.54 AC</b>	<b>13.54 AC</b>															
Price/Acre:	<b>\$72,008.86</b>	<b>\$72,008.86</b>															
SF:	<b>589,802 SF</b>	<b>589,802 SF</b>															
Price/SF:	<b>\$1.65</b>	<b>\$1.65</b>															
		<b>Buyer Broker</b>															
		<b>Land Partners, LLC</b> 3405 N Kennicott Ave Arlington Heights, IL 60004 (847) 394-8000 <b>Larry Dickstein</b>															
<b>financing</b>		<b>prior sale</b>															
		Date/Doc No: <b>3/7/2008</b> Sale Price: <b>\$4,350,000</b> CompID: <b>1515347</b>															

**Hwy 72 & Hwy 31**B2  
West Dundee, IL 60118**Commercial Land of 10 AC Sold on 1/19/2016 for \$1,100,000 -  
Research Complete**

buyer

**Gardner Capital, Inc.**  
1414 E Primrose St  
Springfield, MO 65804  
(417) 447-1800

seller

**Target Corporation**  
1000 Nicollet Mall  
Minneapolis, MN 55403  
(612) 304-6073

## vital data

Sale Date: **1/19/2016**  
 Escrow/Contract: **240 days**  
 Days on Market: **152 days**  
 Exchange: **No**  
 Conditions: -  
 Density: -  
 Max No of Units: -  
 Price/Unit: -  
 Lot Dimensions: -  
 Frontage: -  
 Comp ID: **3505915**

Sale Price: **\$1,100,000**  
 Status: **Confirmed**  
 Down Pmnt: -  
 Pct Down: -  
 Doc No: **16K006835**  
 Trans Tax: -  
 Corner: **No**  
 Topography: -  
 Improvements: -  
 Off-Site Improv: -  
 Zoning: -  
 Submarket: **Far Northwest**  
 Map Page: -  
 Parcel No: **03-22-351-009 [Partial List]**  
 Property Type: **Land**  
 Proposed Use: **Apartment Units - Senior**

## income expense data

	Gross	Net
Acres:	<b>10 AC</b>	<b>10 AC</b>
Price/Acre:	<b>\$110,000.00</b>	<b>\$110,000.00</b>
SF:	<b>435,600 SF</b>	<b>435,600 SF</b>
Price/SF:	<b>\$2.53</b>	<b>\$2.53</b>

## Listing Broker

CBRE	CBRE
<b>700 Commerce Dr</b>	<b>800 Lasalle Ave</b>
<b>Oak Brook, IL 60523</b>	<b>Minneapolis, MN 55402</b>
<b>(630) 573-7000</b>	<b>(952) 924-4600</b>
<b>Wendell Hollan, Mario Melone</b>	<b>Matthew Friday</b>

## Buyer Broker

**No Buyer Broker on Deal**

## financing

**1st Sterling Bank (4.50%, due in 1 yr)**  
Bal/Pmt: **\$3,000,000**

**E New York St And Station B**

Aurora, IL 60504

**Commercial Land of 6.52 AC Sold on 12/30/2016 for \$1,268,000  
- Research Complete**



buyer

**Transitional Care Management**  
3333 Warrenville Rd  
Lisle, IL 60532  
(847) 720-8700

seller

**Old Second National Bank**  
c/o Aaron Johnson  
37 S River St  
Aurora, IL 60506  
(630) 892-0202

vital data

Sale Date:	<b>12/30/2016</b>	Sale Price:	<b>\$1,268,000</b>
Escrow/Contract:	<b>381 days</b>	Status:	<b>Confirmed</b>
Days on Market:	<b>1,016 days</b>	Down Pmnt:	-
Exchange:	<b>No</b>	Pct Down:	-
Conditions:	<b>REO Sale</b>	Doc No:	<b>R17-000356</b>
Density:	-	Trans Tax:	<b>\$1,677</b>
Max No of Units:	-	Corner:	<b>No</b>
Price/Unit:	-	Topography:	-
Lot Dimensions:	-	Improvements:	-
Frontage:	-	Off-Site Improv:	-
Comp ID:	<b>3817195</b>	Zoning:	-
		Submarket:	<b>Western East/West Corr</b>
		Map Page:	-
		Parcel No:	<b>07-21-109-001 [Partial List]</b>
		Property Type:	<b>Land</b>
		Proposed Use:	<b>Retail, Apartment Units - Condo, Apartment Units - Senior</b>

income expense data

<b>Expenses</b>	- Taxes	<b>\$191</b>
	- Operating Expenses	
	<b>Total Expenses</b>	<b>\$191</b>
Gross	Net	
Acres: <b>6.52 AC</b>	-	
Price/Acre: <b>\$194,478.53</b>	-	
SF: <b>284,011 SF</b>	-	
Price/SF: <b>\$4.46</b>	-	

Listing Broker

**CBRE**  
700 Commerce Dr  
Oak Brook, IL 60523  
(630) 573-7000  
James Angelotti

Buyer Broker

**Phillips Martin Real Estate**  
4200 Cantera Dr  
Warrenville, IL 60555  
(630) 575-0900  
Bruce Welch

financing

**4060 E Main St**

Lots 3,4 and 702  
 Saint Charles, IL 60174

**Commercial Land of 9.84 AC Sold on 11/9/2016 for \$1,494,595 -  
 Research Complete**

buyer

**Silverado Senior Living, Inc.**  
 27123 Calle Arroyo  
 San Juan Capistrano, CA 92675  
 (949) 240-7200

seller

**Oakbrook Properties**  
 1600 E Main St  
 St Charles, IL 60174  
 (630) 584-6580



vital data

Sale Date:	<b>11/9/2016</b>	Sale Price:	<b>\$1,494,595</b>
Escrow/Contract:	-	Status:	<b>Confirmed</b>
Days on Market:	<b>1,385 days</b>	Down Pmnt:	-
Exchange:	<b>No</b>	Pct Down:	-
Conditions:	-	Doc No:	<b>R16-126427</b>
Density:	-	Trans Tax:	-
Max No of Units:	-	Corner:	<b>No</b>
Price/Unit:	-	Topography:	-
Lot Dimensions:	-	Improvements:	-
Frontage:	-	Off-Site Improv:	<b>Cable, Curb/Gutter/Sidewalk, Electricity,</b>
Comp ID:	<b>3753978</b>	Zoning:	<b>Commercial</b>
		Submarket:	<b>Western East/West Corr</b>
		Map Page:	-
		Parcel No:	<b>01-30-102-037</b>
		Property Type:	<b>Land</b>
		Proposed Use:	<b>Mixed Use</b>

income expense data

	Gross	Net
Acres:	<b>9.84 AC</b>	<b>9.84 AC</b>
Price/Acre:	<b>\$151,889.74</b>	<b>\$151,889.74</b>
SF:	<b>428,630 SF</b>	<b>428,630 SF</b>
Price/SF:	<b>\$3.49</b>	<b>\$3.49</b>

Listing Broker

**SVN/Landmark**  
 25 N 3rd St  
 Geneva, IL 60134  
 (630) 938-4950  
 Neil Johnson, Joel Miller

Buyer Broker

**Marcus & Millichap**  
 1 Mid America Plz  
 Oakbrook Terrace, IL 60181  
 (630) 570-2200  
 Richard Lynn, Richard Kozarits

financing

**1st Private Lender**  
 Bal/Pmt: **\$2,150,000**

**1800 Stearns Rd**1800 Stearns Road  
South Elgin, IL 60177**Commercial Land of 15 AC Sold on 3/21/2016 for \$1,600,000 -  
Research Complete**

buyer

**Thatcher Technology Group, Inc.**  
c/o Kathleen Zellner  
55 Shuman Blvd  
Naperville, IL 60563  
(630) 696-4545

seller

**Bank of America Corporation**  
100 N Tryon St  
Charlotte, NC 28202  
(704) 386-5681

## vital data

Sale Date:	<b>3/21/2016</b>	Sale Price:	<b>\$1,600,000</b>
Escrow/Contract:	-	Status:	<b>Confirmed</b>
Days on Market:	<b>3,080 days</b>	Down Pmnt:	<b>\$1,600,000</b>
Exchange:	<b>No</b>	Pct Down:	<b>100.0%</b>
Conditions:	<b>Assemblage, REO Sale</b>	Doc No:	-
Density:	-	Trans Tax:	-
Max No of Units:	-	Corner:	<b>No</b>
Price/Unit:	-	Topography:	<b>Level</b>
Lot Dimensions:	-	Improvements:	-
Frontage:	-	Off-Site Improv:	<b>Cable, Curb/Gutter/Sidewalk, Electricity,</b>
Comp ID:	<b>3547288</b>	Zoning:	<b>B-2, R-3</b>
		Submarket:	<b>Western East/West Corr</b>
		Map Page:	-
		Parcel No:	<b>06-33-351-005</b>
		Property Type:	<b>Land</b>
		Proposed Use:	<b>Commercial, MultiFamily, Planned Unit Development</b>

## income expense data

	Gross	Net
Acres:	<b>15 AC</b>	<b>14.73 AC</b>
Price/Acre:	<b>\$106,666.67</b>	<b>\$108,621.86</b>
SF:	<b>653,400 SF</b>	<b>641,639 SF</b>
Price/SF:	<b>\$2.45</b>	<b>\$2.49</b>

## Listing Broker

**John Greene Land Company**  
34 Rance Rd  
Oswego, IL 60543  
(630) 551-3333  
Tim Greene

## Buyer Broker

**John Greene Commercial**  
1311 S Route 59  
Naperville, IL 60564  
(630) 229-2290  
Shamus Conneely

## financing

**Ogden Ave**

SWC Ogden & Lacey  
Downers Grove, IL 60515

**Commercial Land of 9.80 AC Sold on 9/15/2016 for \$1,600,000 - Research Complete**

buyer

**Packey Webb Ford**  
2150 Ogden Ave  
Downers Grove, IL 60515  
(630) 598-4700

seller

**ALDI, Inc.**  
c/o Chris Stair  
1200 N Kirk Rd  
Batavia, IL 60510  
(630) 879-8100



vital data

Sale Date:	<b>9/15/2016</b>	Sale Price:	<b>\$1,600,000</b>
Escrow/Contract:	-	Status:	<b>Confirmed</b>
Days on Market:	<b>2,039 days</b>	Down Pmnt:	-
Exchange:	<b>No</b>	Pct Down:	-
Conditions:	-	Doc No:	<b>R16-103923</b>
Density:	-	Trans Tax:	-
Max No of Units:	-	Corner:	<b>No</b>
Price/Unit:	-	Topography:	-
Lot Dimensions:	-	Improvements:	-
Frontage	<b>736 feet on Ogden Ave</b>	Off-Site Improv:	<b>Cable, Curb/Gutter/Sidewalk, Electricity,</b>
Comp ID:	<b>3731390</b>	Zoning:	<b>B-3</b>
		Submarket:	<b>Eastern East/West Corr</b>
		Map Page:	-
		Parcel No:	<b>09-06-304-013 [Partial List]</b>
		Property Type:	<b>Land</b>
		Proposed Use:	<b>Retail, Mixed Use, Auto Dealership</b>

income expense data

	Gross	Net
Acres:	<b>9.80 AC</b>	-
Price/Acre:	<b>\$163,265.31</b>	-
SF:	<b>426,888 SF</b>	-
Price/SF:	<b>\$3.75</b>	-

Listing Broker

**CBRE**  
700 Commerce Dr  
Oak Brook, IL 60523  
(630) 573-7000  
Nicholas Peters, Craig Lillibridge

Buyer Broker

financing

prior sale

Date/Doc No:	<b>10/1/2015</b>
Sale Price:	-
CompID:	<b>3402305</b>

**Randall Rd @ Harnisch Rd**

Vacant Land  
Algonquin, IL 60102

**Commercial Land of 6.91 AC Sold on 2/15/2017 for \$2,100,000 - Research Complete**

**buyer**

**OrthoIllinois**  
12507-12531 Regency Pky  
Huntley, IL 60142  
(815) 398-9491

**seller**

**Advocate Health Care**  
2311 W 22nd St  
Oak Brook, IL 60523  
(630) 572-1232



**vital data**

Sale Date:	<b>2/15/2017</b>	Sale Price:	<b>\$2,100,000</b>
Escrow/Contract:	<b>90 days</b>	Status:	<b>Confirmed</b>
Days on Market:	<b>386 days</b>	Down Pmnt:	-
Exchange:	<b>No</b>	Pct Down:	-
Conditions:	-	Doc No:	-
Density:	-	Trans Tax:	-
Max No of Units:	-	Corner:	<b>No</b>
Price/Unit:	-	Topography:	<b>Level</b>
Lot Dimensions:	-	Improvements:	-
Frontage	<b>452 feet on Randall Rd</b>	Off-Site Improv:	-
Comp ID:	<b>3870654</b>	Zoning:	<b>B-2</b>
		Submarket:	<b>Far Northwest</b>
		Map Page:	-
		Parcel No:	<b>19-31-227-001</b>
		Property Type:	<b>Land</b>
		Proposed Use:	<b>Commercial, Retail, Office, Bank, Restaurant</b>

**income expense data**

	Gross	Net
Acres:	<b>6.91 AC</b>	-
Price/Acre:	<b>\$303,907.38</b>	-
SF:	<b>301,000 SF</b>	-
Price/SF:	<b>\$6.98</b>	-

**Listing Broker**

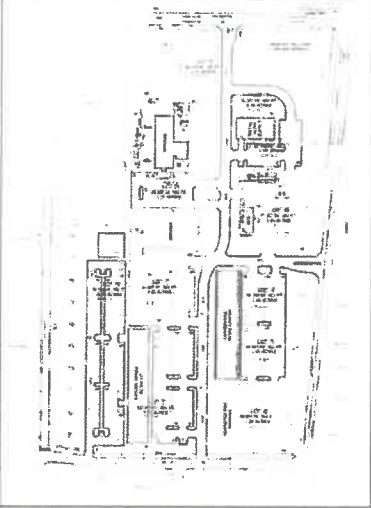
**CBRE**  
700 Commerce Dr  
Oak Brook, IL 60523  
(630) 573-7000  
Tony Gange, Matthew Ishikawa

**Buyer Broker**

**No Buyer Broker on Deal**

**financing**



<b>Route 47 and Main St</b> Huntley, IL 60142 <b>Commercial Land of 17 AC Sold on 3/23/2016 for \$2,125,000 - Research Complete</b>																																																																	
buyer <b>Michael Skala</b> 10612 Michael St Huntley, IL 60142 (847) 669-3804																																																																	
seller <b>Crystal Lake Bank &amp; Trust</b> c/o Will Knapik 70 N Williams St Crystal Lake, IL 60014 (815) 479-5200																																																																	
vital data <table border="0"> <tr> <td>Sale Date:</td><td><b>3/23/2016</b></td> <td>Sale Price:</td><td><b>\$2,125,000</b></td> </tr> <tr> <td>Escrow/Contract:</td><td>-</td> <td>Status:</td><td><b>Confirmed</b></td> </tr> <tr> <td>Days on Market:</td><td>-</td> <td>Down Pmnt:</td><td><b>\$531,250</b></td> </tr> <tr> <td>Exchange:</td><td><b>No</b></td> <td>Pct Down:</td><td><b>25.0%</b></td> </tr> <tr> <td>Conditions:</td><td><b>REO Sale</b></td> <td>Doc No:</td><td><b>2016R0011042</b></td> </tr> <tr> <td>Density:</td><td>-</td> <td>Trans Tax:</td><td><b>\$3,187.50</b></td> </tr> <tr> <td>Max No of Units:</td><td>-</td> <td>Corner:</td><td><b>No</b></td> </tr> <tr> <td>Price/Unit:</td><td>-</td> <td>Topography:</td><td><b>Level</b></td> </tr> <tr> <td>Lot Dimensions:</td><td>-</td> <td>Improvements:</td><td>-</td> </tr> <tr> <td>Frontage:</td><td>-</td> <td>Off-Site Improv:</td><td><b>Cable, Curb/Gutter/Sidewalk, Electricity,</b></td> </tr> <tr> <td>Comp ID:</td><td><b>3620155</b></td> <td>Zoning:</td><td><b>RJD</b></td> </tr> <tr> <td></td><td></td> <td>Submarket:</td><td><b>Far Northwest</b></td> </tr> <tr> <td></td><td></td> <td>Map Page:</td><td>-</td> </tr> <tr> <td></td><td></td> <td>Parcel No:</td><td><b>18-33-105-008 [Partial List]</b></td> </tr> <tr> <td></td><td></td> <td>Property Type:</td><td><b>Land</b></td> </tr> <tr> <td></td><td></td> <td>Proposed Use:</td><td><b>Mixed Use</b></td> </tr> </table>			Sale Date:	<b>3/23/2016</b>	Sale Price:	<b>\$2,125,000</b>	Escrow/Contract:	-	Status:	<b>Confirmed</b>	Days on Market:	-	Down Pmnt:	<b>\$531,250</b>	Exchange:	<b>No</b>	Pct Down:	<b>25.0%</b>	Conditions:	<b>REO Sale</b>	Doc No:	<b>2016R0011042</b>	Density:	-	Trans Tax:	<b>\$3,187.50</b>	Max No of Units:	-	Corner:	<b>No</b>	Price/Unit:	-	Topography:	<b>Level</b>	Lot Dimensions:	-	Improvements:	-	Frontage:	-	Off-Site Improv:	<b>Cable, Curb/Gutter/Sidewalk, Electricity,</b>	Comp ID:	<b>3620155</b>	Zoning:	<b>RJD</b>			Submarket:	<b>Far Northwest</b>			Map Page:	-			Parcel No:	<b>18-33-105-008 [Partial List]</b>			Property Type:	<b>Land</b>			Proposed Use:
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<b>1st Prairie Community Bank</b> Bal/Pmt: <b>\$1,593,750</b>		Date/Doc No: <b>6/30/2010</b> Sale Price: <b>-</b> CompID: <b>2050109</b>																																																															

**2720 W Ogden Ave**O'Donovan Nursery  
Naperville, IL 60540**Commercial Land of 8.25 AC Sold on 10/11/2016 for \$3,100,000**  
- Research Complete

## buyer

**M/I Homes, Inc.**  
c/o Kevin Hake  
3 Easton Oval  
Columbus, OH 43219  
(614) 418-8400

Image Coming Soon

## seller

**Louise O'Donovan**  
2875 State Route 126  
Oswego, IL 60543  
(630) 355-3370

## vital data

Sale Date: **10/11/2016**  
Escrow/Contract: -  
Days on Market: **1,596 days**  
Exchange: **No**  
Conditions: -  
Density: -  
Max No of Units: -  
Price/Unit: -  
Lot Dimensions: -  
Frontage: -  
Comp ID: **3753244**Sale Price: **\$3,100,000**  
Status: **Confirmed**  
Down Pmnt: -  
Pct Down: -  
Doc No: **R16-117698**  
Trans Tax: -  
Corner: **No**  
Topography: -  
Improvements: -  
Off-Site Improv: **Cable, Curb/Gutter/Sidewalk, Electricity, C.**  
Zoning: **C.**  
Submarket: **Western East/West Corr**  
Map Page: -  
Parcel No: **07-27-101-018**  
Property Type: **Land**  
Proposed Use: **Retail, Mixed Use, MultiFamily, Apartment Units, Apartment Units - Condo, Neighborhood Center, Restaurant**

## income expense data

	Gross	Net
Acres:	<b>8.25 AC</b>	<b>8.25 AC</b>
Price/Acre:	<b>\$375,757.58</b>	<b>\$375,757.58</b>
SF:	<b>359,370 SF</b>	<b>359,370 SF</b>
Price/SF:	<b>\$8.63</b>	<b>\$8.63</b>

## Listing Broker

**Gene Darfler, Inc**  
506 E Highland Ave  
Naperville, IL 60540  
(630) 357-5800  
Gene Darfler

## Buyer Broker

**No Buyer Broker on Deal**

## financing

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Sale Price	\$375,000	\$1,423,966	\$1,381,298	\$3,100,000	12
Parcel Size	5 AC	9.86 AC	9.82 AC	17 AC	12
Price per Acre	\$62,141	\$144,394	\$120,669	\$375,758	12
Days on Market	152	1,396	1,490	3,080	10
Sale Price to Asking Price Ratio	45.15%	83.04%	81.97%	116.28%	10
Totals					
Sold Transactions	Total Sales Volume: \$17,087,595		Total Sales Transactions:		12
Survey Criteria					
<p>basic criteria: Type of Property - <b>Land</b>; Sale Date - <b>from 1/1/2016</b>; Sale Status - <b>Sold</b>; Return and Search on Portfolio Sales as Individual Properties - <b>Yes</b></p> <p>land specific criteria: Secondary Type - <b>Commercial</b>; Land Area - <b>5.00 - 20.00 AC</b></p> <p>geography criteria: Radius - <b>20.00 mile(s) radius from Lat : -88.2027053833007, Long : 42.0082339113809</b></p>					



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7/20/2017



## 4 | DEMOGRAPHICS

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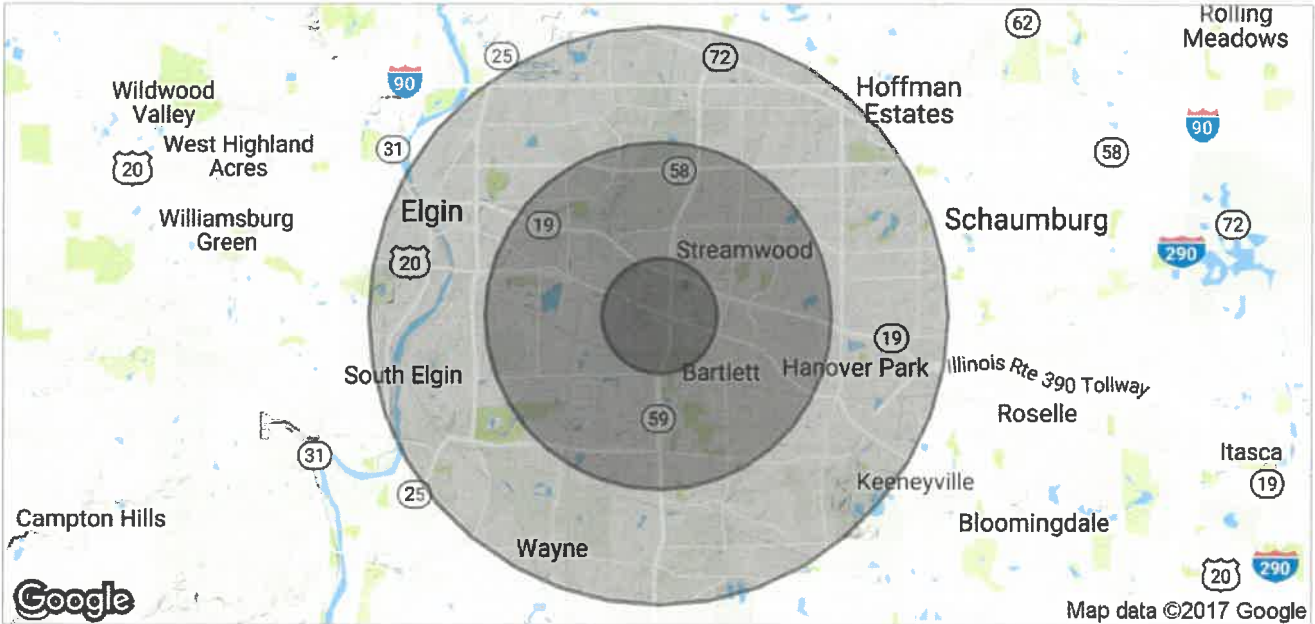


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# Demographics Map



	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>			
TOTAL POPULATION	6,848	71,822	207,193
MEDIAN AGE	36.3	34.9	33.7
MEDIAN AGE (MALE)	36.0	34.0	32.9
MEDIAN AGE (FEMALE)	36.5	35.6	34.8
<b>HOUSEHOLDS &amp; INCOME</b>			
TOTAL HOUSEHOLDS	2,486	24,674	69,046
# OF PERSONS PER HH	2.8	2.9	3.0
AVERAGE HH INCOME	\$97,018	\$86,804	\$83,595
AVERAGE HOUSE VALUE	\$336,287	\$308,392	\$285,511



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## 5 | ADDITIONAL INFORMATION

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# Retail MarketPlace Profile

Rt 20 & Rt 59, Bartlett (rings)  
 US-20 & IL-59, Elgin, Illinois, 60120  
 Ring: 5 mile radius

Prepared by Esri

Latitude: 42.00820

Longitude: -88.20325

## Summary Demographics

2017 Population	227,537
2017 Households	74,682
2017 Median Disposable Income	\$55,249
2017 Per Capita Income	\$30,742

## Industry Summary

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$3,219,314,288	\$2,119,182,302	\$1,100,131,986	20.6	962
Total Retail Trade	44-45	\$2,888,904,308	\$1,887,346,401	\$1,001,557,907	21.0	632
Total Food & Drink	722	\$330,409,980	\$231,835,901	\$98,574,079	17.5	330

## Industry Group

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$596,587,122	\$360,889,194	\$235,697,928	24.6	71
Automobile Dealers	4411	\$493,008,208	\$324,193,393	\$168,814,815	20.7	29
Other Motor Vehicle Dealers	4412	\$49,311,397	\$3,642,509	\$45,668,888	86.2	5
Auto Parts, Accessories & Tire Stores	4413	\$54,267,517	\$33,053,292	\$21,214,225	24.3	37
Furniture & Home Furnishings Stores	442	\$97,452,019	\$50,304,167	\$47,147,852	31.9	37
Furniture Stores	4421	\$56,481,637	\$31,507,459	\$24,974,178	28.4	16
Home Furnishings Stores	4422	\$40,970,383	\$18,796,708	\$22,173,675	37.1	21
Electronics & Appliance Stores	443	\$112,682,166	\$63,527,840	\$49,154,326	27.9	46
Bldg Materials, Garden Equip. & Supply Stores	444	\$199,910,578	\$153,119,758	\$46,790,820	13.3	64
Bldg Material & Supplies Dealers	4441	\$181,955,795	\$138,105,177	\$43,850,618	13.7	56
Lawn & Garden Equip & Supply Stores	4442	\$17,954,783	\$15,014,581	\$2,940,202	8.9	8
Food & Beverage Stores	445	\$473,896,342	\$354,500,188	\$119,396,154	14.4	97
Grocery Stores	4451	\$415,508,424	\$321,201,468	\$94,306,956	12.8	64
Specialty Food Stores	4452	\$24,525,273	\$11,612,400	\$12,912,873	35.7	14
Beer, Wine & Liquor Stores	4453	\$33,862,645	\$21,686,320	\$12,176,325	21.9	19
Health & Personal Care Stores	446,4461	\$185,081,759	\$107,538,076	\$77,543,683	26.5	55
Gasoline Stations	447,4471	\$298,509,803	\$164,329,833	\$134,179,970	29.0	38
Clothing & Clothing Accessories Stores	448	\$163,056,645	\$48,535,986	\$114,520,659	54.1	52
Clothing Stores	4481	\$109,434,545	\$35,546,399	\$73,888,146	51.0	36
Shoe Stores	4482	\$23,645,972	\$7,481,445	\$16,164,527	51.9	7
Jewelry, Luggage & Leather Goods Stores	4483	\$29,976,128	\$5,508,142	\$24,467,986	69.0	9
Sporting Goods, Hobby, Book & Music Stores	451	\$78,232,079	\$54,746,305	\$23,485,774	17.7	31
Sporting Goods/Hobby/Musical Instr Stores	4511	\$64,903,221	\$53,932,635	\$10,970,586	9.2	28
Book, Periodical & Music Stores	4512	\$13,328,858	\$813,670	\$12,515,188	88.5	2
General Merchandise Stores	452	\$503,469,878	\$330,654,200	\$172,815,678	20.7	33
Department Stores Excluding Leased Depts.	4521	\$361,815,128	\$219,771,176	\$142,043,952	24.4	15
Other General Merchandise Stores	4529	\$141,654,751	\$110,883,024	\$30,771,727	12.2	18
Miscellaneous Store Retailers	453	\$101,903,090	\$64,267,901	\$37,635,189	22.6	96
Florists	4531	\$6,907,623	\$3,395,010	\$3,512,613	34.1	20
Office Supplies, Stationery & Gift Stores	4532	\$18,980,440	\$13,232,547	\$5,747,893	17.8	17
Used Merchandise Stores	4533	\$10,318,132	\$10,028,612	\$289,520	1.4	16
Other Miscellaneous Store Retailers	4539	\$65,696,895	\$37,611,732	\$28,085,163	27.2	43
Nonstore Retailers	454	\$78,122,826	\$134,932,953	-\$56,810,127	-26.7	13
Electronic Shopping & Mail-Order Houses	4541	\$62,711,867	\$132,488,613	-\$69,776,746	-35.7	5
Vending Machine Operators	4542	\$2,212,480	\$599,721	\$1,612,759	57.3	2
Direct Selling Establishments	4543	\$13,198,479	\$1,844,618	\$11,353,861	75.5	5
Food Services & Drinking Places	722	\$330,409,980	\$231,835,901	\$98,574,079	17.5	330
Special Food Services	7223	\$7,843,136	\$5,774,945	\$2,068,191	15.2	6
Drinking Places - Alcoholic Beverages	7224	\$10,696,792	\$5,162,855	\$5,533,937	34.9	12
Restaurants/Other Eating Places	7225	\$311,870,051	\$220,898,100	\$90,971,951	17.1	312

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement. <http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

Source: Esri and Infogroup. Retail MarketPlace 2017. Copyright 2017 Infogroup, Inc. All rights reserved.

July 25, 2017

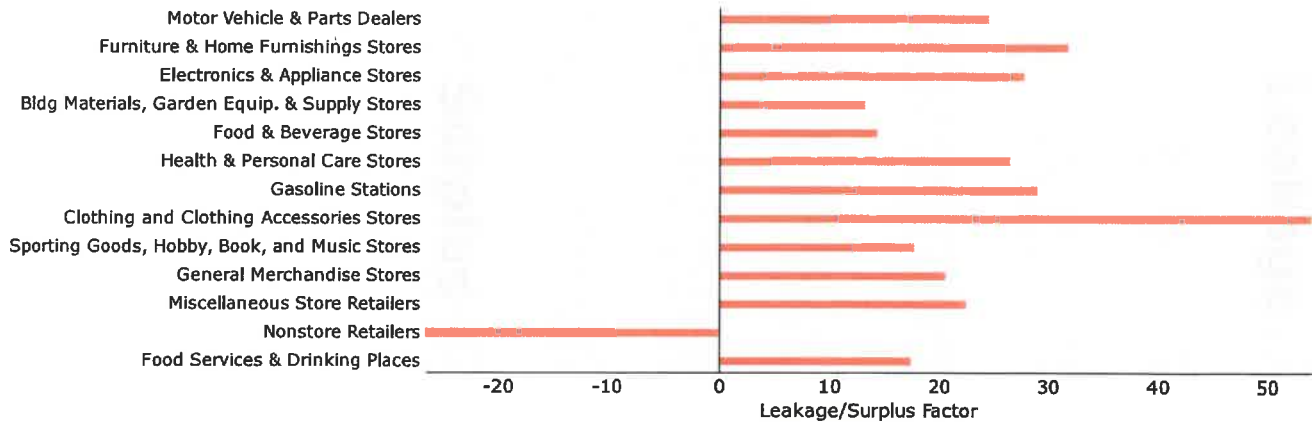


# Retail MarketPlace Profile

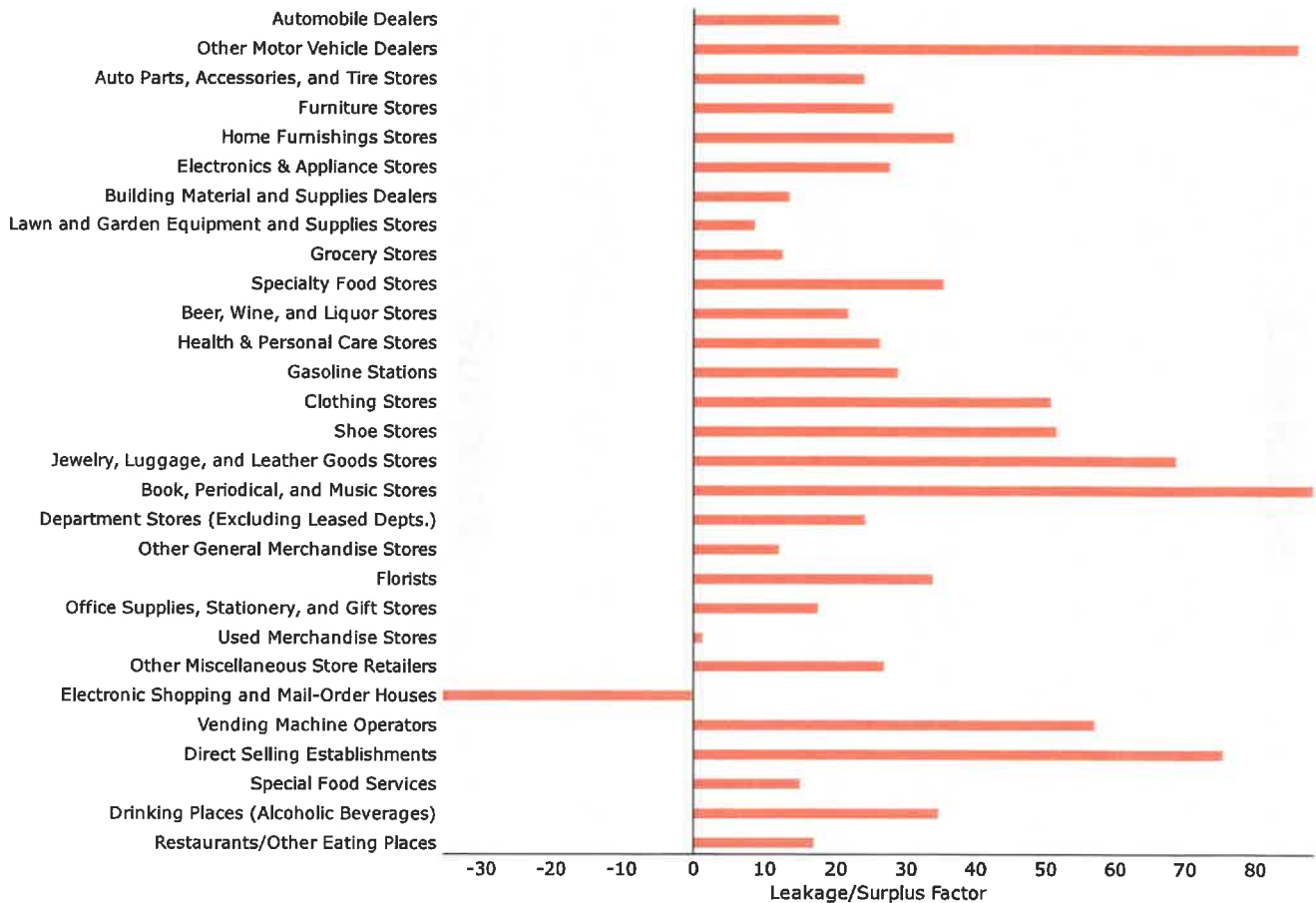
Rt 20 & Rt 59, Bartlett (rings)  
 US-20 & IL-59, Elgin, Illinois, 60120  
 Ring: 5 mile radius

Prepared by Esri  
 Latitude: 42.00820  
 Longitude: -88.20325

## Leakage/Surplus Factor by Industry Subsector



## Leakage/Surplus Factor by Industry Group



Source: Esri and Infogroup. Retail MarketPlace 2017. Copyright 2017 Infogroup, Inc. All rights reserved.





## 6 | ADVISOR BIOS

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## Brian Haney

Advisor

SVN | Landmark Commercial Real Estate

Brian Haney serves as an advisor with SVN Landmark Commercial Real Estate specializing in industrial, multi-family, and vacant land properties in the western suburbs of Chicago. Brian has over 28 years experience in commercial properties and land development working with owners, investors, tenants and real estate professionals.

From 1988 to 2010, Brian owned a construction company doing land acquisition and developing residential subdivisions. His company expanded into doing build outs for retail space. These client relationships, in turn, led to building or selling commercial property.

In 2011, Brian transitioned into full time commercial real estate brokerage with Re/Max in St Charles IL. Within a three year period he completed over \$12,000,000 in sale and lease transactions. After his second year he became ranked 2nd for commercial Re/Max agents in Illinois. Brian has diverse experience in representing landlords and tenants, plus buyers and sellers of industrial, vacant land, and retail properties.

In order to better serve his clients, in 2016 Brian joined SVN Landmark in Geneva IL, giving him access to SVN's strong technology, marketing and training resources, plus a global professional network.

Phone: 630.938.4950

Fax: 630.938.4960

Cell: 630.277.7521

Email: [brian.haney@svn.com](mailto:brian.haney@svn.com)

Address: 25 N Third Street, Suite 200  
Geneva, IL 60134



LANDMARK COMMERCIAL REAL ESTATE

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## Joel Miller, CCIM

Senior Advisor, Retail Services  
SVN | Landmark Commercial Real Estate

Joel Miller serves as Senior Advisor, Retail Services for SVN Landmark Commercial Real Estate, specializing in the sale and leasing of retail and restaurant properties throughout the Chicago market. Joel has been a licensed real estate broker in the state of Illinois since 2009 and has focused on representing investors in acquisition, disposition, and leasing of their retail properties.

Joel has more than 10 years of experience in real estate brokerage, marketing, market analysis and client services. He has participated in the sale or leasing of more than 1,000,000 sf of retail space, and his 2013-2017 transaction volume exceeded \$50 million.

Joel is a board member at CCIM Illinois Chapter, board chair and treasurer at Bright Community Services, and is an active member of Covenant Presbyterian Church.

Joel is a licensed real estate broker in the states of Illinois and Indiana, and is a Certified Commercial Investment Member (CCIM), a current member of the International Council of Shopping Centers (ICSC), and a Member of the National Association of Realtors.

### Memberships & Affiliations

Certified Commercial Investment Member (CCIM)  
International Council of Shopping Centers (ICSC)  
National Association of Realtors (NAR)

Phone: 630.938.4950

Fax: 630.938.4960

Cell: 630.270.6949

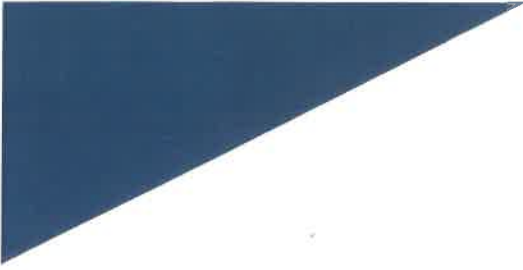
Email: joel.miller@svn.com

Address: 25 N Third Street, Suite 200  
Geneva, IL 60134



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**PRESENTED BY:**

**BRIAN HANEY**

Advisor  
630.938.4950  
brian.haney@svn.com

**JOEL MILLER, CCIM**

Senior Advisor, Retail Services  
630.938.4950  
joel.miller@svn.com



FOR SALE

# RETAIL LAND OPPORTUNITY

NWC OF ROUTE 59 & WEST BARTLETT ROAD

Bartlett, Illinois



## PROPERTY HIGHLIGHTS



### DESCRIPTION

- + ± 31.38 acres, divisible
- + Lighted intersection
- + Property is annexed
- + Proposed residential subdivision to the west
- + Possible village incentives
- + Sewer and Water to Site
- + Proximity to IL Highway 59, a major north-south traffic artery, and 5 miles south of Interstate 90
- + Traffic Counts:  
15,400 vehicles per day on W. Bartlett Road  
35,600 vehicles per day on Route 59
- + Asking: \$5 psf for entire site  
Price varies per divisibility
- + Please call for additional information

### CONTACT US

#### TONY GANGE

Executive Vice President  
+1 630 573 7030  
tony.gange@cbre.com

#### TOM SVOBODA

Associate  
+1 630 368 8615  
tom.svoboda@cbre.com

[www.cbre.com/lsgoakbrook](http://www.cbre.com/lsgoakbrook)

# CBRE

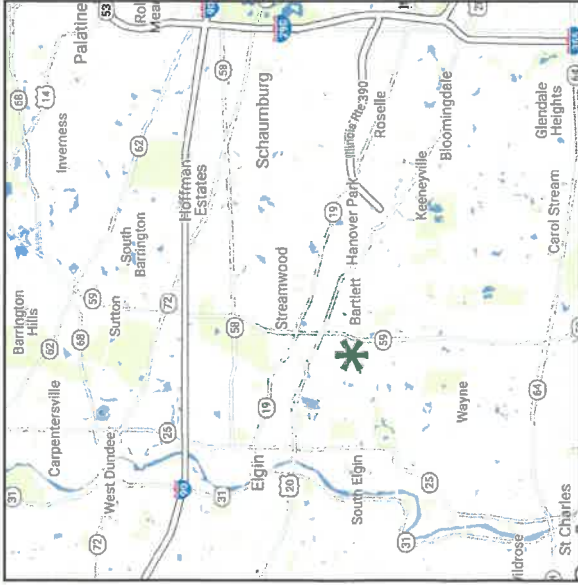
# FOR SALE RETAIL LAND OPPORTUNITY

ROUTE 59 & WEST BARTLETT ROAD

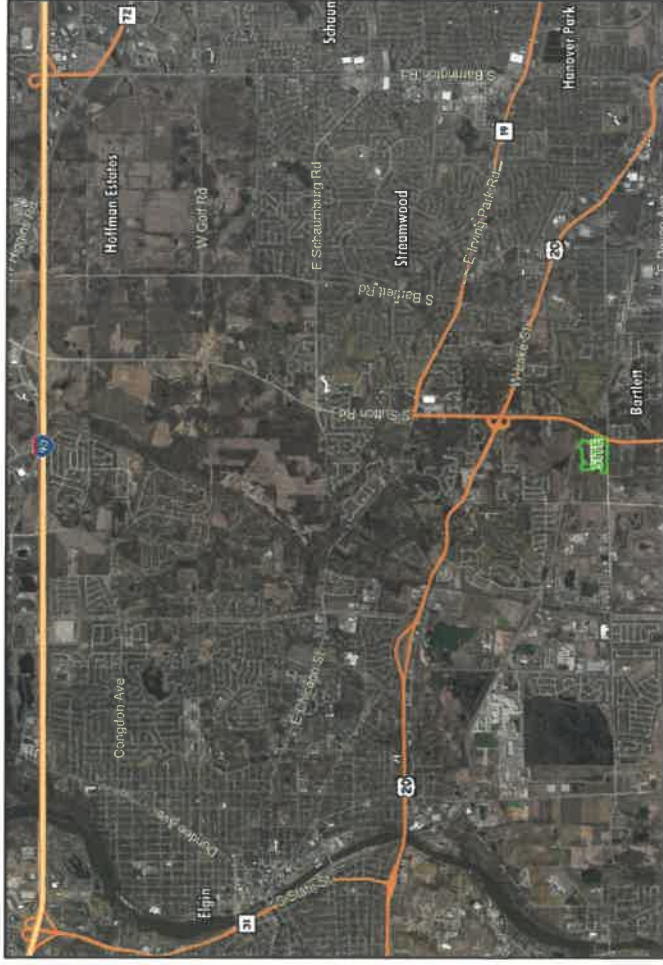
Bartlett, Illinois



## LOCATION MAP



## SITE PLAN



## DEMOGRAPHICS

+ Population	+ Average Household Income
- 3 miles: 75,328	- 3 miles: \$97,475
- 5 miles: 221,678	- 5 miles: \$90,629
- 7 miles: 407,092	- 7 miles: \$93,681

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**CBRE**

Five Communities...One Retail Vision



# Opportunity High Desert 2017

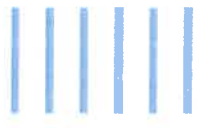
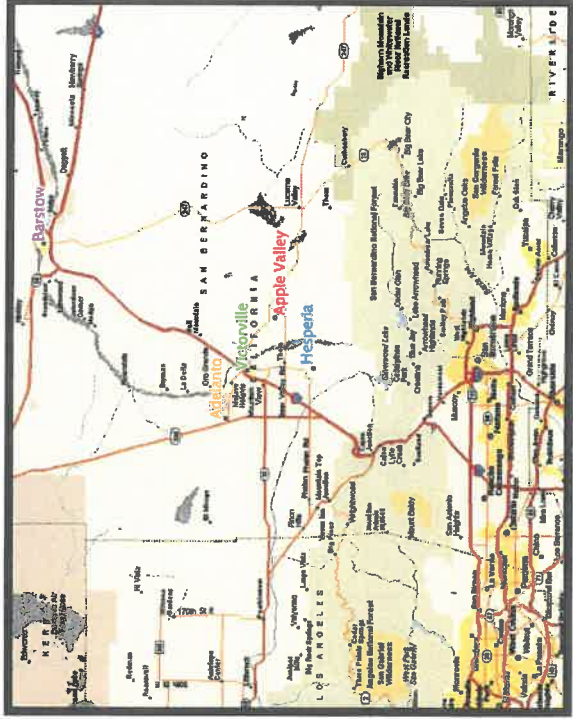


# Opportunity High Desert

Opportunity High Desert (OHD) is a retail powerhouse of five incorporated communities located along I-15 in California's Inland Empire. These communities - Adelanto, Apple Valley, Barstow, Hesperia, and Victorville - along with nearby unincorporated areas, encompass a trade area that extends well beyond each city's limits, reaching a population of 439,342 with average household incomes of \$58,925. A retail potential of \$4.5 billion defines the OHD's strength as a regional consumer market.

In every OHD community, one can find national retailers and restaurants opening with demand unabated. ULTA Beauty, BJ's Restaurant & Brewhouse, Tractor Supply Co., Firehouse Subs, and The Habit Burger Grill, have all sited their first locations here in the High Desert Region. Prominent developers have both freeway and non-freeway oriented sites in each community, with space available for a variety of retail shops and eateries desired by the region's residents.

Along with contact information for each community, we have highlighted several opportunity sites and provided some general statistics about each. The information contained within will give you but a brief snapshot of these communities and the locational benefits they offer. These pro-business communities stand ready to assist in every phase of your project from site selection to grand opening. We invite you to visit and find your opportunity in the High Desert.





# City of Adelanto

On the verge of tremendous growth, is the City of Adelanto. Located in the western portion of the High Desert in Southern California, the City of Adelanto has a growing population of over 34,453 residents, and a city that encompasses approximately 52 square miles. New and exciting development activities in Adelanto are moving forward as planned, as the city looks to capitalize in all areas of development.



New retailers have now cemented themselves in Adelanto. Just completed Dollar General and Family Dollar, ranked as the nation's largest small-box discount stores, opened their doors for business and are producing well ahead of expectations. Both stores rank among the largest retailers of top-quality brands made by America's most-trusted manufacturers. Cactus Plaza, one of the city's newest projects, is located on the southwest corner of Highway 395 and Cactus Road. In Phase I of development, Steak 'n Shake, the market leader of burgers and shakes, is scheduled to construct a 3,315 s.f. eatery. Other commitments include a Shell gas station/convenience store and Wienerschnitzel. Future retail developments include the partnership with Lewis Retail Centers to build the Adelanto Town Center on the corner of Highway 395 and Mojave Drive. Plans call for recognized national chains as well as a variety of shops, services, and eateries. The locations of these projects help solidify the theory that Highway 395 is set to become a major retail corridor in the region.

As attraction increases, the City's major roadways are crucial to its future growth. U.S. Highway 395, Adelanto's prominent retail corridor, has become an inter-regional thoroughfare with increasing demand. San Bernardino County Transportation Authority (formerly SANBAG), has approved a \$483 million expansion project of Highway 395. Approximately \$54 million will be used in Adelanto to add an additional lane in both directions, between Palmdale Road and Bartlett Road, which helps enhance areas throughout the highway for business attraction. With continuous infrastructure improvements, it places Adelanto one step closer to laying out the necessary foundation where the city needs to grow from.

For more information and to take advantage of the opportunities that exist in Adelanto, please contact the City's Economic Development Team at 760.246.2300 ext. 3063, or via email at [economicdevelopment@ci.adelanto.ca.us](mailto:economicdevelopment@ci.adelanto.ca.us).



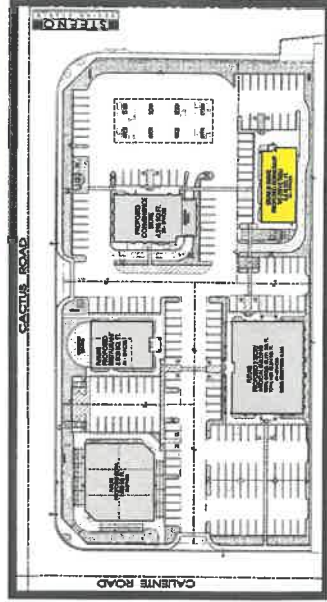
## Adelanto Towne Center

- Caltrans and Lewis Retail working together on road improvements
- Plans are complete for intersection improvements along Mojave and Hwy. 395 and Joshua and Hwy. 395
- Commercial out-pads are available to be developed by Lewis Retail per the improvements



## Cactus Plaza

- Southwest corner of Hwy. 395 and Cactus Road
- Phase I – 5,000 s.f. Shell gas station / convenience store and 3,315 s.f. Steak 'n Shake eatery
- Entitlements and civil plans completed
- Grading and underground utilities have been completed



# City of Adelanto

## US Highway 395 – Adelanto's Future Retail Corridor

- San Bernardino County Transportation Authority (formerly SANBAG), has approved a \$483 million expansion project of Highway 395
- Approximately \$54 million will be used in Adelanto to add an additional lane in both directions, between Palmdale Road and Bartlett Road
- Project will put in place the necessary improvements and infrastructure that will help enhance Hwy. 395 for all future development
- This three year project is set to begin in 2018



# Town of Apple Valley

With an estimated population of 81,000, Apple Valley has become a retail destination for expanding national and regional brands. Ulta Beauty, Carter's and Osh Kosh B'Gosh, Jersey Mike's Subs, Pieology Pizzeria, and Jimmy John's Gourmet Subs recently joined a host of other retailers and restaurants to select Apple Valley as their first location in the High Desert.

With an economy driven by 4.2 million square feet of retail and office space; low vacancy rates, competitive lease rates and well-performing units, Apple Valley's retail market is strong.

Further, Yucca Loma Bridge is now open and will pave the way for a planned retail and office center. The Fountains (see page 7).

Ranked as one of the "100 best cities for young families in the U.S." and among the "least expensive cities for doing business in California" are all positive attributes that truly make Apple Valley "A Better Way of Life."

In 2015-16, housing starts were up 8.3% from the previous year and the most in 9 years. Median home values are up 4.8% to \$197,900 and Zillow forecasts a 5.4% growth rate in the next year.

Apple Valley remains attractive for retail and hotel development due to its positive economic growth, quality demographics, aggressive marketing efforts, and a Town Council which targets retail and hospitality development as one of its top priorities. Guests currently need to travel 20 to 35 minutes for overnight accommodations leaving our market underserved.

Overall, Apple Valley ranks as one of California's best cities for doing business; offers a transparent, streamlined permit process and is located in one of the state's most pro-business air districts. Also home to 2.6 million square feet of industrial inventory, Apple Valley provides a proven and cost competitive alternative to the Inland Empire along Interstate 15.

For more information contact Orlando Acevedo, Economic Development Manager, at 760.240.7915 or via email at [select@applevalley.org](mailto:select@applevalley.org), or visit [www.selectapplevalley.com](http://www.selectapplevalley.com).



# Town of Apple Valley

## Jess Ranch Marketplace

- Weingarten Realty center at Bear Valley and Apple Valley Roads
- Includes Best Buy, Target, Cinemark, Burlington, Red Robin, Buffalo Wild Wings
- Newest: Ultra Beauty, OshKosh and Carter's, Jersey Mikes Subs, and Fashionology
- For Lease: Adjacent 10-acre parcel and nearby 47,000 s.f. pad at southeast corner



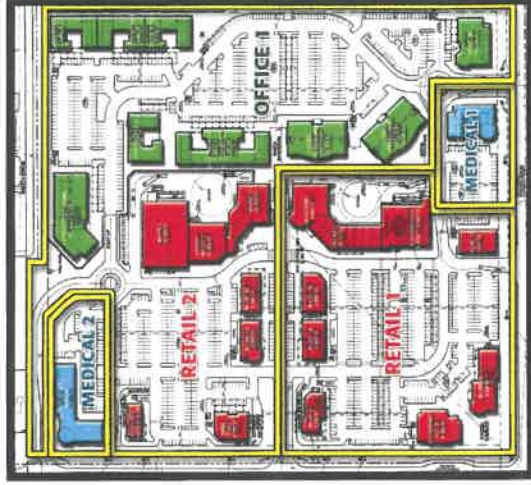
## The Gateway at Apple Valley

- Approved 80,480 s.f. hotel and retail project with direct access and great visibility to Interstate 15 at Dale Evans Parkway
- Proposed 43,000 s.f., three-story, 84-room hotel
- Five proposed 2,600-5,700 drive-thru pads and two fuel station and C-store pads
- Over 66,000 VPD



## Quail Ridge Plaza

- For Sale: 33-acre parcel for mixed use at NEC Yucca Loma and Apple Valley Roads
- Yucca Loma Bridge to open later this year adding additional traffic counts
- Demographic radius with MHH income near \$100,000



## Apple Valley Commons

- Lewis Retail center at State Hwy. 18 and Dale Evans Pkwy.
- Super Target, Ross, Dollar Tree, Round Table Pizza, Starbucks
- Newest: Leslie's Pool, Fantastic Sam's, Subway, Juice It Up
- Sports and spectator events draw tens of thousands of visitors to area
- For Lease: Adjacent 140,000 s.f. building and limited inline space and pads



# City of Barstow

Nestled alongside the Calico Mountains and the Mojave River is the City of Barstow, rich in history and poised to be at the center of regional economic growth. Located at the crossroads of three major highways midway between Los Angeles and Las Vegas, the City of Barstow is a major transportation center for the Inland Empire. Interstates 15 and 40, as well as California Highway 58 converge in the City, comprising a major transportation corridor serving more than 60 million travelers and 19 million vehicles each year. Barstow is home to the Marine Corps Logistics Base and is the closest city to the Fort Irwin Military Reservation.

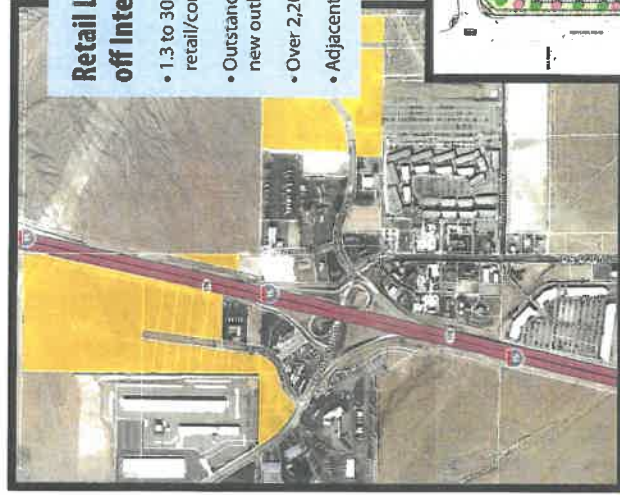


In modern times the City can boast having the longest continuously functioning Main Street along its Historic Route 66 Business Corridor, annually drawing tens of thousands of tourists from all over the world. Elsewhere in Barstow is located one of the highest-grossing (per square foot) outlet malls in the western United States, as well as two new shopping/lifestyle centers in the advanced planning stages. Montara Place, to be anchored by Super Walmart, is scheduled to open in 2017 and the Shops at Spanish Trail, a 110-acre center branded around the historic Old Spanish Trail which traversed the area between 1829 and 1948, is currently being acquired and developed.

With a population of over 33,000 residents and an outstanding local community college specializing in traditional degrees alongside vocational skills training for future workforce development, Barstow is on the threshold of becoming one of the premier locations for logistics, manufacturing and distributions hubs in the High Desert. Two key industrial parks – the 1,200-acre Barstow Industrial Park and the 66-acre Crossroads Route 66 Industrial Park – have been approved in recent years. Once developed they will provide an even stronger customer base for local retailers.

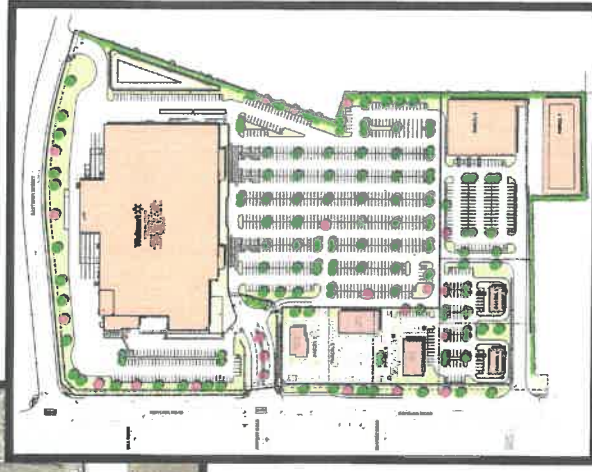
Barstow offers numerous excellent retail development opportunities in existing centers, stand-alone stores, the historic downtown or the aforementioned newly approved regional shopping centers. Low fees and a streamlined project approval process further enhance the prospects of locating in Barstow.

For more information regarding opportunities in Barstow, contact the Economic Development & Planning Team at 760.256.3531 or by email at econdev@barstowca.org. Please visit our website at: [www.barstowca.org](http://www.barstowca.org).



## Retail Land Available for Development off Interstate 15:

- 1.3 to 30+ acre parcels available for prime retail/commercial development
- Outstanding location for restaurants, hotels and a new outlet center
- Over 2,200 feet of freeway frontage
- Adjacent to high volume traveler-serving businesses



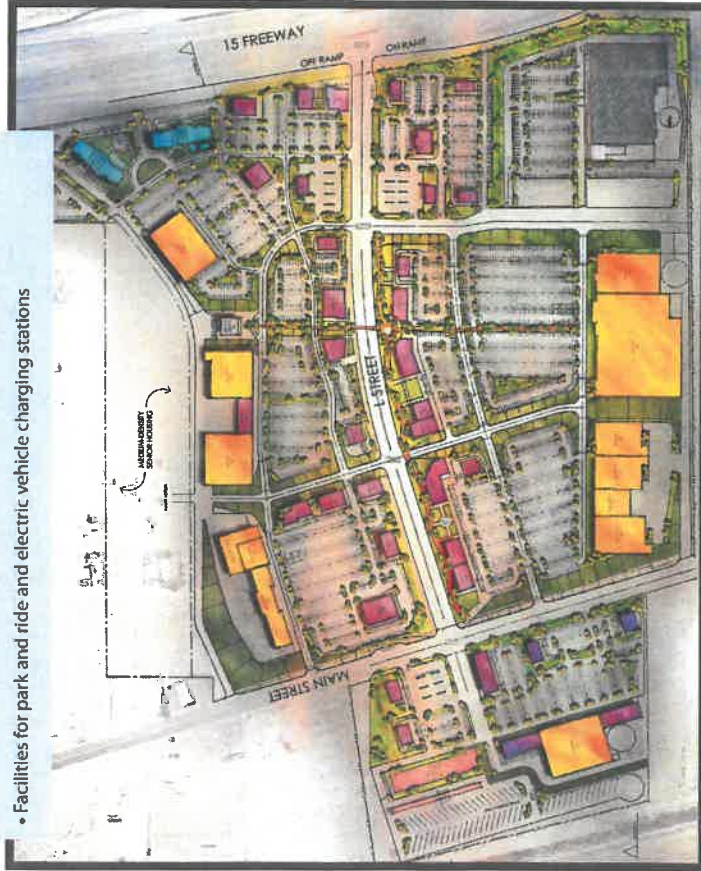
## Center on Main

- 200,000 s.f. Walmart Supercenter
- 30,000 s.f. retail, 14,550 s.f. drug store
- 5,100 s.f. bank, 5,600 s.f. restaurant

# City of Barstow

## The Spanish Trail Specific Plan

- Located between Interstate 15 and the BNSF rail yard; flanked by K and N Streets
- Draws upon the cultural and historical heritage of Barstow
- Near the confluence of Interstates 15 and 40
- Mixed-use commercial center serving both local residents and travelers
- Broad range of commercial, retail, entertainment, and residential uses
- Includes lodging, big-box retail, and community-serving retail enterprises
- Facilities for park and ride and electric vehicle charging stations



# City of Hesperia

Hesperia, located in California's Inland Empire, is a retail goldmine with 17 miles of I-15 frontage and daily traffic counts totaling 202,000. Hesperia's trade area at I-15 and Main Street has a population of 302,860 with average incomes of \$63,569 and over \$2.57 billion in trade potential. A variety of new developments includes two large shopping centers near Interstate 15 and Main Street. A 180,000 s.f. Super Target anchors Phase I of High Desert Gateway located on the west side of the freeway and construction for Phase II is underway. On the east side, a 195,300 s.f. Walmart Supercenter anchors The Marketplace on Main, with a 10,000 s.f. Petco and 21,000 s.f. of fast-casual restaurants and shops. Both centers have space available for an array of retail businesses and restaurants, and are seeking tenants.



In the last few years over 900,000 s.f. of retail, restaurants and hospitality have opened in Hesperia, representing some of the nation's leading companies. These include Golden Corral, Courtyard by Marriott, Orchard Supply Hardware, Marshalls, Pier 1 Imports, Tractor Supply Co., Petco and many more. These companies and others recognized the business advantage Hesperia offers when they made the decision to locate here, many of them seeing Hesperia's 14 miles of commercially-zoned Main Street frontage as strategic sites for retail and eateries.

Sleep Train, Country Kitchen, Picology, Firehouse Subs, Daniel's Jewelers, and Yogurtland recently opened along this retail corridor. In 2017 Jimmy John's Gourmet Sandwiches, Fatburger, Famous Footwear, Leslie's Pool Supplies, Planet Fitness and Aldi, will join them.



Hesperia is a pro-business community eager to welcome prospective developers, retailers and new business owners, arming them with scores of research and market data for decision-support, and incisive conclusions about what the numbers really mean. However it doesn't end there; with a commitment to stellar service, a dedicated team of experts from City departments will guide retailers through every step of the planning and development process. Wielding a toolbox that includes a huge selection of prime sites; a City Council committed to commerce; and a wide range of incentive and assistance tools; the City's team will remain your strategic partner, making your transition here expedient, affordable, productive and profitable.

Locate here for unmatched market opportunity plus unparalleled service and support. Quite simply, Hesperia works for business. Let us show you how—contact Economic Development Manager Rod Yahnke, EDPP via email at [econdev@cityofhesperia.us](mailto:econdev@cityofhesperia.us) or visit [www.cityofhesperia.us/econdev](http://www.cityofhesperia.us/econdev).

# City of Hesperia

## The Marketplace on Main

- 195,300 s.f. Walmart Supercenter
- Available; Lot 1 ±.75 acres; Lot 2 ±1.12 acres; Lot 3 ±0.86 acres; Lot 7 ±0.97 acres
- 5-mile population 116,889; AHH income: \$66,497



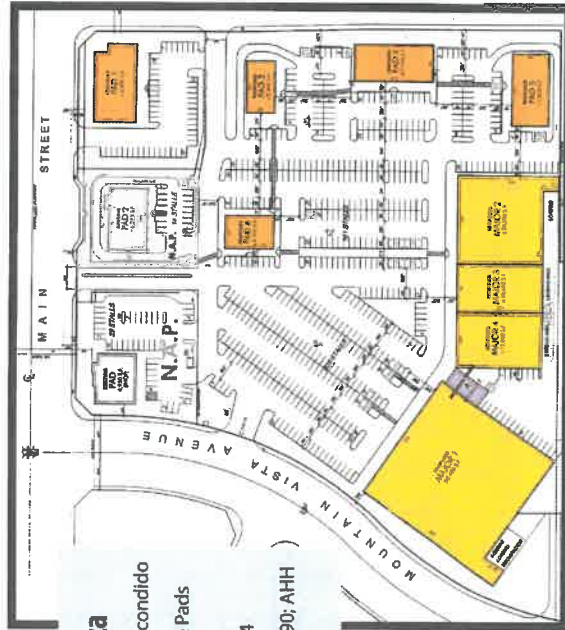
## Civic Plaza (Downtown)

- 12-screen Civic Plaza Theater and City Hall
- Police HQ, County offices, and Hesperia Library
- 5-mile population 134,761; AHH income: \$61,875
- City-owned properties available; 3-mile daytime population 47,000



## Mountain Vista Plaza

- 122,600 s.f. at Main and Escondido
- Majors 96,900 s.f.; Shops & Pads 25,700 s.f.
- Daily Traffic Counts: 42,274
- 10-mile population 299,790; AHH income: \$64,223



## High Desert Gateway Phase I & II

- Phase 1: Super Target, Marshalls, Pier 1 Imports, Golden Corral, Famous Footwear, Planet Fitness
- 10-mile population 284,120; AHH income: \$63,316
- Phase 2: Under construction: Jimmy John's, Fatburger, Starbucks



# City of Victorville

The City of Victorville has experienced tremendous growth in the past decade and currently has a population of 139,476 residents. Victorville is located along the Interstate 15 corridor between Los Angeles and Las Vegas in the High Desert region of Southern California. The city has transformed into a retail destination because of its central location and proximity to over 400,000 people within a 30 minute drive.



Victorville continues to be a target area for retail looking to expand into the region. In early 2017, Cracker Barrel Old Country Store submitted plans to build and operate its first California location. The southern-themed restaurant and gift shop will become the newest expansion to Victorville's growing Restaurant Row. BJ's Restaurant and Brewhouse opened its first Victor Valley store in 2016. With immediate frontage to over 98,000 daily vehicles along Interstate 15, Victorville's Restaurant Row includes BJ's as well as Pancho Villa's, Panera Bread, Chili's and Original Roadhouse Grill to name a few.

Victorville has seen several major retail centers expand in 2016. The Mall of Victor Valley, Victorville's largest retail center, completed several upgrades including the addition of Macy's, Dick's Sporting Goods and JCPenney. The Desert Plazas, anchored by Home Depot, opened a new Krispy Kreme Doughnuts, neighboring other tenants such as Dickey's Barbecue Pit, In-N-Out Burger, Winco Foods and Wells Fargo. Upon full build-out, the center will include over 800,000 square feet with several pads being available for lease. The Dunia Plaza has been expanded and in 2015, Michael's and Staples moved into new buildings along with existing tenants Kohls and Lowes.



For more information about retail development, visit our website at [www.victorvillecity.com](http://www.victorvillecity.com) or contact the Economic Development Division at 760.955.5032.

**Mall of Victor Valley**

- 576,000 total s.f. and over 6 million shoppers per year
- Six anchors including Macy's, JCPenney, Sears, Barnes and Noble, Cinemark and Dick's Sporting Goods
- Recently completed renovation with interior and exterior upgrades

**The Desert Plazas**

- Over 800,000 s.f. of retail, hotel and restaurant space
- Multiple pads available including big box, mid box, shop and restaurants pads
- Krispy Kreme Doughnuts opened in December 2016
- Other tenants include Dickey's Barbecue Pit and In-N-Out Burger

# City of Victorville

## Dunia Plaza/ Restaurant Row

- Cracker Barrel's first store in California
- BJ's Brewhouse opened a 7,525 s.f. restaurant in Feb 2016
- Center includes Walmart, Kohl's, Lowes, Staples and Michaels



## The Crossroads at 395

- Center opened in 2014 and includes 240,000 s.f.
- Two pads available including a drive thru and a multi-tenant pad
- Current tenants include Walmart, Walgreens, AutoZone, Panda Express, GNC and Sally Beauty Supply







# RESTAURANT



City of Adelanto | economicdevelopment@ciadelanto.ca.us | 760.246.2300 x.3063 | www.ciadelanto.ca.us  
Town of Apple Valley | select@applevalley.org | 760.240.7915 | www.selectapplevalley.com  
City of Barstow | econdev@barstowca.org | 760.256.3531 | www.barstowca.org  
City of Hesperia | econdev@cityofhesperia.us | 760.947.1909 | www.cityofhesperia.us/econdev  
City of Victorville | opportunities@victorvillecity.com | 760.955.5032 | www.victorvillecity.com

**[www.opportunityhighdesert.com](http://www.opportunityhighdesert.com)**