

MARKET UPDATE

Government Programs and Lower Prices Generate Sales Activity

The consensus in the commercial real estate industry is that the market is beginning to rebound. Over the past 90-120 days there has been a significant uptick in activity both in terms of active prospects in the market as well as properties going under contract for sale. Well-capitalized companies view this as an opportune time to lock into lower lease rates or to purchase a property and to benefit from today's lower property values.

Many buyers are also taking advantage of government stimulus programs such as the Small Business Administration (SBA) 504 loan program. The SBA 504 program features several benefits including:

- Down payments as low as 10%
- Low interest rates fixed for 10-20 years
- With the stimulus package SBA fees are temporarily eliminated
- Increased project limits up to \$5 million
- Bank's exposure is limited to 50% loan-to-value, making it easier to finance

There are good deals to be had out there and many companies do not want to miss the opportunity to capitalize on them. We have partnerships with multiple lending partners to help our clients obtain financing. For additional information on financing programs in today's market please contact us and we will direct you

SERVICES:

- Local & National Coverage
- Brokerage Services
- Corporate Services
- Construction
- Property Management
- Investments
- Project Management
- Distressed Property Services
- Auction

to a lending source to suit your specific needs.

Entre's Distressed Property Services Group Assists Sellers and Lenders

Entre Commercial Realty provides Distressed Property Services to building owners, banks/financial institutions and special servicers in the office and industrial property class throughout metro Chicago. Our process is tailored to each property and is streamlined to offer the highest efficiency. Teaming with our clients, we manage a six-step process to maximize success. These steps are:

- Step 1 - Initiate a detailed legal review
- Step 2 - Obtain detailed information about the property
- Step 3 - Evaluate financial criteria and borrower's quality, focus and value
- Step 4 - Develop alternative plans
- Step 5 - Provide detailed market information and due diligence
- Step 6 - Implement selected program without delay!



We offer the following services:

- Sale/Lease & Property Disposition
- Bonded Court Appointed Receivership
- Maintenance/Construction
- Asset/Property Management
- Broker Opinion of Value
- Legal Coordination
- Auctions

Our extensive experience and in-house capabilities allow us to quickly take control of a property and reposition it in the marketplace in order to minimize the vacancy risk and maximize returns.

Iris Construction Completes Several Projects

Iris Construction Services, LLC has recently completed several projects for us and for our clients. Some of these projects include:

- 2,000 SF new office buildout and upgrades to a 30,000 SF warehouse in Waukegan for a fence company
- 9,000 SF office/warehouse buildout in Schaumburg for a non-profit organization
- 34,000 SF office/warehouse refurbishment in Cary for a vacant building to make market ready

Iris Construction Services, LLC is a full-service commercial construction and maintenance services company. Iris specializes in small to mid-sized general contracting work focusing on industrial warehouse and office buildouts. Additional information can be found at www.iris-construction.com.



For additional information or a quote on your next construction or maintenance project, contact David R. Smith, General Manager at (847) 778-3486 or via e-mail at dsmith@iris-construction.com.

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Contact us for a no obligation assessment of your company's real estate alternatives.

Recent Transactions



300 Exchange Drive, Crystal Lake

- 61,000 Square Feet
- 5-Year Lease to Cardinal Packaging Products
- Entre Commercial Realty represented the tenant
- Deal Completed in February 2010.



601 Corporate Woods, Vernon Hills

- 46,000 Square Feet
- 10-Year Lease to Probat Burns (Relocation from Memphis, TN)
- Entre Commercial Realty Represented the Tenant
- Deal Completed in February 2010



1000 Corporate Grove, Buffalo Grove

- 30,000 Square Feet
- Sale to Private Investor (Sale/Leaseback)
- Entre Commercial Realty Represented the Seller and was Sole Broker in Transaction
- Deal Completed in November 2009



705 Wheeling Road, Mount Prospect

- 15,000 Square Feet
- 15-year Lease to U.S. Social Security Administration
- Entre Commercial Realty Represented the Landlord
- Deal Completed in January 2010



1550 Todd Farm Drive, Elgin

- 15,000 Square Feet
- 7-Year Lease to Parkside Imaging Ltd.
- Entre Commercial Realty Represented the Landlord and was Sole Broker in the Transaction
- Deal Completed in January 2010

Available Properties

185 Detroit Street, Cary, IL*

- 33,705 SF Building
- Up to 6 acres of extra Land for Outside Storage, Extra Parking, or Building Expansion
- Fully Air Conditioned
- Well-Distributed Power
- Asking Price: ~~\$1,900,000~~ \$1,550,000
- Lease Rate: \$4.95 PSF Gross



1215 Henri Drive, Wauconda

- 15,405 SF Available
- 3 Exterior Truck Docks
- 6,000 SF Bonus Storage Mezzanine (Can Be Removed)
- 30 Car Parking
- 18' Clear Ceilings
- Lease Rate: \$7.25 PSF Gross



27781 Concrete Drive, Lakemoor*

- 44,500 SF Building (Divisible to 22,250 SF)
- Heavy power - 2800 amps @ 480 volts
- High Ceilings (25' - 28' Clear)
- 62.5' Column Spacing (62.5' x 30')
- Asking Price: Subject To Offer
- Lease Rate: \$5.95 PSF Gross



1125-1135 Alexander Court, Cary

- 50,050 SF Building For Sale with Rental Income in Place on 20,000 SF
- 29,765 Square Feet Available For Lease
- 24' Clear Ceilings
- Custom Office Build-Out Available
- Asking Price: \$2,950,000 (\$59 PSF)
- Lease Rate: \$4.95 PSF Net



187 Stanley and 160 Martin, Elk Grove Village

- Units of 5,000 SF, 6,200 SF and 10,000 SF Available
- Brand New Office Buildouts
- Immediate Occupancy
- Ample Parking
- Extremely Functional Space with Private Exterior Dock and Drive-In Door Per Unit
- Asking Rate: \$7.50 PSF Gross



* Indicates a property in which members of this firm have an ownership interest.

All information contained herein is from sources deemed reliable and is submitted subject to errors, omissions and to change of price or terms without notice.

Featured Property

710 E. State Parkway, Schaumburg, IL*

- 10,000 - 33,900 SF Available
- Part of a 67,817 SF Two-Tenant Building (50% Leased)
- **Up to 150 Car Parking Potentially Available**
- 1,200 SF of Office Space
- 22' Clear Ceiling Height
- Lease Rate: \$5.95 PSF Gross

\$2.95 PSF Gross in Year 1**



** \$2.95 PSF Gross Applies to First Year of 3+ Year "As-Is" Lease on 33,900 SF

Entre Commercial Realty LLC / TCN Worldwide

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ENTREPRENEURS IN CORPORATE REAL ESTATE

www.entrecommercial.com



Spring/Summer 2010

Market Update

New Listing

1225 Karl Court, Wauconda



- 55,000 SF Building
- First Class Corporate Image
- 30' Clear Ceilings; ESFR Sprinklers
- 6 Exterior Truck Docks
- Asking Price: \$3,300,000 (\$60 PSF)
- Lease Rate: \$5.50 PSF Net