

Podolsky|Circle had provided leasing, property management and asset management functions for O'Hare International Industrial Plaza, LLC (OHIP, LLC) for nearly 30 years. In 2006, as Podolsky|Circle was preparing to bring O'Hare Industrial Portfolio Sale 1 — a 13-building industrial portfolio — to market, they encouraged OHIP, LLC to include their 9 buildings in the package. At the time, OHIP, LLC was not prepared to sell their real estate portfolio.

After realizing that Podolsky|Circle had correctly predicted the timing of the market and was achieving historically high values for 30+ year old real estate, OHIP, LLC directed Podolsky|Circle to take their portfolio to the market immediately.

Podolsky|Circle seamlessly integrated this portfolio into O'Hare Industrial Portfolio Sale 1, bringing the total package to 23 buildings, or nearly 2,000,000 square feet. Further economies of scale were realized by adding O'Hare Industrial Portfolio Sale 2 to the master real estate contract, ultimately significantly reducing transactional costs.

When the sale to KTR Capital Partners closed in April 2007, OHIP, LLC realized significant profit, exceeding their original pricing expectations. Post-closing, KTR Capital engaged Podolsky|Circle to continue leasing and managing the portfolio due to their understanding of and integral role in the buildings' history and operation and their in-depth local market knowledge.

KEY ACCOMPLISHMENTS

- Performed property and asset management for the client for nearly 30 years.
- Advised client that the timing was ideal for selling their portfolio.
- Integrated this portfolio into a larger portfolio sale, significantly reducing transaction costs by adding the second sale to the master contract.
- Realized significant profit and exceeded the client's pricing expectations.

500,000 SF PORTFOLIO SALE



Metropolitan Chicago, IL

CLIENT

O'Hare International Industrial Plaza, LLC (OHIP, LLC)

SERVICES PROVIDED

- Disposition

PROJECT PERSONNEL

- Randy D. Podolsky, SIOR
Managing Principal
- Adam J. Tarantur
Principal

TERM

JANUARY 2007 - APRIL 2007