

RECENT TRANSACTIONS

<p>Client: First Industrial Realty Trust Transaction type: Landlord representation Size: 150,000 SF Location: 18212 Shawley Drive, Hagerstown, MD</p>	<p>Client: Embarq Logistics, Inc. Transaction Type: User Sale Size: 190,080 sf Location: Dayton, NJ</p>
<p>Client: FedEx Ground Transaction type: Landlord Representation and Tenant Representation Size: 61,444 SF Location: Winchester, VA</p>	<p>Client: Community Distributors, Inc. Transaction Type: Lease Expansion Size: 229,352 sf Location: Somerset, NJ</p>
<p>Client: Iron Mountain Information Management Transaction type: Tenant representation Size: 120,000 SF Location: 4451 Georgia Pacific Boulevard, Frederick, MD</p>	<p>Client: Nexis Distribution Transaction Type: Long Term Lease Size: 497,000 sf Location: Allentown, PA</p>

www.gemidatlanticindustrial.com

OUR STRENGTH	<ul style="list-style-type: none"> • Industrial real estate teams with local, regional and national expertise • Proven track record • Leading research providing clients with superior market knowledge • Extensive experience handling leases, build-to-suits and acquisitions/dispositions
CLIENT VALUE	<ul style="list-style-type: none"> • Financial analysis: Lease vs. Lease, Lease vs. Sale, Sale vs. Sale, Sale vs. Leaseback • Project and construction management • Strategic planning • Mapping and demographics • In-house marketing/advertising professionals • Technologically advanced market research capabilities • Single point of contact
RESULT	<p>Grubb & Ellis provides a single point of contact for clients, helping them address real estate issues seamlessly with transaction, consulting, project/construction management, and facility and property management solutions. The industrial advisors at Grubb & Ellis are on the cutting edge of marketing, research and technology, providing an innovative “continuum” of multi-level solutions for businesses and investors throughout the Mid-Atlantic region and the world.</p>

**Grubb & Ellis Expertise
in Industrial Product
Types Including:**

- ◆ Warehouse/Distribution
- ◆ General Industrial/Manufacturing
- ◆ R&D/Flex/Life Sciences

MARKET COVERAGE

MID-ATLANTIC INDUSTRIAL SERVICES GROUP COVERAGE



Massachusetts

Boston

617.772.7200

Connecticut

Stamford

203.406.9899

New York

New York

212.759.9700

Long Island

631.427.1400

New Jersey

Fairfield

973.486.2500

Edison

732.225.0433

Marlton

856.866.1414

Pennsylvania

Philadelphia

215.561.8300

King of Prussia

610.337.1010

Pittsburgh

412.281.0100

Delaware

Wilmington

302.888.4500

Maryland

Baltimore

410.625.1980

Bethesda

301.530.8200

District of Columbia

Washington

202.312.5400

Virginia

Tysons Corner

703.448.2000

Richmond

804.788.1000