

THE DAKOTAS | ILLINOIS | INDIANA | IOWA | KANSAS | KENTUCKY | MICHIGAN | MINNESOTA | MISSOURI | NEBRASKA | OHIO | TENNESSEE | WISCONSIN

midwest
REAL ESTATE NEWS®

2012
BEST OF THE BEST



midwest

REAL ESTATE NEWS®

2012 Best of the Best — May/June 2013 Issue

To ensure the accuracy of information provided, please type or legibly print the proper information in the space provided or use additional sheets to complete the survey, **this form is INTERACTIVE**, please fill out, save to your desktop and email form back to us. The survey is based on Midwest numbers only. Surveys that include numbers from projects and transactions outside the Midwest will be omitted from publication.

Questions regarding the survey may be directed to Mark Menzies at 312.644.4610 • menzies@rejournal.com.

Completed surveys may be faxed to 312.644.5074 or emailed to dewolf@rejournal.com.

NO FORMS WILL BE ACCEPTED AFTER APRIL 12TH

Firm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

Website: _____ Email: _____

Executive: _____ Title: _____

Executive: _____ Title: _____

Marketing Manager: _____ Email: _____

List the locations (city & state) of your company's MIDWEST offices:

WE SERVE: Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Tennessee and Wisconsin

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Your signature below certifies that the information provided is correct. Any portion of this survey may be published in a future issue of *Midwest Real Estate News*®. ALL SURVEYS MUST BE SIGNED IN ORDER TO BE PUBLISHED.

PLEASE RUN OUR LOGO FOR \$500 (CHECK BOX) Email your logo to dewolf@rejournal.com

Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Construction Survey

Company Name: _____

* What was the total construction revenue of projects performed in the Midwest in 2012? (Company's ranked according to this dollar amount) \$

Give the square footage of projects performed for each category:

Office: _____ square feet
Industrial: _____ square feet
Retail: _____ square feet
Multifamily: _____ square feet
Senior Housing: _____ square feet
Hotel: _____ square feet
Other: _____ square feet

}

List the three largest or most important MIDWEST projects in 2012:

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

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Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Direct Lender Survey

Company Name: _____

* What was the total dollar amount your company financed in 2012 for MIDWEST projects? Include **only** deals closed in 2012. (Companies ranked according to this dollar amount.)

\$

What is your company's lending goal for 2013?

\$

List the three largest or most important MIDWEST projects your company financed in 2012. Include **only** projects for which deals were closed in 2012.

Project Name: _____ City: _____ State: _____

Amount Financed: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Amount Financed: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Amount Financed: _____ Property Type: _____

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Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Financial Intermediary Survey

Company Name: _____

* What was the total dollar amount your company arranged in 2012 for financing MIDWEST projects? Include **only** deals closed in 2012. (Companies ranked according to this dollar amount.)

\$

A financial intermediary is defined as the "middleman." This category includes mortgage bankers, mortgage brokers and any other financial firms that arrange or facilitate transactions, but which are not direct lenders.

What is your company's lending goal for 2013?

\$

List the three largest or most important MIDWEST projects your company arranged funds for in 2012. Include **only** projects for which deals were closed in 2012.

Project Name: _____ City: _____ State: _____

Amount Financed: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Amount Financed: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Amount Financed: _____ Property Type: _____

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Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Broker Survey

Company Name: _____

What was the total value of MIDWEST leases
your company organized in 2012?

\$ _____

+

What were the total MIDWEST investment
sales your company organized in 2012?

\$ _____

=

* Total dollar amount of both leases and investment sales:
(Companies ranked according to this dollar amount.)

\$ _____

Give the square footage of projects brokered for each category:

Office: _____ square feet

Industrial: _____ square feet

Retail: _____ square feet

Multifamily: _____ square feet

Senior Housing: _____ square feet

Hotel: _____ square feet

Other: _____ square feet



Total Square Footage

Total Number of Leases

List the three largest or most important MIDWEST projects your company organized in 2012:

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

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Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Owner Survey

Company Name: _____

What was your company's Total Square Footage in its MIDWEST portfolio as of Dec. 31, 2012?
(Companies ranked according to total square footage.)

Office: _____ square feet

Industrial: _____ square feet

Retail: _____ square feet

Multifamily: _____ square feet

Senior Housing: _____ square feet

Hotel: _____ square feet

Other: _____ square feet



Total Square Footage *

List the three largest or most important MIDWEST projects your company owned in 2012:

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

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Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Property Management Survey

Company Name: _____

What was the total square footage your company had under management in the MIDWEST as of Dec. 31, 2011? Include both properties **owned** and **managed** for outside clients (third-party or fee-based).
(Companies ranked according to the total square footage.)

_____ square feet

How much total space did you company have in its MIDWEST portfolio as of Dec. 31, 2012?
(Companies ranked according to total square footage.)

↑
Numbers
should
equal
each
other.
↓

Office: _____ square feet

Industrial: _____ square feet

Retail: _____ square feet

Multifamily: _____ square feet

Senior Housing: _____ square feet

Hotel: _____ square feet

Other: _____ square feet



_____ Total Square Footage *

List the three largest or most important MIDWEST projects your company owned or managed in 2012:

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

Project Name: _____ City: _____ State: _____

Square Feet: _____ Property Type: _____

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Signature: _____ E-mail: _____

Billing Address: _____

Print Name: _____ Date: _____

Top Real Estate Law Firms

Firm Name: _____

Real Estate Practice Chair: _____

How many attorneys are in your Midwest Real Estate Practice Group? _____

* How many Midwest Real Estate Transactions did your firm complete in 2012? _____
(Law firms ranked according to the total transaction dollar volume in 2012.)

What was your 2012 Transaction dollar Volume? _____

\$1 - \$5 million _____

\$5 - \$14 million _____

\$15 million or above _____

Areas of Real Estate Practice:

- | | | |
|--|--|--|
| <input type="checkbox"/> Litigation/Bankruptcy | <input type="checkbox"/> Transactional | <input type="checkbox"/> Environmental |
| <input type="checkbox"/> Tax Structuring | <input type="checkbox"/> Construction | <input type="checkbox"/> Finance/Debt/Equity |
| <input type="checkbox"/> Leasing | <input type="checkbox"/> Development | <input type="checkbox"/> Acquisitions and Dispositions |
| <input type="checkbox"/> Green Energy/Sustainability | | |

Areas of transactions:

- | | | |
|-------------------------------------|---|---|
| <input type="checkbox"/> Commercial | <input type="checkbox"/> Industrial | <input type="checkbox"/> Shopping Centers |
| <input type="checkbox"/> Land | <input type="checkbox"/> Office Buildings | <input type="checkbox"/> Multifamily |
| <input type="checkbox"/> Healthcare | <input type="checkbox"/> Senior Housing | |

States of completed transactions:

- | | | |
|-----------------------------------|-----------------------------------|---|
| <input type="checkbox"/> Illinois | <input type="checkbox"/> Indiana | <input type="checkbox"/> Iowa |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> Michigan | <input type="checkbox"/> Minnesota |
| <input type="checkbox"/> Missouri | <input type="checkbox"/> Nebraska | <input type="checkbox"/> North/South Dakota |
| <input type="checkbox"/> Ohio | <input type="checkbox"/> Kentucky | <input type="checkbox"/> Wisconsin |

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