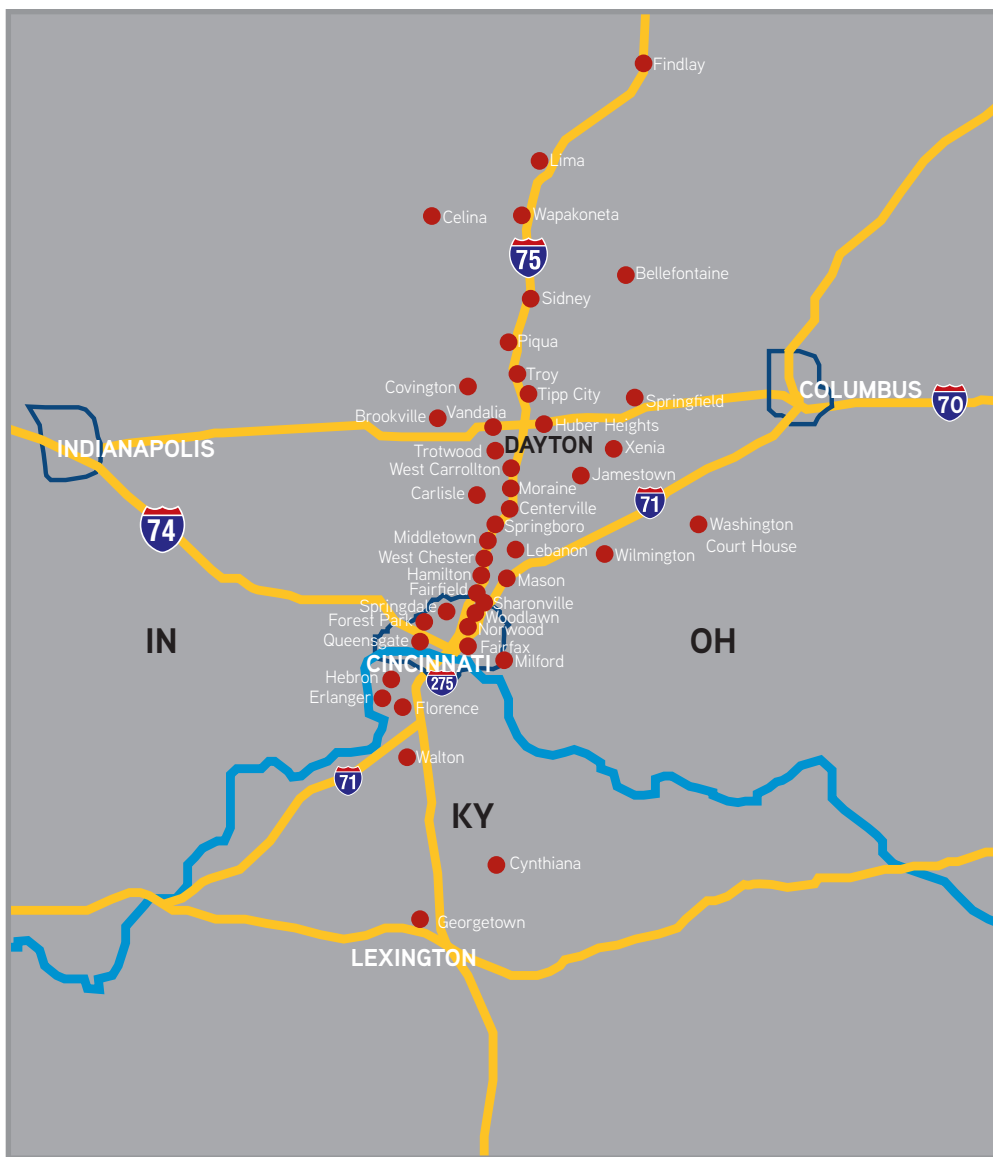


Norm Khoury and Drew Wall specialize in creating innovative advantages for their clients and their real estate needs. They are seasoned professionals with more than 35 years of industrial commercial property experience. Whether they are working on marketing a property for lease or sale or helping their clients find a space to meet their needs, Norm and Drew believe that each client deserves the very best.



THE INNOVATIVE ADVANTAGE

- > Over 35 years of experience advising owners and occupiers of industrial properties in Greater Cincinnati, Northern Kentucky and Dayton
- > A strong network of contacts in rural second tier cities along the I-75 Corridor in Ohio and Kentucky
- > A majority of completed transactions include warehouse/distribution and manufacturing facilities of more than 100,000 SF
- > More than 300 transactions totaling more than 34 million SF and valued at over \$430 million completed to date
- > Ongoing B.O.D. involvement with SIOR (Society of Office & Industrial Realtors) an educational international association of 3,000 brokers, developers & investors
- > Leadership role in CSCMP (Council of Supply Chain Management Professionals)



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WHY COLLIERS INTERNATIONAL?

Colliers International is a leader in global real estate services, defined by our spirit of enterprise. Through a culture of service excellence and a shared sense of initiative, we integrate the resources of real estate specialists worldwide to accelerate the success of our partners.

VALUED PAST & PRESENT CLIENTS INCLUDE:

- > Alcoa
- > Bently Worldwide
- > Campbell Soup Company
- > CINTAS
- > Clopay
- > Dap
- > DCS Logistics
- > Delphi Automotive
- > Energizer
- > Evenflo
- > Faurecia
- > First Highland
- > First Industrial Realty
- > Gap
- > General Motors
- > Henkle Schuler
- > Huffy
- > Intelligrated
- > IDI
- > ITW
- > LeSaint Logistics
- > MeadWestVaco
- > Nabisco
- > Nestle
- > Opus
- > Rittal
- > Schneider Electric
- > Stag Capital
- > VanTrust
- > WP Carey

In addition to standard transaction services of Buyer/Seller-Representative or Tenant/Landlord Representative, we offer the following services:

- > Lease Administration
- > Real Estate Tax Appeals
- > Occupancy Costs Reductions Program
- > REO Portfolio Management and Disposition
- > Lease Buyouts
- > Broker Opinion of Value
- > Consolidation Strategies
- > Space Optimization Study
- > Lease Renegotiation and Reduction
- > Lease Audit-Escalations Review

KEY TRANSACTIONS INCLUDE:

- Sale of 1,200,000 SF former Delphi - Dayton, OH
- Sale of a 1,200,000 million SF former GM facility - Fairfield, OH
- Lease of 1,000,000 SF to GAP - Hebron, KY
- Sale of 675,000 SF to Kroger - Independence, KY
- Sale of 600,000 SF former Ford - Cincinnati, OH
- Sale of a 588,000 SF distribution center in Fostoria, OH
- Sale of 555,000 SF for former Delphi - Dayton, OH
- Lease of 525,000 SF to Warner Ladder - Erlanger, KY
- Lease of 427,000 SF to Dell - West Chester, OH
- Sale of a 423,000 SF plant for LTV Steel - Piqua, OH
- Lease of 275,000 SF to UPS - Erlanger, KY
- Lease of 264,000 SF to Wayfair - Hebron, KY
- Sale of 80,000 SF + 234,000 SF for Worthington Steel - Middletown, OH
- Lease of 80,000 SF for Energizer in Sidney, OH
- Lease of 80,000 SF to Intelligrated - West Chester, OH
- Sale of 125 acres to Penn Gaming - Dayton, OH
- Sale of 192 acres to Nestle - Batavia, Ohio
- Sale of 77 acres to Henkle Schuler - Monroe, Ohio
- Lease of 250,000 SF for OPUS to Cintas - Monroe, Ohio



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