



The Indiana Real Estate Professional

IU Victory in Indiana NAIOP Challenge



From left: Doug Swain, Vice President, The Opus Group; Ken Martin, Director, HFF; winning team members, Ernest Xi, Troy Shiley, Courtney Sporleder; and Chris Wilkes, Senior Vice President, Holladay Properties.

On Friday, April 15th teams from Ball State University, Indiana State University, and Indiana University competed for the Wally F. Holladay Entrepreneurial Excellence Award and a \$5,000 Scholarship provided by the Opus Foundation in the NAIOP University Challenge, hosted by the Indiana Chapter of NAIOP.

Teams were asked to propose a development plan for the city owned IPS Bus Garage and the former Coca-Cola bottling plant located at the north end of Mass Ave.

The IU team, made up of Troy Shiley, Courtney Sporleder, and Ernest Xi, won the competition with their proposal for *Block 65*, a mixed use development including modern office, luxury apartments, affordable senior housing, and ground floor retail.

Judges for the case were Justin Brown, Sr. Investment Analyst with Buckingham Companies, Tristan Glover, Sr. VP, Zeller Realty Group, and Zach Roden, Associate Director at HFF.

The case was organized by Ken Martin, Director, HFF.

John C. Hart, Jr., and Outstanding Students Honored at IU Real Estate Alumni & Friends Dinner

John C. Hart, Jr., President, J.C. Hart Company, Inc., was presented with the Jeffrey D. Fisher Real Estate Legacy Award at the IU Real Estate Alumni & Friends Dinner on April 28th at the Conrad in Indianapolis. Over 200 IU real estate alumni, friends, and students were in attendance at this year's event, which included a networking reception followed by dinner. Timothy Baldwin, Professor, Chairperson, Management & Entrepreneurship, Kelley School of Business, spoke at the event about, "The future of business and real estate education".

The Center was proud to honor Mr. Hart with the Fisher Award. "John is an outstanding example of the competence, integrity, friendship, and generosity embodied in the IU real estate community," said Center Director, Doug McCoy. "It is my hope that the Center is doing an excellent job of executing its' mission today so there are many John Harts in the future." He was also honored with the Academy of Alumni Fellows Award at the Kelley Alumni Awards Gala on April 8th.

(continues on page 9)



2016 Jeffrey D. Fisher Real Estate Legacy Award Winner, John C. Hart, Jr., President, J.C. Hart Company, Inc., accepts his award. Jeffrey D. Fisher, Ph.D., Founder, IU Center for Real Estate Studies, and Professor Emeritus of Real Estate, Kelley School of Business, to the left.

ADVISORY BOARD MEMBER NEWS

The Center would like to acknowledge the achievements and share the news of those on our Advisory Board

CBRE Central Midwest Multifamily is expanding



CBRE Central Midwest Multifamily is a multifamily brokerage and advisory team which has transacted \$1.2B of multifamily assets since 2014 in its four-state area of Indiana, Cincinnati and Dayton Ohio, Louisville and Lexington Kentucky and the southern Michigan markets.

The team is happy to announce that Eric Nelson has joined as a Sales Assistant. Eric is responsible for supporting the team's transactions related to financial analysis and creating new opportunities in the Indiana, Kentucky and Michigan markets.

Central Midwest Multifamily is currently searching for a Financial Analyst to join the high-ranked \$3.8B+ team. Primary responsibilities include financial analysis of a wide range of multifamily asset types and participating in client/investor meetings in addition to other tasks. Resumes can be submitted to joanna.yarbrough@cbre.com.

For the summer, the team has welcomed two IU interns, Sam Antreasian and Patrick Garvin. Both are in their junior year in the Kelley School of Business and are actively involved in the IU Real Estate Club and the growing IU Commercial Real Estate Workshop led by Doug McCoy. Sam is a Finance and Real Estate major while Patrick is an Accounting and Real Estate major.

Cripe celebrates 79th year with expansion and growth

Cripe celebrates its 79th year with continued growth and a repeat 6th time honor as Best Places to Work in Indiana. Our team has recently expanded across our service lines and we are excited to welcome the following Cripe professionals: Esop McNair, Senior Architectural Design Associate, David Kuehnen, PE, Senior Project Manager, Brandon State, Surveyor, Josh Padgett, EI, Civil Design Associate and Max Wurster, Architectural Design Associate.

Josh and Max, both new grad hires and 2015 summer interns, are great examples of the success of our 360° immersion internship program. 2016 interns are team members in Architecture, Civil Engineering, Survey, Human Resources and Marketing and hail from Valparaiso, DePauw, Ball State and Purdue universities.

Equus Capital Partners acquires four new properties

During the first half of 2016, Equus Capital Partners, Ltd. ("Equus"), acquired over 870,000 square-feet in commercial property across four states. One acquisition made by Equus Investment Partnership X, L.P. ("Fund X") in March 2016 was Quadrant Willows C and E, a two-building office portfolio totaling 129,972 square-feet located in Redmond, Washington, a submarket of Seattle. Joseph I. Neverauskas, Senior Vice President of Equus, who is based out of the firm's Chicago office and is responsible for the firm's Midwest and Western U.S operations stated, "We are pleased to be back in the Seattle market as this property is in the same neighborhood as some of the nation's largest and most notable companies, including Microsoft, whose world headquarters are located in Redmond."



Erik Foster of Avison Young featured in GlobeSt.com

Erik Foster, who leads Avison Young's national industrial capital markets group, was featured recently in GlobeSt.com and other commercial real estate publications, discussing the outlook for the investment sector. He sees continued momentum heading into the second half of the year, particularly from foreign investors looking for a safe haven for investment. The low interest rate environment, stability of the industrial sector, and availability of capital continue to drive investment activity nationally and in key secondary markets.



(continued from page 2)

Gene B. Glick Company opens new luxury apartments and headquarters



The Gene B. Glick Company and PK Partners, LLC are proud to announce the opening of River North at Keystone, a mixed-use development at Keystone at the Crossing. The brand-new \$80 million project, located on a scenic lake next to the Fashion Mall, includes 530,000 square feet of office/retail space, luxury apartments and a hotel, with easy walkability to the area's top shops and restaurants.

The 196 luxury apartment residences, to be known as Quarry, consist of studio, one- and two-bedroom units, with leasing set to start in late summer 2016. They will boast lavish finishes and hotel-style amenities, such as concierge services, pool, screening room, outdoor terraces, lakeside patio, fitness/yoga studio, wine cellar and tasting room, and more.

River North will serve as Glick's new national headquarters, occupying the office building's entire second floor. It houses the company's corporate staff of approximately 100 people. Glick moved into its new headquarters on June 27. The new space includes modern finishes and design as well as two museum-quality history walls chronicling the corporate and philanthropic heritage of Glick.

"Quarry is one of our most ambitious projects in one of the city's hottest spots, offering luxurious residences with amenities similar to a five-star hotel," said David Barrett, President and CEO of the Gene B. Glick Company. "We are proud to call River North our new home."

The Gene B. Glick Company, founded in 1947, is one of the largest privately held real estate development and management firms in the country, with more than 20,000 units across 11 states.

Herman & Kittle Properties, Inc. expands portfolio

Herman & Kittle Properties, Inc. (HKP) of Indianapolis has added 3 properties, totaling 319 units, to its portfolio in the 1st and 2nd quarters of 2016. These properties are located in: Milwaukee, WI; Lancaster, KY; and Norcross, GA.

HKP's portfolio now consists of over 13,500 apartment homes in 16 states. Our growth means we have great career opportunities throughout the company. Please visit hermankittle.com/careers to see how you can grow with us!

HFF Grows nationally and locally

HFF advises, originates, structures, and places debt and equity transactions for owners and investors of every type of commercial real estate asset, regardless of size or complexity, making it a leading capital markets intermediary in the U.S. The firm completed \$76 billion in transactions in 2015 and HFF's Indianapolis office (Dave Keller '80, Ken Martin '01, and Zach Roden '06) was fortunate to be a part of those transactions. Recently, HFF has opened a new office in Phoenix to better serve clients in the Southwest region.

The Indianapolis office has added new employees and is expanding on its platform. John Merrill joined the leadership team as Co-head of the Indianapolis office. Merrill will grow and lead the Investment Sales platform to serve the regional markets. Merrill has 28 years of Commercial Real Estate experience and focuses on Office, Industrial, Medical Office, and Retail properties. In addition to John Merrill, Nelson Almond ('16) has joined as a full-time Real Estate Analyst and Troy Shiley ('17) is working this summer as a Debt Intern.

J.C. Hart Company news and awards

On May 18, 2016 J.C. Hart Company was hired by Old Town Development Group to manage their new 256-unit apartment development, Sunrise on the Monon Apartment Homes. J.C. Hart adds the upscale community to their portfolio of managed communities in the Carmel and Indianapolis, Indiana area market. The new development is part of the Sunrise on the Monon community on Westfield Boulevard just south of 99th St. With J.C. Hart's new development pipeline and 3rd party management goals they look to grow their management portfolio to more than 12,000 apartment homes by 2025. Sunrise on the Monon Apartment Homes brings J.C. Hart to 4,992 currently managed apartment units.

J.C. Hart has also entered into an agreement to partner with Manitous, L.P. to design, construct and manage a 136-unit apartment community on the Roger's Pool site in Broad Ripple, (Indianapolis) Indiana. The site is located just north of

(continues on page 4)

(continued from page 3)

(JC HART NEWS CONTINUED)



Broad Ripple Avenue on Westfield Blvd., situated next to the Monon Trail, overlooking the White River which will complement J.C. Hart's Park 66 community under construction at 66th & Ferguson in Broad Ripple.



On May 5th, J.C. Hart received recognition at the Indiana Chamber's Best Places to Work annual dinner, placing 4th in the Medium Sized Companies category (1st photo above).

On June 28th, J.C. Hart celebrated its 40th Anniversary and the Grand Opening of its newest community in Carmel, Indiana - Lakeside Apartments of Carmel - a joint venture with Atapco Group (2nd photo above).

RESOURCE Commercial Real Estate closings and team additions

The Wernke Team of RESOURCE Commercial Real Estate recently closed deals on three Indianapolis apartment communities. The sales were arranged by Michael H. Wernke, Senior Vice President, and his team: Chris Hentschel, Maria Stein and Cory Detamore. The properties included Abington Apartments, a 328-unit apartment community; Abbey Meadows, a 121-unit multifamily property; and Eastgate Terrace, which has 77 units. The Wernke Team has completed 13 sales year-to-date in 2016, with a combined value of \$51.5 million. Wernke and Hentschel are both graduates of the IU Kelley School of Business.



Michael H. Wernke, Kelley Alum



Chris Hentschel, Kelley Alum

In addition, RESOURCE recently welcomed a new broker and two staff members to its growing team. Cooper Laikin joined the firm as an associate broker in May and is currently working closely with the Industrial, Investments and Office groups, utilizing connections he has from previous positions to assist clients with their real estate needs. Adrienne Ross also joined the team at RESOURCE in June as an administrative assistant. Adrienne is a graduate of Ball State University with a degree in Psychology. Most recently, RESOURCE hired a new Research Analyst, Taylor Hackett, who is a graduate of DePauw University with a degree in Economics. He joined the Marketing & Research team in June and will prepare the company's quarterly reports as well as assist brokers with their research requests.

Rick Roethke involved with IU "Spine Sweat" Challenge and Homer Hoyt Institute

Recently Rick Roethke served as a judge for the I.U. School of Business Entrepreneurship "Spine Sweat" business plan presentations. This elite program is rated as the #1 Entrepreneurship class in the U.S. by Inc. Magazine and Bloomberg.

He also hosted one of the winners in San Diego, introducing the young man to business leaders and professionals in the field he presented.

Rick also participated as a Hoyt Fellow in the Homer Hoyt Institute, a real estate research and think tank in Palm Beach, Florida.

(continued from page 4)

Scannell Properties to develop Wilshaw Project in Speedway



Scannell Properties has formed a partnership with Loftus Robinson to develop the new Wilshaw Project set for the corner of 16th Street and Main Street in the Town of Speedway, Indiana – just across the street from the world’s greatest race track.

Wilshaw will be the northern anchor to Main Street, a \$40 million mixed-use project which includes luxury apartments, a 120-room hotel, retail and parking on the 3.4 acre site. Groundbreaking is scheduled for late 2016.

2016 record-setting year for Hunden Strategic Partners

Hunden Strategic Partners continues to grow, with 2016 shaping up to be its sixth record-setting year in terms of revenue and consulting activity. At any given time, HSP is working on nearly three dozen projects around the US and internationally. Several recent and current projects involve new facilities for NFL and college football teams, new urban arenas for Fort Wayne, Grand Junction and Racine, as well as multiple youth sports complexes. HSP continues to assist its clients develop hotels, from major convention hotels in Fort Worth to smaller convention properties, such as in Evansville (240-room Doubletree opening this fall). HSP is also pleased to advise the City of Chicago on its new \$100 million Riverwalk, as well as the first hotel on Navy Pier. The firm is working on several major urban mixed-use and destination districts in Columbus, OH; Portsmouth, VA; La Vista, NE and Fort Worth.

HSP also engaged three IU juniors this summer as interns: Derek Bratrud, Chris Block, and Leon Yap. They were highly instrumental in multiple projects and given the responsibilities of any new full-time analyst.

Terry Tallen teams with Gerrity Group

IU Center for Real Estate Studies Advisory Board Member and Holiday Bowl Championship Team Co-Captain, Terrence “Terry” Tallen has joined Gerrity Group, LLC as a Principal, announced William Gerrity, founder and managing partner of the Company that owns and operates dozens of retail properties in the western U.S. Getting off to a fast start, Mr. Tallen is redeveloping the Marin City Gateway Shopping Center in Northern California. In a series of firsts for the area, both Target and Starbucks have entered into long-term leases, with Target planning to operate its new “flexible format” stores.



Terry is the Founder of Tallen Capital Partners and related entities and is a 30-year veteran in retail real estate development and investment industry and one of Northern California’s leading retail investors and developers. He will provide strategic leadership in the redevelopment and repositioning of retail properties and the oversight and direction of portfolio leasing for all Gerrity properties. Terry is also a member of the company’s Investment Committee.

“I’m delighted that Terry is joining our Group,” said Bill Gerrity. “His expertise, talent and longstanding success as an entrepreneur and operator makes us an even stronger force in the retail investment community. Terry is also a wonderful person who is a great contributor to the culture of the company.”

“I am honored to align with the Gerrity Group and to contribute to this outstanding and well-capitalized operating platform that Bill has created,” said Terry. “We have a strong multidisciplinary team in place and in excess of \$300M of equity available for immediate investment activities. The Gerrity team blends institutional expertise and the diverse skill sets necessary to navigate the highly competitive commercial real estate investment and redevelopment environment to become the predominant retail operator and investor in the western U.S.”

Gerrity Group is a 20 year old, fully integrated, privately held retail property platform. The company acquires, leases and manages neighborhood and community retail real estate in the western U.S. In partnership with multiple institutional investors, the company currently owns 25 retail properties comprising in excess of 3.45 million square feet and is actively growing.



Real Estate Club at Indiana University

Kelley MBAA Approves MBA Real Estate Club

The Kelley MBAA recently announced the creation of the graduate program's Real Estate Club. Designed to educate members about opportunities within the industry, the Kelley MBA Real Estate Club will partner with the real estate club at the undergraduate level to further develop relationships between the Kelley School of Business and leading real estate companies. The club was founded by current president Nicolas Palazzo and is led by an experienced team with professional backgrounds in architecture, urban planning, construction engineering and project management.

The educational goals of the MBA Real Estate Club will be pursued by hosting guest speakers, supporting participation in real estate competitions, and promoting MBA involvement in the F455 Real Estate Workshop. Furthermore, the club aims to develop relationships with real estate companies that provide both internship and full-time career opportunities specifically for MBA students and graduates. Among the planned networking events with such companies is the MBA Real Estate Club Golf Tournament. Invited companies that have expressed interest in hiring MBAs include CBRE, Milhaus Development and Herman & Kittle Properties. Future networking events will include company visits as well as MBA Roundtable discussions with various real estate firms.

For more information on the Kelley MBA Real Estate Club, please contact the MBA Real Estate Club at palazzo@indiana.edu.



SPRING 2016 GUEST SPEAKERS

Todd Sears, Executive VP, Herman & Kittle Properties

Nick Anthony, EVP, CIO, Duke Realty Corporation

Ralph Shiley, Managing Director, Principal, Scannell Properties

Rebecca Wells, EVP, Capital Markets, JLL

Real Estate Club at IU Bloomington Update

The Real Estate Club at IU is grateful for the support we have received from Indiana University Alumni and the Advisory Board. As you may know, the club has a guest speaker for each meeting give a presentation to the members. We aim to have these presentations cover a broad range of topics and occupations and we want to thank all those who came down to Bloomington over the past spring semester and we appreciate the time you spent with us.

Looking back on the 2015-2016 school year, we had great success throughout the year. In the fall we had an impressive speaker line up and considerable achievements in the case competitions, which included a third place finish at Cornell. In the spring we continued growing the organization with meeting attendance sometimes exceeding 100 members. Additionally, the club sent a team to three different case competitions, which included Eisenberg, Villanova, and NAIOP. All the teams performed outstandingly and were able to win the NAIOP competition.

During the upcoming year, our organization is looking to expand upon the successes of last year. We will continue a club sponsored case competition, in hopes of involving students with the case competitions earlier in their academic careers. We are also working with the IUPUI club on creating shared events in which the two clubs network and help one

(continued from page 4)

another succeed. Lastly, with the growing size of the club, we recently implemented a club member mentorship program, which we will continue this year to bridge the knowledge and experience gap between students.

I also wanted to introduce the other members of next year's executive board:

- Vice President – Adam Haber
- Membership Director – Courtney Sporleder
- Treasurer – Howard Bick
- Alumni Relations – David Friedman
- Marketing Director – Alex Collins
- Project Manager – Matthew McCoy

Once again, the Real Estate Club at IU would like to thank the IU Center for Real Estate, in particular Professor Douglas McCoy and Ellen

Stauffer, the Center's Advisory Board, and the alumni for all of your effort, and for all of the opportunities given to the Club and its members.

-Troy Shiley, President,
Real Estate Club at IU, Bloomington



Real Estate Club students at the IU Real Estate Alumni & Friends Dinner in April.

Real Estate Club at IUPUI continuing momentum

The Real Estate Club at IUPUI is approaching its third year on campus, and with it comes a fresh executive board. The Club is happy to announce that former President, Joshua Graham, has decided to remain involved in the Club as an Alumni Advisor. We are extremely grateful to have an opportunity to be able to invite alumni back to share their experiences with our current members.

This coming year our leadership team has three major goals which will seek to provide valuable opportunities in professional development and community engagement for our members. Recruitment will be a priority to expand our membership base. It is also our hope that we will be able to further bridge the gap between the Bloomington and Indianapolis campus' to allow for meaningful connections between members. Lastly, it is our hope to further leverage our proximity to Indianapolis and its business resources. Ultimately we are seeking to increase the opportunities and

resources available to our members as well as the number of dedicated members we serve.

Club activities this semester will include site visits to local projects in Indianapolis, external networking and education presented by the Urban Land Institute, and industry speakers. In addition to our own content, the Bloomington club has extended an invitation for us to participate in their events, which we are very grateful for. We would like to invite them to participate in our events as well which can be found at www.ksbirealestateclub.org.

Lastly, we would like to thank the Center for Real Estate Studies for all of their support and coordination to makes these organizations successful.

-Hunter Leonard, President,
Real Estate Club at IU, Indianapolis

Jeffrey D. Fisher Wins Prestigious ARES Award



Professor Jeffrey D. Fisher, Ph.D., Professor Emeritus of Real Estate at the Kelley School of Business and Founder of the IU Center for Real Estate Studies, was awarded The David Ricardo Medal on April 1st by the American Real Estate Society (ARES).

The award recognizes a person who has created a significant body of published research in academic and refereed professional journals, spanning at least two

decades, that includes multiple important, influential writings in journals and/or books. This award represents the highest recognition by ARES of scholarly work in the real estate discipline for contributions to the body of real estate knowledge that are highly regarded by real estate academics, and that have been adopted and used by practitioners.

The award is only occasionally given and is their most prestigious award.

Recent past recipients include Geoffrey Turnbull, Colin Lizier, John McDonald, Donald Haurin, Dennis Capozza, and David Ling.

IU Center for Real Estate Studies Hosts Chicago Alumni Dinner

On April 8th, over 40 real estate students and Chicago area alumni attended a dinner at River Roast, hosted by the IU Center for Real Estate Studies and generously sponsored by Greendoor Capital. Many IU real estate students attended the Collegiate Real Estate Conference hosted by DePaul University earlier the same day and a team of students also competed the following day in the Harold E. Eisenberg Midwest Real Estate Challenge.

Guest speaker, Scott Goldman, Principal of Baum Revision, shared with the group, among other things, his company's history and notable projects.

The event provided an opportunity for current real estate students to network with the IU Chicago Real Estate Alumni Group.



From left: Scott Goldman, Principal, Baum Revision; Nick Kanich, Director, Capital Markets, Cushman & Wakefield; Chris Bruzas, Associate Director, Berkadia

UPCOMING EVENTS

September 16th: IU Real Estate Luncheon & Career Fair

October 14th: IU Real Estate Advisory Board Dinner

October 21st: Real Estate Club Case Competition

November 16th: Stanley E. Hunt Real Estate Development Case Competition

(ALUMNI AND FRIENDS DINNER continued from page 1)

The real estate community in Indianapolis has benefited from, “John’s pursuit of excellence in every facet of the JC Hart Company’s business operations,” according to Dave Keller, Senior Managing Director at HFF and Center Advisory Board member. “By offering top of the market apartment product and management services, JC Hart offers an excellent living experience to its residents. Similarly, J.C. Hart Company’s corporate culture makes it a top employer locally.”

J.C. Hart Company is celebrating its 40th Anniversary this year. Last year J.C. Hart added Pamela Carrington Rotto, Sr. Vice President and COO to the Executive Team and launched a “BHAG” (Big Hairy Audacious Goal) of creating enjoyable living experiences in 12,000 J.C. Hart apartment homes by the year 2025! This will be done by expanding our markets, as well as expanding our 3rd-party managed portfolio.

According to Gene Zink, Chairman & CEO, Strategic Capital Partners, and IU Center for Real Estate Studies Advisory Board member, “John Hart is one of the most respected members of the Indiana real estate community. Uncompromising ethics, a passion for quality and creativity, and a truly good human being.”

STUDENT AWARDS

Over 30 outstanding students who contributed to the IU real estate program over the 2015-2016 school year were recognized at the event. In addition, four students,



David Friedman, Joshua Graham, Nicolas Palazzo, and Ernest Xi, were presented with award plaques for exceptional leadership and service to the IU real estate program.

David Friedman took the lead as the Bloomington Real Estate Club President in the Spring 2016 semester and has been instrumental in the growth of the Commercial Real Estate Workshop by initiating a rigorous interview process for prospective members as well as proposing new ideas to take the workshop to the next level.

Joshua Graham and Nicolas Palazzo were responsible for creating and launching the IUPUI Real Estate Club and the MBA Real Estate Club, respectively. The Clubs both launched over the past year with great success.

Ernest Xi was a significant contributor to the success of multiple case competitions over the past school year, leading his teams to win first place in the NAIOP Challenge and the Stanley E. Hunt Real Estate Development Case Competition, and third place in the Cornell International Real Estate Case Competition. In addition, he was an exemplary leader as President of the Real Estate Club during the fall semester.



From left: Student Award Recipients, Ernest Xi, David Friedman, Nicolas Palazzo, and Doug McCoy, Center Director.

Recruiting Reminder:

Recruiting for internships and jobs begins in September.

Send your internships and jobs to epstauff@indiana.edu

IU Real Estate Winter Luncheon & Career Fair



time jobs. Companies included: Ambrose Property Group, Becknell Industrial, Bradley Company, Buckingham Companies, City Real Estate Advisors, Cornerstone Companies, Duke Realty, Equity Office, First Internet Bank, Herman & Kittle Properties, Marcus & Millichap, RESOURCE Commercial Real Estate, Simon Property Group, and Trinitas Ventures.

Betsy McCaw, COO, Central Indiana Corporate Partnership, speaks to the group.

The IU Real Estate Winter Luncheon & Career Fair took place on February 19th at Meridian Hills Country Club in Indianapolis. Betsy McCaw, Chief Operating Officer, Central Indiana Corporate Partnership (CICP), and President, 16 Tech Community Corporation, Inc., spoke at the event.

The 100+ attendees at the luncheon learned in detail about the history and future of 16 Tech along with the significant development opportunities that will be made available to the real estate community.

16 Tech is a “planned Innovation Community and one of the largest talent attraction, retention and development opportunities in Indianapolis’ history,” according to the 16 Tech website (16techindy.com). The community will include millions of square feet of custom space within several acres located along Indian aAvenue between 10th Street and 16th Street and adjacent to the IUPUI campus.

The luncheon also featured a real estate specific career fair for IU and IUPUI real estate students and included 18 companies hiring for internships and full



The Alumni Network hosts alumni events across the country to facilitate and coordinate networking between alumni and students with the goal of creating one of the strongest real estate alumni networks in the country.

Alumni Network growing with new coordinators in Atlanta, Denver, and New York

If you are involved in the real estate industry or know someone who is, in Atlanta, Denver, or New York, please reach out to our new coordinators to help them get their groups started.



Tom Schmitt, an Associate in KeyBank's Institutional Real Estate Group in Atlanta, will act as our new Atlanta coordinator. Tom graduated from Kelley in 2013 with a real estate degree and is looking forward to meeting more IU real estate alums in the Atlanta area.



Our new Denver coordinator is Bryon Stevenson. Bryon is an Associate with ARA, a Newmark Company focused on land brokerage for boutique urban infill development for multifamily. Bryon is originally from the suburbs of Chicago and graduated from Indiana University in 2012.



Michael Zaremski will join Deepak Hadpawat as a coordinator in New York. Michael is an Associate Director at Berkadia in their Manhattan mortgage banking office. Michael graduated from IU in 2009.

Indy IU Real Estate Alumni Afterhours Recap

The Indy IU Real Estate Alumni Network Afterhours was hosted by Open Society, which was opened in June by IU Alum Brian Baker. The event allowed recent grads to connect with many local real estate veterans and hopefully the seeds of some future deals and relationships were planted. Another great event showing the strength of the network and the support we have for fellow alumni at all stages in their career.



Chicago Alumni Network Planning Afterhours Event August 3rd

Chicago Alumni, mark your calendars for an afterhours event coming up on Wednesday, August 3rd! The event will take place at Pearl Tavern, 180 N. Upper Wacker Drive from 5:30 - 8:00 pm. There is no cost to attend and appetizers and drink tickets will be provided. We hope to see you there! Any questions, contact Nick Kanich.

Alumni Network Coordinators

INDIANAPOLIS & NATIONAL: John Holloway
jholloway@tccrocks.com

ATLANTA: Tom Schmitt -
tom_schmitt@keybank.com

BOSTON: Andrew Mahr -andrew.mahr@gmail.com

CHICAGO: Nicholas G. Kanich -
nicholas.kanich@cushwake.com

DENVER: Bryon Stevenson -
bstevenson@aranemark.com

EVANSVILLE: Christopher M. Folz -
cfolz@regencyprop.com

LOS ANGELES: James Crowder -
james.crowder@aldentorch.com

NEW YORK: Deepak Hadpawat & Michael Zaremski -
dhadpawat@simon.com
michael.zaremski@berkadia.com

PHOENIX AREA: Jim Dickson -
dickson.jad@gmail.com

SAN FRANCISCO: Jimmy Hessing -
james.hessing@prudential.com

SOUTH FLORIDA: Denyse O'Grady -
djocpa@aol.com

SOUTHWEST FLORIDA: Matthew Petra -
iualumniswfl@gmail.com

WASHINGTON, D.C. AREA: John P. Doan, -
jdoandc54@gmail.com

Join the **LinkedIn** Group
IU Center for Real Estate



Our Mission: To further the excellence of the IU Real Estate Program by supporting academic excellence, facilitating industry involvement, encouraging life-long relationships, and inspiring impactful service.

CENTER CONTACTS

Douglas M. McCoy, JD
Director
Senior Lecturer in Real Estate
domccoy@indiana.edu

Ellen Stauffer
Assistant Director
epstauff@indiana.edu

AFFILIATED FACULTY

Jeffrey D. Fisher, Ph.D.
Founder, Professor Emeritus

Victor Bongard
Lecturer in Real Estate

Kristoph Kleiner, Ph.D.
Assistant Professor of Finance

Mark M. Levin
Clinical Associate Professor
SPEA

Tom Peck
Lecturer in Real Estate

John Snell
Associate Faculty
IUPUI

Rebecca Wells
Lecturer in Real Estate

Advisory Board

Partner Level

David O. Barrett, President & CEO
Gene B. Glick Company, Inc.

Alex D. Oak, Chairman & CEO
Cripe Architects & Engineers

Director Level

Rex M. Barrett, Executive VP
Barrett and Stokely, Inc.

Bradley B. Chambers, President & CEO
Buckingham Companies

Mike Curless, Chief Investment Officer
Prologis

Mark Denien, EVP, CFO
Duke Realty Corporation

John P. Doan, Managing Principal
JPD Real Estate Investment Consultants

Jeffrey D. Fisher, Ph.D., President
Homer Hoyt Institute

Donald Haber, Managing Director
Annaly Capital Management, Inc.

Dan Hampton, Market President
Horizon Bank

Steven D. Hardin, Partner
Faegre Baker Daniels, LLP

John C. Hart, Jr., President
J.C. Hart Company, Inc.

Steven T. Holland, CRI, Vice President
OneAmerica

David B. Keller, Senior Managing Director
HFF

Loren P. King, CEO
Trinitas Ventures, LLC

Chris Kirles, Principal & President of Construction
Flaherty & Collins Properties

Jeffrey L. Kittle, President
Herman & Kittle Properties, Inc.

Wilhelm Kreuzer, Principal
Tartan Realty Group, Inc.

Michael C. Lady, MAI, SRA,
CCIM, MRICS, Mng. Dir.
Integra Realty Resources, Indianapolis

Steve LaMotte, Jr., CCIM, Sr. VP
CBRE Multi-Housing Group

W. Kent Manuel, Partner
Katz, Sapper & Miller, LLP

Douglas M. McCoy, Founder
Grant Properties

Thomas K. McGowan, President & COO
Kite Realty Group Trust

Barbara A. McKenzie, Executive Director
Principal Global Investors

J. Timothy Morris, Founder
Proprium Capital Partners, LLC

Joseph I. Neverauskas, CRE, Sr. VP
Equus Capital Partners, Ltd.

Thomas Peck, Executive VP –Real Estate
Hageman Group

Michael F. Petrie, CMB, President
PR Mortgage & Investment Corp.

Wes Podell, Senior VP, Development
PK Partners

Rick Roethke, CEO
Barrington Investment Company, LLC

Randy Scheidt, CCIM, FRICS, MAI, President
Don R. Scheidt & Co., Inc.

Ralph I. Shiley, Managing Director, Principal
Scannell Properties

Samuel F. Smith, II, Chairman, Principal
Resource Commercial Real Estate

Jeffrey S. Sporleder, CFO
REI Real Estate Services, LLC

Jeremy Stephenson, President
Milhaus Development, LLC

Stephen E. Sterrett, Exec. VP & CFO
Simon Property Group

Terrence Tallen, CEO & President
Tallen Capital Partners, LLC

Rebecca Wells, CCIM, Exec. VP, Capital Markets
Jones Lang LaSalle Americas, Inc.

Robert N. Whitacre, President
Cornerstone Companies, Inc.

Chris Yeakey, Market Leader
Cushman & Wakefield

Darrell E. (Gene) Zink, Jr., Chairman & CEO
Strategic Capital Partners, LLC

Associate Level

Aasif Bade, President
Ambrose Property Group

Richard W. Block, President
Paragon Realty, LLC

Duane Bobeck, President
Bobeck Real Estate Company

Dennis M. Dye, Principal
The Whitsett Group

Erik Foster, Principal –Capital Markets
Avison Young

Rob Hunden, President
Hunden Strategic Partners, Inc.

Wayne F. Johnson, II, MAI, RM, President
First Appraisal Group, Inc.

Charlie E. Podell, Senior VP
Duke Realty Corporation

Johannson Yap, CIO & Executive Vice President
First Industrial Realty Trust, Inc.

Contributor Level

Valerie Dye, Analyst
M3 Capital Partners

John Holloway, Director of Leasing
The Cellular Connection

Nicholas G. Kanich, Director, Capital Markets
Cushman & Wakefield

John M. Philipchuck, Assistant Vice President
Harrison Street Real Estate Capital, LLC

Justin Yap, Analyst
M3 Capital Partners