



## GlobeSt.com EXCLUSIVE: 542,000-SF Office-Warehouse Portfolio Changes Hands

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By Brian K. Miller

INDIANAPOLIS-Forester Properties of Southern California has acquired a 10-building, 542,000-sf office-warehouse portfolio here for \$13.75 million. The 80%-leased portfolio consists of three separate business parks off Interstate 465, which circles the city. The sellers were Dallas-based ITW Mortgage Investments and ITW Mortgage Investments IV Inc. The listing brokers, Bill Tourtellotte and Shawn Lubic of GMH Capital Partners, tell GlobeSt.com that Forester took just seven days to complete its due diligence and close the transaction. The short timeline was a requirement after the original buyer proceeded "very far down the road" toward closing but ultimately could not perform due to "an equity issue." "It was critical that the deal get done by year-end," Tourtellotte says. "It was a phenomenal effort by the buyer, who pulled several all-nighters to ensure that the due diligence was thorough despite the tight timeline."

The buildings are tilt-wall structures built at various times between 1974 and 1988. The portfolio has "fairly average rollover" and the in-place rents are "roughly market oriented," Tourtellotte says.

The per-sf price works out to \$25.37. Tourtellotte says the property had a substantial re-roofing program that was already under way that Forester has budgeted an additional \$2.27 per sf (\$1.5 million) to complete.

Founded by Greg Forester, Forester Properties was one of the 13 local, regional and national buyers who submitted offers but was not the second-highest offer, says Tourtellotte. "Forester was somebody with whom we had a solid working relationship, had sold other properties to and knew could perform under the extraordinary time constraints," he says. "With just seven days to work with, there was absolutely no margin for error."

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