

Tenant Representation, Leasing & Investment Brokerage



Our success is built on a thorough understanding of the real estate market, the retail industry, and the local and national economic climate. Since retail is our only focus, we understand, better than any other company, the markets that we serve.

► Tenant Representation

A majority of national and regional retailers entering or expanding in the Chicagoland market have come to rely on Mid-America's expertise. We take representation seriously, working with our clients through every aspect of successful site selections and intricate lease negotiations. Our advanced MIS capabilities enable us to respond to clients' specific needs for demographics, drive times, maps, aerials and competitive analysis.

► Retail Leasing

Our leasing professionals consistently produce exceptional results for our clients. Through a combination of positive tenant relationships, comprehensive merchandising strategies and dynamic marketing efforts, we aggressively lease our clients' properties at the highest market rates in the shortest time possible. Focusing on our clients' needs, we are involved in lease negotiations and closing transactions, site planning, anchor tenant selection, creating an optimum tenant mix and providing marketing and promotional support.

► Investment Brokerage

Mid-America's superb understanding of the shopping center business is the catalyst behind our Investment Group's tremendous success. Simply put, we go beyond the numbers and have completed more shopping center sales transactions than any other non-owner firm. Our acquisition and disposition programs are based upon the requirements of our clients, who receive individual expert advice on market analysis, comparable sale information, and financial analysis and projections.

► 1031 Exchange

Our unique network of developers, brokers and property owners, matched with our thorough understanding of 1031 requirements, allow us to work in a timely fashion so that our clients comfortably satisfy the deadlines and requirements of the 1031 Exchange process. The 1031 Exchange Group is expert in evaluating net lease properties to meet investor goals and IRC guidelines.

