

Deals of the 2004 Year

Deals of the Year, published by *The Business Courier*, presents some of the major real estate transactions that took place in the Tri-State in 2004.

Largest industrial leases

1

Port Union Distribution Center - Building A

Location: West Chester

Size of lease: 480,000 square feet

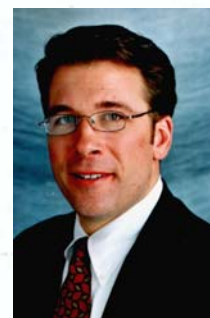
Close date: March 29

Tenant: Cornerstone Consolidated Services Corp.

Lessor: IDI Inc.

Tenant representative: Si Pitstick, Cincinnati Commercial Realtors

Landlord representative: Doug Armbruster, IDI Inc.



Si Pitstick, SIOR, CCIM

Background:

Cornerstone Brands Inc., distributor of Frontgate and other upscale catalogs, leased Port Union Building A to increase its West Chester warehouse space. The original deal had Cornerstone taking 220,000 square feet, "then they expanded and continued to expand," said Doug Armbruster, who represents the landlord, IDI Services Group, in Greater Cincinnati.

Both Armbruster and Si Pitstick, who specializes in large industrial properties for Cincinnati Commercial Realtors, see the lease deals by Cornerstone and Dell Computer as a strong sign for the northern Cincinnati market.

"There's still a lot of Class B space that needs to be absorbed by the market, but I'm cautiously optimistic about 2005," Pitstick said.

Property	Location	Square feet	Tenant
2. Park 75 at Union Centre - Bldg 1	West Chester	428,000	Dell Computer
3. World Park at Union Centre 3	West Chester	400,000	Jack of All Games
4. Parkwest International Bldg K	Hebron	330,000	United Parcel Service
5. Southpark 2	Hebron	200,000	Qualis Automotive LLC

Source: Grubb & Ellis / West Shell Commercial, Courier research

*For Your Real Estate Needs Contact
Cincinnati's Large Industrial Building Expert:*

Si Pitstick, SIOR, CCIM
Executive Vice President
Cincinnati Commercial, REALTORS®/
A Member of the Cushman & Wakefield Alliance
4901 Hunt Road, Suite 102
(513) 241-2300

sipitstick@c-c-r.com / www.c-c-r.com



CCR Cincinnati Commercial, REALTORS®

Count on Results.

An independently owned and operated member of the
CUSHMAN & WAKEFIELD
ALLIANCE