

BARBERMurphy Group

Serving Southern Illinois in Commercial, Industrial, and Investment Properties



Company Profile

- The BARBERMurphy Group, is a Commercial Real Estate Brokerage firm established in 2004 by Wayne Barber, Jr., SIOR and Paul Murphy.
- The two principals opened their own business after an already successful real estate sales career with more than 40 years combined experience in Southern Illinois.
- Both brokers were born and raised in the area and have teamed up to provide Southern Illinois with the most thorough and dynamic view of commercial real estate opportunities.
- BARBERMurphy Group currently consists of 14 Licensed Associates.

Mission Statement

- *Achieving total client satisfaction through exceptional personnel and optimized services focused on one common value - commercial real estate in Southern Illinois*

Broker Profile

Wayne Barber, Jr., SIOR – Principal

Wayne's name has become synonymous with commercial real estate in Southern Illinois. His SIOR colleagues know Wayne is the person to call when a deal is to be made in Southern Illinois. Wayne's primary focus is industrial properties and development sites. Prior to joining the Southern Illinois brokerage community, in 1988, Wayne served as Vice President of a national construction company focusing on the heavy industrial sector. He also was the longtime executive director of the Southern Illinois Builders Association representing major construction firms throughout downstate Illinois. A past president of the St. Louis Chapter of SIOR, Wayne commands the respect of colleagues and clients alike, treating both with confidence and integrity.

Organizations:

- Society of Industrial and Office Realtors (SIOR)
- St. Louis Chapter of SIOR, Past President
- St. Louis SIOR Metro Market Review, Speaker
- St. Louis SIOR Metro Market Review, Chairman
- National Association of Realtors
- Realtor Association of Southwestern Illinois
- St. Louis Association of Realtors, Commercial Division
- Greater St. Louis ALS Association, Director
- Hoyleton Children's Home Foundation, Director

Broker Profile

- **Steve Zuber, SIOR:** Associate Broker

Steve has been with the BARBERMurphy Group since the company started in 2005. He specializes in the Industrial Real Estate Market in Southern Illinois. Prior to joining the BARBERMurphy he sold industrial equipment to manufacturing facilities throughout the Midwest. His experience with manufacturing and warehousing has provided him with a strong knowledge and perspective of the industrial market in Southern Illinois. He has 20 years experience in Direct Sales and 5 years experience in commercial real estate. He is experienced in Brownfield Redevelopment Projects and has tackled some of the most difficult properties. Being a member of the Society of Industrial and Office Realtors has given Steve the resources and skill sets necessary to provide his clients with local marketing knowledge and has exposure to the global market. Please ask for Steve when you need an experienced broker with a proven track record to provide you with the most comprehensive view of the industrial real estate market in Southern Illinois.

Organization(s)

National Association of Realtors

Illinois Association of Realtors

Realtor Association of Southwestern Illinois

Society of Industrial and Office Realtors (SIOR)

Yellow-Tie International, Metro East Chapter, BAR- Industrial

Types of Real Estate Services Provided

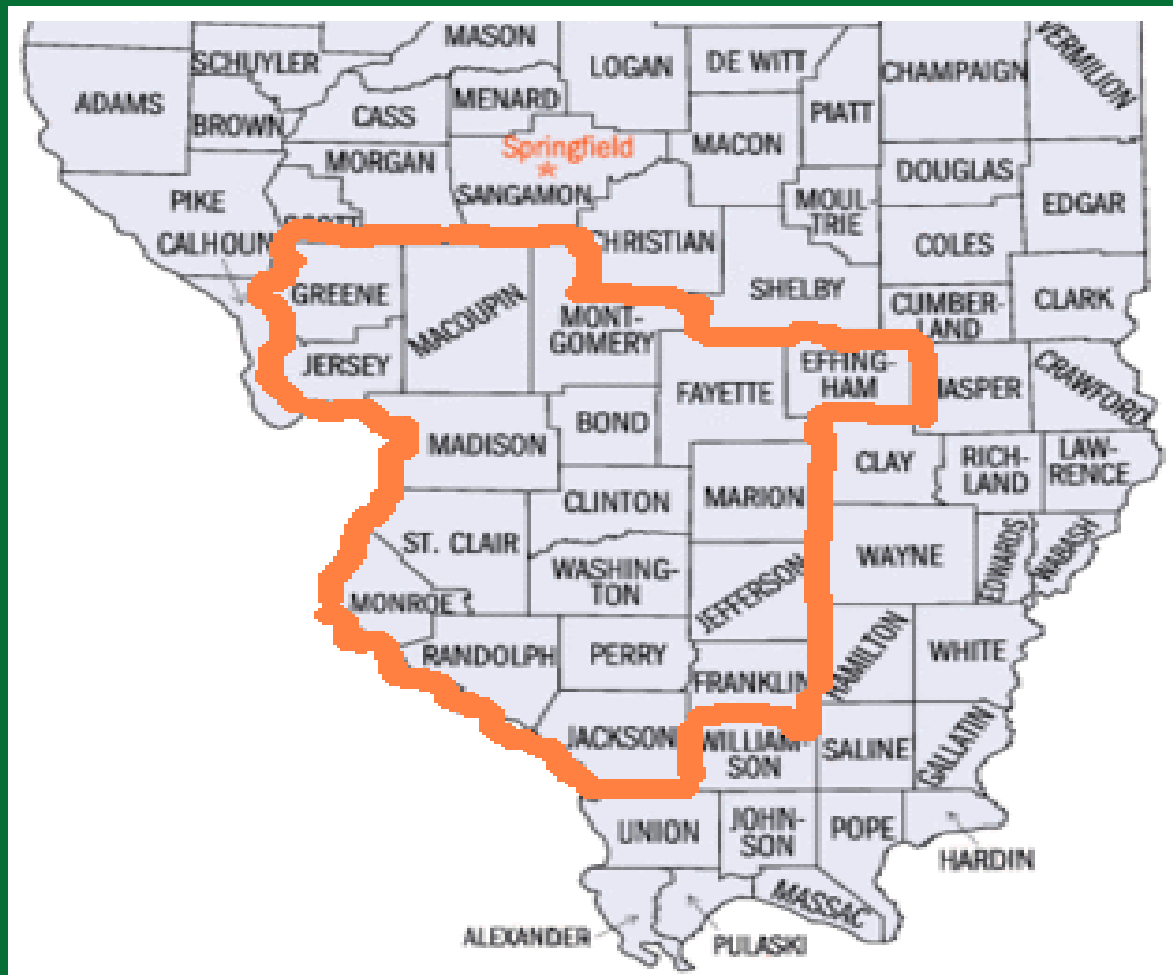
**Property Disposition:
Sale or Lease**

Site Selection

**Marketing Analysis
Consulting**

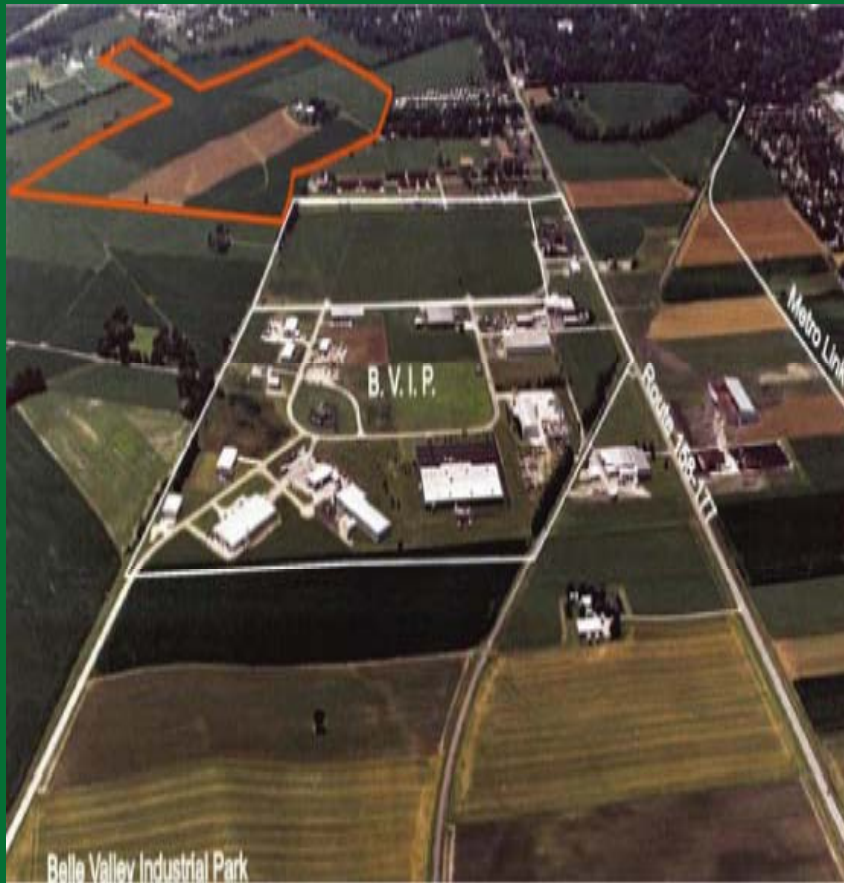
Territorial Coverage

We're All About Southern Illinois



Markets Covered

LAND



INDUSTRIAL



Markets Covered

INVESTMENT



OFFICE



RETAIL



MULTI-FAMILY



Value Added Services

- Property Market Values
- Municipal Process
- State and Local Incentives
- Tax Increment Financing
- Enterprise Zone Assistance
- Business Development Districts
- Sales Tax Reimbursement Programs
- Assembling a Team of Professionals

Facilitating The Deal

We cooperate with professionals with issues pertaining to:

- Environmental
- Zoning
- Archeological
- Financing
- Appraisals
- Inspections
- Utilities
- Title Work
- Legal
- Brownfields
- Rail Roads
- Bankruptcy
- Surveying
- Engineering
- Construction

We Know Southern Illinois

- We carry a database on sales and lease comparables to give sound information regarding pricing.
- We track the available properties that are on the market to know what competing properties are doing.
- Our on the street market knowledge may also know about properties before they get to the open market.
- Top Producing Real Estate Firm in Southern Illinois
(1,100 Acres and 5,000,000 SF were transacted from 2006 through 2009)

Marketing Efforts & National Exposure

- Property Analysis
- Pricing Strategy
- Sign and Name Recognition
- Brochures
- Direct Mailing
- Networking Groups
- Controlling the Market
- Advertise in St. Louis Business Journal

Websites Used

- Costar.com – Show Case
- Loopnet.com
- CIE
- Location-one.com
- Barbermurphy.com
*(2.75 million hits / year, 150 hits / day,
and 30 minutes Avg. / visit)*
- Commercialsource.com
- NAR
- SIOR

Transaction Experience

- Development Sites
- Large Heavy Industrial Buildings
- Brownfields / Blighted Properties
- Lease / Flex
- Rail Served Properties
- Overhead Cranes
- Cold Storage
- Rural Communities
- Manufacturing Facilities

Industrial Land

I-270 & IL Route 3, Granite City, IL
1,400 Acres



Industrial Land

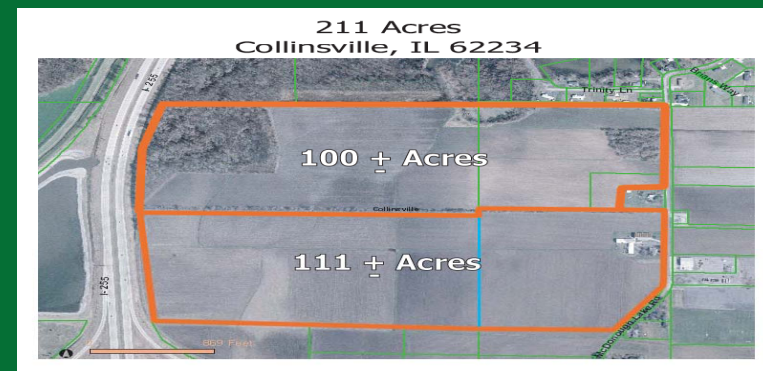
Lakeview Commerce Park, Edwardsville, IL
120 Acres



Belle Valley III, Belleville, IL
125 Acres



Horseshoe Lake Road, Collinsville, IL
211 Acres



Warehouses:

2525 & 2535 South Wabash, Centralia, IL
9.18 Acres 95,809 SF



731 Prairie DuPont Drive, Duplo, IL
7.5 Acres 54,900 SF



34 Empire Drive, Belleville, IL
3.44 Acres 10,000 SF



1605 Eastport Tech Center, Collinsville, IL
4.15 Acres 34,500 SF



Large Heavy Industrial Buildings

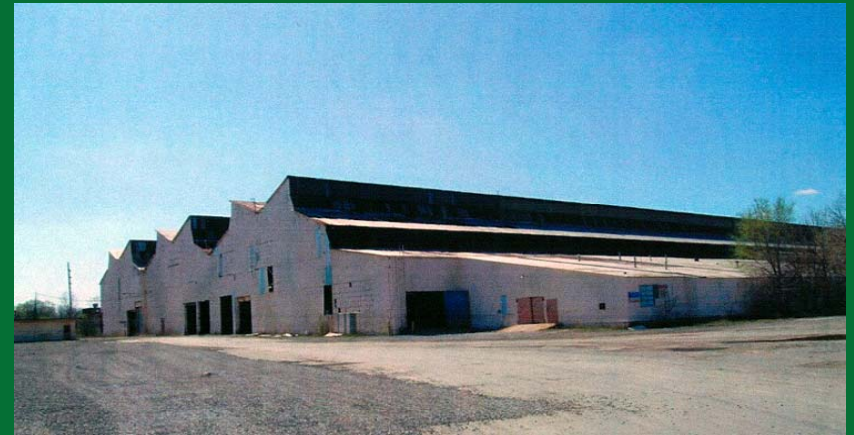
Aerial View : Large Industrial



2000 Access Blvd., Madison, IL
6.87 Acres 124,000 SF



1020 Niedringhaus, Granite City, IL
93.66 Acres 546,175 SF



10 Fox Industrial Park, Madison, IL
9.35 Acres 76,187 SF



Large Heavy Industrial Buildings:

2400 South Wabash, Centralia, IL

38.48 Acres 434,000 SF



2425 South Wabash, Centralia, IL

8.96 Acre 140,440 SF



Rail Served Properties:

1 Cahill Drive, Centralia, IL

9.75 Acres

76,680 SF



1801 Benton St., Granite City, IL

9.9 Acres

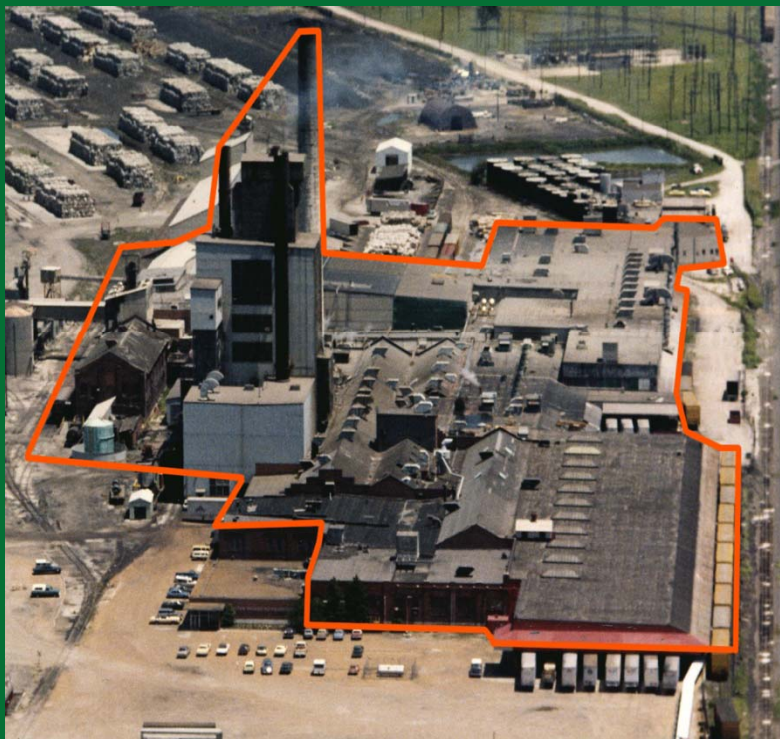
88,270 SF



Brownfields:

10 Cut Street, Alton, IL

107 Acres 350,000 SF



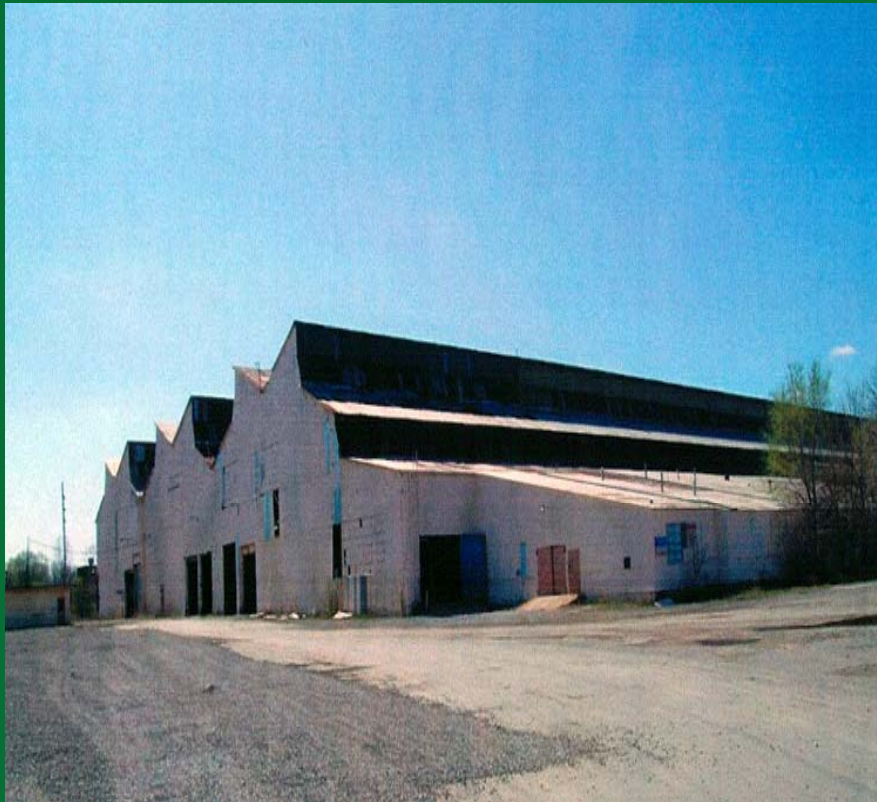
3754 Chemetco Lane, Hartford, IL

41 Acres 178,000 SF



Heavy Industrial / Overhead Cranes:

1020 Niedringhaus Avenue, Granite City, IL
93.66 Acres 546,175 SF



1001 College St., Madison, IL
81.23 Acres 309,275 SF



What Makes Us Different

- We focus solely on the Illinois Industrial sector.
- We only work in the Illinois region, which allows us to put more focus on our target market.
- Together we carry the largest inventory of Industrial Properties in Southern Illinois.
- More experience than any other firm in Southern Illinois.
- Provide client's properties the greatest exposure to the market place.

Closing Thoughts

- Your goals are our goals. We want to be your partner in the deal and help facilitate the transaction as your trusted advisor. We do the heavy lifting and provide you with the information to make an educated decision.