



Karl is recognized as one of the leading commercial real estate professionals in northeast Indiana. In his career he has completed 400 transactions totaling a volume of \$100,000,000 and over 6,000,000 square feet. He has been in the commercial real estate business since 1991 starting at Colliers Turley Martin Tucker in Indianapolis. In 1993 through the first quarter of 2004, Karl grew from a junior broker to the Executive Vice President/Partner of The Zacher Company. This includes being named top broker in 1999 and 2002. Karl is a member of the Society of Office and Industrial Realtors, (SIOR) which is the highest designation to be awarded to an industrial or office commercial realtor. He has also received his professional designation as a Certified Commercial Investment Manager (CCIM). This designation is awarded to those who complete graduate curriculum that focuses on marketing, marketing evaluation and investment analysis.

Major Industrial Assignments

- Sale of 185,000 sq. ft. warehouse to Covington Box & Packaging from Mattel, Inc., and also sale to National Recreation Systems.
- Sale of 100,000 sq. ft. facility to Autoliv in Columbia City. (now expanded to 200,000 sq. ft.)
- Tenant representation of Bridge Logistics in the leasing of 234,000 sq. ft., 110,000 sq. ft., 105,000 sq. ft., 103,000 sq. ft. and 30,000 sq. ft. of industrial properties.
- Sale to Whimet from Sun Metal in Warsaw of 98,000 sq. ft. facility.
- Fifteen year Industrial lease to Cargill for 64,000 sq. ft. in Fort Wayne.
- Leasing of Airport Industrial Center - 770,000 sq. ft. to Craftline Printing, United Sleep, Schroeder, Foamex and Tri State Warehousing.
- Sale of 400,000 square foot for Essex plant in Columbia City.
- Ten year lease to Benco Dental for 64,000 sq. ft. in Fort Wayne.

Other Significant Major Real Estate Assignments

- Land assemblage of 26 owners totaling over \$5,400,000 and sale to Menard's.
- Land acquisition, leasing and sale as investment property of a 15,000 square foot retail center anchored by Starbucks valued over \$3,000,000.
- Lease and then sale to Parkview from Tokheim of 109,360 sq. ft. Corporate HQ Building.
- Exclusive sales and leasing for Rogers Markets, Inc. for over 350,000 sq. ft. Occupancy at 98.5%.
- 110 acre land acquisition for Parkview Hospital in Fort Wayne for Parkview North Hospital and campus.
- Sale of 46,000 sq. ft., triple net leased retail property to local investor in Fort Wayne.

