

Patrick J. Sullivan
Managing Director



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Specialty

- Industrial

Select Clients

- Archon Group
- Cabot Industrial Trust
- CBREI
- CenterPoint Properties
- Cobalt Capital Partners
- First Industrial Realty Trust
- Heitman Financial
- HSA Commercial
- Manulife Financial
- Mass Mutual
- Northwestern Investment
- PM Realty
- Principal Real Estate Investors
- ProLogis Trust
- Prudential Real Estate Investors
- Stag Capital Partners
- TMA Development

Career Summary

Mr. Sullivan is a Managing Director in HFF's Chicago office with 26 years of experience in commercial real estate, including real estate acquisitions, partnership transfers, joint ventures, project management and development joint ventures. Over the span of his career, Pat has been responsible for industrial investment transactions alone exceeding 34 million square feet with an aggregate value in excess of \$1.2 billion and over \$2 billion in total transaction volume.

Mr. Sullivan joined the firm in 2011. Formerly Mr. Sullivan held positions as Owner and Principal for Converse Capital, LLC which he created in 2006 to provide marketing and disposition services to owners of commercial investment real estate. Prior to this, Mr. Sullivan was a Director for Industrial Transactions at Cushman & Wakefield as well as Grubb & Ellis.

Representative Assignments

PROPERTY	LOCATION	TYPE	VALUE
KFH / First Industrial	Multi-State	Property Sale	\$362,500,000
CenterPoint Portfolio	Chicago, IL	Property Sale	\$109,000,000
400 Busse Road	Elk Grove Village, IL	Property Sale	\$ 44,905,651
Roll & Hold Industries	Cleveland / Indianapolis	Sale/leaseback	\$39,200,000
Caterpillar Facility	York, PA	Property Sale	\$37,650,000
Heitman Portfolio	Indianapolis, IN	Property Sale	\$32,350,000
ProLogis Portfolio	Detroit, MI	Property Sale	\$30,300,000
TradeCenter 3	Memphis, TN	Property Sale	\$24,500,000
McKesson Drug	Carol Stream, IL	Property Sale	\$21,550,000
CenterPoint Portfolio	Milwaukee, WI	Property Sale	\$20,422,000
Demar Logistics	Wood Dale / Carol Stream, IL	Sale/leaseback	\$17,400,000
Kensington Business Center	Mount Prospect, IL	Property Sale	\$15,800,000
International Harvester Facility	West Chicago, IL	Property Sale	\$15,600,000
First Industrial Portfolio	Chicago, IL	Property Sale	\$15,100,000
JIT Packaging	Hanover Park, IL	Sale/leaseback	\$14,500,000
Fairlane Commerce Park North	Dearborn, MI	Property Sale	\$14,000,000
Owens-Corning	Hebron, OH	Property Sale	\$13,600,000
Zeller Plastik	Libertyville, IL	Property Sale	\$13,200,000
ProLogis Portfolio	Cincinnati / Columbus, OH	Property Sale	\$12,905,570
Tri-State Distribution	Gurnee, IL	Property Sale	\$12,235,000
Corp Center of DuPage	Lemont, IL	Property Sale	\$11,000,000
SPX Corp.	Chicago / Cleveland	Property Sale	\$11,000,000
370 Crossroads	Bolingbrook, IL	Sale/leaseback	\$10,900,000
Busche Industries	Albion, IN	Sale/leaseback	\$10,250,000
4420 N. Harley Davidson Dr.	Wauwatosa, WI	Property Sale	\$10,178,000
First Industrial Portfolio	Detroit, MI	Property Sale	\$10,000,000

Professional Affiliations

- ACG (Association for Corporate Growth)
- NAIOP (National Association of Industrial and Office Parks)

Education

- BS, Illinois State University