



J. Jeffrey Castell, SIOR, CCIM Principal

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Areas of Specialization

Industrial Investment Sales

Experience

Jeff has 26 years of experience and training in industrial sales and leasing, market information analysis, acquisitions, consulting, tenant/landlord representation and industrial land sales. Jeff has been honored as the company's Commercial/Industrial Associate of the Year, Top Industrial Producer in the company. A past board member of Cassidy Turley, Jeff previously managed the 16 professionals comprising the Indianapolis Industrial Division and served on the Cassidy Turley Charitable Contributions Committee.

Major Transactions

- Sale/leaseback of 456,000 SF (Mount Comfort, IN) for Caterpillar Logistics Services, Inc.
- Sale of 500,000 SF (Lafayette, IN) multi-tenant industrial portfolio to private investment fund
- Sale of 100 acres to accommodate 825,000 SF (Noblesville, IN) N.A. Corporate Headquarters for SMC Corporation
- Sale of 160,000 SF (Lafayette, IN) single-tenant Caterpillar Logistics DC to high net worth investor
- Sale of 720,000 SF (North Little Rock, AR) single-tenant industrial asset to Caterpillar Inc.
- Build-to-suit of 336,000 SF (Indianapolis, IN) DC for Caterpillar Logistics Services, Inc., as a North American distribution center for Mitsubishi Caterpillar Forklift
- Sale of 370,000 SF (Indianapolis, IN) industrial facility to R.E.I.T. for multi-tenant occupancy
- Sale of 86-acre industrial land site (Indianapolis, IN) for Carrier Corporation to a R.E.I.T. for a 1,600,000 SF build-to-suit DC

Clients Served

BankOne; Bayer Corp.; Borders; Bridgestone-Firestone, Inc.; Cadbury Schweppes; Caterpillar Logistics Services, Inc.; CVS; Ditan Distribution; Duke Realty; First Financial Bank; General Motors Corp.; Houghton Mifflin; Lauth; Meritor; Nice-Pak Products; Norfolk Southern; O'Reilly Automotive; Phoenix Brands; ProLogis; Rand McNally; Republic Services; Ryder Integrated Logistics; Siemens; Sonoco; SMC Corporation of America; United Parcel Service; United Technologies (Carrier Corp.); U.S. Postal Service

Industrial Achievements

Society of Industrial and Office Realtors (SIOR) - Member and Past President of Indiana/Kentucky Chapter & Past Vice Chair of National Programs; Certified Commercial Investment Member (CCIM); Founder and Board Member of Indiana Chapter N.A.I.O.P.; Named one of Indianapolis Business Journal's "Forty Under 40"

Community Leadership

American Red Cross Donor Program; Indiana Children's Wish Fund Board; Indianapolis Chamber of Commerce; IMA Young Friends of the Arts; Junior Achievement National Alumni Association; S.K. Lacy Executive Leadership Series Class XXIV & Alumni Association; Little Red Door Cancer Agency-Immediate Past-Board President and Executive Committee; United Way Key Club

Education

Indiana University, B.A. in Economics