



MICHAEL FONDA

PRINCIPAL

Mike Fonda recently joined Avison Young – Chicago, LLC as Principal. Formerly, Mike was a Senior Director in the Chicago Suburban office of Cushman & Wakefield. His main area of responsibility is the sale and leasing of industrial real estate. He began his industrial career in Chicago in 1973. In February of 1981, Mike joined Cushman & Wakefield as an industrial broker. He was promoted to Vice President in 1984 and served as Manager of the Chicago suburban office from 1984 to 1987.

During his 32-year career in real estate, Mike has represented both buyers and sellers in all facets of real estate – tenant representation on new requirements as well as lease renewals, marketing properties for developers and major corporations, sale/leasebacks, investment sales, and build-to-suit transactions for both sale and lease.

Mike graduated from Colorado State University with a Bachelor of Arts and is a licensed real estate broker in the State of Illinois. He was the 1992 President of the Chicago Chapter of the Society of Industrial and Office Realtors. Mike resides in Winnetka, Illinois.

CORPORATE CLIENTS	INSTITUTIONAL CLIENTS	EXPERIENCE
Blyth, Inc	CenterPoint Properties	Acquisitions
General Electric	First Industrial	Build-to-Suits
Heidleberg USA	IDI	Corporate Services
Johnson & Johnson	ProLogis	Dispositions
Newell Rubbermaid	Space Center	Headquarters Relocation
Northfield	TA Associates	Investment Sales
Rollex Corporation	USAA	Lease Negotiations
Tower Automotive		

Awards:

- 1996 – Runner Up Metro Chicago Industrial Broker of the Year
- 1997 – Runner Up Metro Chicago Industrial Broker of the Year
- 1997 – Build-To-Suit Transactions of the Year
- 2002 – Metro Chicago Industrial Broker of the Year
- 2004 – NAIOP Suburban Office Transaction of the Year