

### Michael Wagner

Clayborne & Wagner LLP



Michael Wagner is a founding partner of Clayborne & Wagner LLP. Wagner focuses his practice primarily in the representation of governmental units, specifically municipalities

and school districts. He has handled cases involving general liability, employment discrimination and civil rights, construction, real estate and TIF development, environmental (including CERCLA and RCRA) and labor negotiations. Wagner's practice also includes the representation of real estate developers in TIF and land use cases, as well as major industries in major environmental litigation.

Prior to coming with Clayborne & Wagner LLP, he was a partner with Hinshaw & Culbertson LLP for 13 years. He also worked at the St. Clair County State's Attorney's office, where he was the department head for the misdemeanor and D.U.I. department.



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### COLLIN FISCHER

BARBERMURPHY

Some might consider starting your real estate career right before the Great Recession hit disastrous for your career.

Not Collin Fischer, Principal at BARBERMURPHY, the largest commercial real estate brokerage firm in downstate Illinois. During the downturn, Fischer was busy honing his craft and building relationships throughout the region.

"It is certainly bad timing to start your career right before the bottom falls out of the industry," said Fischer, who began working at BARBERMURPHY right out of college in 2006. "I was really able to hone my skills during the recession. It was a good time to scratch my way to the top, make a mark and really build relationships. If you made it through that time and that tumultuous economy and you made it out on top, you had proved yourself."

Fischer gained broad exposure to various facets of business, enabling him to bring fresh insight to his transactions. His career in commercial real estate with BARBERMURPHY focuses on commercial leasing, sales and other special projects in the region. Collin has also consulted with various local clients seeking to acquire investment property throughout the rest of the United States.

"I just enjoy consulting with people," he said. "I enjoy learning more about what they do for a living, trying to really understand what their commercial real estate needs are. I've been in nearly every building around here. I'm familiar with most landlords now. It is really more about understanding the needs of the user or investor, and then I can apply my market knowledge. I can get to the solution pretty quickly. We work to find the solutions for our customers. If you are a knowledgeable consultant, the business will come. It is not so much going after the transaction that I enjoy, it is nurturing the relationships. If you do that, the opportunities for transactions will follow."

One of the most prominent local projects Collin has worked on was the site selection and negotiation for Scott Credit Union's 13-acre corporate campus in Edwardsville, Ill. He has also continued to work with this client over the past several years in the disposition and acquisition of several other sites to help them expand their network of branches for their growing membership.

Fischer said he is excited about the future of the Southern Illinois market. "I would say over the past 18 months to two years, things have changed significantly for the better. Most of the surplus inventory we had is now taken. It is getting competitive again, where there are sometimes multiple offers



on the table. And good investment property doesn't stay on the shelf for long. That's why having a well-informed broker, someone who is in the market daily, is important for the active investor. The area is still seeing a lot of good growth as we continue to see new projects being delivered in the St Louis metro east, ranging from new mixed-use projects, to the ever expanding warehouse and distribution projects along our interstate systems."

Fischer, who lives in Edwardsville, said it is crucial to have a real estate consultant that understands the ins and outs of the market and maintains a robust database of market information. "Everybody in our company is from the region," he said. "They now work in the area where they grew up and where they know the people. In this area (southern Illinois), that home grown relationship goes pretty far. We have a lot of the same tools that large national brokers use, but we also have boots on the ground."