

# HIRE EXPERIENCE



## Contact Info

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TerryJ@barbermurphy.com

Specializing in Office, Retail, Land Sales,  
Investment Property and Consulting

[View Terry's Full Bio](#)

**Terry Johnson** is a veteran commercial broker with 35 years experience in office, retail, and land sales. He has brokered some of the largest transactions in the area including The Fountains at Fairview, The Shoppes at St. Clair, The Shoppes at Green Mount, Memorial Hospital East, the future St. Clair Auto Mall, and countless others. Terry's dedication to his clients have earned him the distinction of one of the top commercial brokers in the area and a go-to guy for dozens of developers and corporations. Terry and his wife Julie live in the Far Oaks community near O'Fallon, Illinois with her son Seth.

## Organizations

- Realtor Association of Southwestern Illinois
- National Association of Realtors
- Illinois Association of Realtors

## Achievements

- Multi-Year recipient of the Board of Realtors "Largest Commercial Sale Award"
- 2012 Recipient of Economic Development Impact Award, O'Fallon Chamber of Commerce
- Three grown children (Daniel, Alyssa & Jordan) all have University Degrees!

# NOTABLE PROJECTS & CLIENTS



## **Memorial Hospital East**

**Size:** 100 acres

**Price:** \$8.25 million

**Buyer:** Memorial Hospital, Belleville

**Assignment:** Identify a 100 acre site for Memorial Hospital's expansion to the Shiloh O'Fallon area.

Terry Johnson assembled six separate properties to form the 100 acres which included the relocation of the O'Fallon Sportsman's Club to a new 56 acres site. This project took approximately 14 months.



## **Future St. Clair Auto Mall, Shiloh**

**Size:** 35.6 acres

**Price:** \$10.6 million

**Sellers:** BJC / Sunrise Counties

**Assignment:** Locate the best possible location with 25-30 acres with I-64 frontage that is not undermined. This project took approximately 28 months.

## **Large Office Projects**

Ziegler Coal, Fairview  
Allsup Campus Land, Belleville  
Woolpert Engineering, Fairview  
Centrue Bank, Fairview  
Vigoro Industry, Collinsville  
Ameren IP, Collinsville  
SEL Industries, Fairview  
Bronze Pointe Office Park, Swansea  
Belleville Police Station, Belleville

## **Medical Office Projects**

St. Elizabeth's, Columbia  
St. Elizabeth's, Belleville  
HSHS Medical, O'Fallon  
HSHS Medical, Fairview  
HSHS Medical, Shiloh  
Anderson Hospital, Maryville  
American Red Cross, Fairview  
Fountains Family Dental, Fairview  
IMRT Radiation Treatment, Fairview

# NOTABLE PROJECTS & CLIENTS



## **The Shoppes at St. Clair**

**Size:** 7.5 acres

**Price:** \$8.2 million

**Buyer:** CBL Properties

**Assignment:** Terry Johnson represented the Diocese of Belleville to sell the strategically located 7.5 acres in front of St. Clair Square Mall. The site was occupied by St. Albert the Great Church and School. This project took approximately 30 months.



## **The Fountains at Fairview**

**Size:** 48 acres

**Price:** \$5.6 million to date

**Seller:** Roth Family Limited Partnership

**Assignment:** Assist the developer with developing and subdividing 48 acres into a first-class office park. The site needed rezoning, utility extensions, public infrastructure, and a traffic signal. Terry Johnson has brokered all the transactions and the site is now home to over a 16 prominent businesses.

## **Retail Projects**

Walgreens, O'Fallon  
CVS, O'Fallon  
Frieze Harley Davidson, O'Fallon  
MotoMart Stores, 5 locations  
Auffenberg Nissan, O'Fallon  
Meyer Honda, O'Fallon  
Value City Furniture, Fairview  
Global Brew, O'Fallon  
Peel, O'Fallon  
The Egg & I, O'Fallon

## **Retail Projects**

Family Video, Belleville  
Keresotes Theater, Edwardsville  
Edison's, Edwardsville  
Community 1st Bank, Fairview  
Jackman Fabrics, Fairview  
Centre Pointe, O'Fallon  
Hot Shots, Edwardsville  
Bella Milano, O'Fallon  
Planet Fitness, Edwardsville  
Eclipse Car Wash, Edwardsville



# NOTABLE PROJECTS & CLIENTS



## **Tamarack Woods, Shiloh**

**Size:** 18 acres

**Price:** Undisclosed

**Buyer:** Halloran Construction

**Assignment:** Negotiate a transfer of MF Zoned 18 acres on Tamarack Lane to 18 acres on Frank Scott Parkway. This project took approximately 14 months.



## **The Villas at Crystal Lakes, Swansea**

**Size:** 16 acres

**Price:** Undisclosed

**Seller:** Knights of Columbus

**Assignment:** Negotiate the sale and rezoning of the former Knights of Columbus property on Highway 159. This project took approximately 12 months.

## **Single/Multi-Family/Assisted Living Development Land Sale**

Savannah Hills, O'Fallon  
Fountain Place, Fairview  
Crossfield Estates, Swansea  
Ashland Meadows, Fairview  
Milburn Estates, O'Fallon  
Windsor Estates, Shiloh  
Wild Horse Meadows, Swansea  
Long Acre Ponds, Fairview

Tamarack Woods, Shiloh  
Villas at Crystal Lakes, Swansea  
Cambridge House, O'Fallon  
Cambridge House, Swansea  
Americare USA, Fairview Heights  
Americare USA, Quincy  
Americare USA, Springfield  
The Savannah, Shiloh