



MIKE DURBIN

BROKER ASSOCIATE

PROFILE

CONTACT

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ORGANIZATIONS

- National Association of Realtors
- Illinois Realtors
- Southwestern Illinois Board of Realtors

EDUCATION

- Southern Illinois University Edwardsville --
Edwardsville, Ill. -- Master's Degree in Mass
Communications
- Saint Louis University -- St. Louis, Mo. -- Bachelor's
Degree in Communication Technologies

AWARDS

- Largest Office Lease of 2022 at
BARBERMURPHY - \$1,149,083.

Mike's focus at BARBERMURPHY is office relocation and investment assets with an emphasis on medical and tenant/buyer representation. In this role, he draws on his strong background in both the mortgage industry as a loan officer and health care industry as a seasoned and successful medical solutions account executive. His 15 years of hands-on sales experience have helped Mike to become an excellent communicator and contribute to his ability to negotiate realistic terms and rates.

Mike brings a practical and straightforward approach to every transaction, stressing the importance of pricing properties appropriately from the beginning. His devotion to his clients has earned him the reputation as a one of the more aggressive and tenacious brokers in Southern Illinois. A lifelong resident of the Metro East, Mike resides in O'Fallon, Ill., with his wife and two children.

He is passionate about St. Louis Cardinals baseball and the revitalization of his surrounding communities.

BARBERMURPHY
COMMERCIAL REAL ESTATE SOLUTIONS

NOTABLE PROJECTS



RSCO BUILDING ASSOCIATION, LLC (SELLER)
ASSURANCE INVESTMENT GROUP, LLC (BUYER)

INVESTMENT SALE

3121 NORTH ILLINOIS ST., SWANSEA

SALE PRICE: \$3,300,000

CAP RATE: 8.39%

ASSIGNMENT: PROCURE AN ESTABLISHED INVESTOR GROUP THAT CAN HANDLE THE CALIBER OF TENANTS – RICE SULLIVAN AND MERRILL LYNCH – FOR THIS ASSET. BUYER SECURED WITHIN 50 DAYS OF LISTING AND CLOSED 75 DAYS LATER.



CHOUTEAU VENTURES II, LLC (SELLER)
R & R REAL PROPERTIES, LLC (BUYER)

INVESTMENT SALE

1116 HARTMAN LN., SHILOH

SALE PRICE: \$3,000,000

CAP RATE: 6.37%

ASSIGNMENT: PROCURE AN ESTABLISHED INVESTOR GROUP FAMILIAR WITH MAINTAINING A WELL-ESTABLISHED MEDICAL TENANT – HSHS MEDICAL GROUP. LISTING TO CLOSING IN 150 DAYS.



ILLINOIS SW ORTHOPEDIC LAND TRUST #1 (SELLER)
RETAIL PLACE, LLC (BUYER)

INVESTMENT SALE

4802 S STATE ROUTE 159 GLEN CARBON

SALE PRICE: \$2,300,000

CAP RATE: 10.6%

ASSIGNMENT: PROCURE AND ESTABLISHED INVESTOR GROUP THAT CAN HANDLE THIS LARGE-SCALE MEDICAL FACILITY VIA A SALE LEASE BACK. LISTING TO CLOSING IN 41 DAYS.

NOTABLE PROJECTS



INVESTMENT SALE

TIMBER RIDGE OUTPOST & CABINS
546 & 548 N IRON FURNACE RD.
ELIZABETHTOWN

SALE PRICE: \$2,000,000
CAP RATE: 14.28%

ILLINOIS OZARK PROPERTIES, LLC (SELLER)
DAJA 247 ENTERPRISES, LLC (BUYER)

ASSIGNMENT: PROCURE AN ESTABLISHED HOSPITALITY USER GROUP CAPABLE OF EITHER RELOCATING TO THE SITE AND MANAGING, OR OWN AND OPERATE FROM A FAR WITH ONSITE MANAGEMENT IN PLACE. WE SECURED BUYERS WHO RELOCATED FROM ALASKA AND KANSAS TO RUN OPERATIONS. HAD MULTIPLE BUYERS OVER THE COURSE OF A YEAR AND THEN RAN INTO A SNAG WITH THE LENDER THE DAY OF CLOSING. THROUGH PERSEVERANCE, WE WERE ABLE TO CLOSE 3 MONTHS LATER.



INVESTMENT SALE

5031 N ILLINOIS, FAIRVIEW HEIGHTS

SALE PRICE: \$1,275,000
CAP RATE: 7.89%

CJ INVESTMENT PROPERTIES, LLC (SELLER)
ASKB, LLC (BUYER)

ASSIGNMENT: IDENTIFY AND SECURE TENANTS FOR THIS MULTI-TENANT INVESTMENT PROPERTY. WE PLACED A LARGE MEDICAL USER WHICH OCCUPIED ROUGHLY 50% OF THE BUILDING AND BEGAN TO MARKET MORE AGGRESSIVELY FOR SALE. SECURED AN ESTABLISHED MEDICAL INVESTOR WITHIN 30 DAYS AND CLOSED 45 DAYS LATER.

NOTABLE PROJECTS

BUYER / DEVELOPER REPRESENTATION

406 HARTMAN LN., O'FALLON

SALE PRICE: \$420,000

SHELBYVILLE PROPERTIES, LLC (BUYER/DEVELOPER)
CROWN CAR WASH COMPANY (SELLER)



ASSIGNMENT: DEVELOPER TASKED ME TO LOCATE A FACILITY FOR HIS CLIENT, HSHS, TO UTILIZE AS A MEDICAL DRIVE THROUGH LABORATORY. SEARCHED THE ENTIRE O'FALLON/FAIRVIEW HEIGHTS AREA AND WAS ABLE TO LOCATE AN ACTIVE CAR WASH THAT WAS FULLY RENOVATED AND IS STILL IN OPERATION.

BUYER REPRESENTATION

5036 NORTH ILLINOIS ST.,
FAIRVIEW HEIGHTS

SALE PRICE: \$467,500

5036 N ILLINOIS ST, LLC (BUYER)
HBS PROPERTIES, LLC (SELLER)



ASSIGNMENT: LOCATE A NEW FACILITY FOR CENTRAL ILLINOIS CARE SERVICES TO OPERATE IN THE ST. CLAIR COUNTY AREA. TOURED A HANDFUL OF BUILDINGS AND LANDED ON THIS ONE AS AN APPROPRIATE SITE. ALL IN ALL, CLOSED IN 90 DAYS FROM CONTRACT EXECUTION.

NOTABLE PROJECTS

BUYER REPRESENTATION

5350 NORTH ILLINOIS ST.,
FAIRVIEW HEIGHTS

SALE PRICE: \$289,000

HANNAH BUG, LLC (BUYER)
WY GROUP, LLC (SELLER)



ASSIGNMENT: LOCATE A MUCH LARGER FACILITY FOR MR. APPLIANCE TO OCCUPY AND OWN IN THE FAIRVIEW HEIGHTS AREA. WE TOURED ONLY A FEW FACILITIES AS THIS SITE PROVED TO BE THE MOST IDEAL FOR THEIR NEEDS. FULL RENOVATION OF FACILITY AND IS STILL IN OPERATION TODAY.

BUYER REPRESENTATION

1450 FRONTAGE RD., O'FALLON

SALE PRICE: \$400,000

SKI DEVELOPMENT, LLC (BUYER)
KATHLEEN DANIELSON (SELLER)



ASSIGNMENT: LOCATE AND RUN POINT ON ALL NEGOTIATIONS WITH OFF MARKET SALE OF THIS PROPERTY. HAD TO COORDINATE MULTIPLE SITE VISITS AND CAREFULLY NEGOTIATE TERMS WITH THE SELLER WHO WAS STILL OPERATING THEIR BUSINESS. WAS ABLE TO CLOSE IN UNDER 120 DAYS.

NOTABLE PROJECTS



TENANT/LANDLORD REPRESENTATION

1191 FORTUNE BLVD., SHILOH

**LEASE TERM: 7 YEARS 4 MONTHS, 3-YEAR
OPTION TO RENEW**

LEASE VALUE: \$463,901

AXIS SPINE & ORTHOPEDICS (TENANT)
GMR SOUTHERN IL SHILOH 1191, LLC (LANDLORD)

ASSIGNMENT: THIS WAS DR. SINHA AND I'S THIRD TRANSACTION IN THE METRO AREA. WE SEARCHED FOR THE PERFECT SET UP AND LOCATION NEAR I-64 AND THIS SUITE MADE THE BEST SENSE. A LARGE AMOUNT OF NEGOTIATIONS WENT IN TO PULLING THIS TOGETHER.



TENANT/LANDLORD REPRESENTATION

11 EXECUTIVE DR. (SUITES 6, 7 & 10)
FAIRVIEW HEIGHTS

**LEASE TERM: 5 YEARS WITH A 5-YEAR OPTION
TO RENEW**

LEASE VALUE: \$1,149,083 ON INITIAL TERM

ILLINOIS DEPT. OF PUBLIC HEALTH (TENANT)
RETKO GROUP, LLC (LANDLORD)

ASSIGNMENT: MARKETING THE LARGE BUSINESS CENTERS IN FAIRVIEW HEIGHTS FOR ALMOST 3 YEARS PRIOR TO SECURING THIS TENANT. ORIGINALLY, HAD A PROPOSAL OUT TO THEM, BUT DUE TO SOME STATE REQUIREMENTS, THEY HAD TO REMOVE THE NEEDS REQUEST AND SEND AGAIN 1 YEAR LATER. WE WERE ABLE TO PUT TOGETHER AN ATTRACTIVE PRICING STRUCTURE AND ULTIMATELY WON THE BID WITH THE STATE.

NOTABLE PROJECTS



TENANT/LANDLORD REPRESENTATION

10900 LINCOLN TRAIL – SUITE B
FAIRVIEW HEIGHTS

**LEASE TERM: 7 YEARS WITH (2) 5-YEAR
OPTIONS TO RENEW**

LEASE VALUE: \$494,340 ON INITIAL TERM

IMPACT LIFE / MISSISSIPPI VALLEY REGIONAL
BLOOD CENTER (TENANT)
MIDWAY BRACELINE, LLC (LANDLORD)

ASSIGNMENT: LEADERSHIP NEEDED A POINT PERSON TO SCOUT LOCATIONS AND COORDINATE TOURS IN THE FAIRVIEW HEIGHTS MARKET. NEEDED 5,000-10,000 SF WITH HIGH TRAFFIC COUNTS AND VISIBILITY. START TO FINISH, WE WERE ABLE TO LOCATE, NEGOTIATE AND SECURE THIS SUITE IN 6 MONTHS.



TENANT/LANDLORD REPRESENTATION

13 EXECUTIVE DR. (SUITE 10)
FAIRVIEW HEIGHTS

**LEASE TERM: 3 YEARS WITH (2) 5-YEAR
OPTIONS TO RENEW**

LEASE VALUE: \$154,211

PROTESTANT MEMORIAL MEDICAL CENTER
INC. DBA MEMORIAL HOSPITAL BELLEVILLE /
SHILOH (TENANT)
RETKO GROUP, LLC (LANDLORD)

ASSIGNMENT: MARKETING THE LARGE BUSINESS CENTERS IN FAIRVIEW HEIGHTS TO VARIOUS USERS FOR FLEX/OFFICE WAREHOUSE SPACE. WE WERE ABLE TO NEGOTIATE A GOOD TENANT IMPROVEMENT PACKAGE AND LEASE TERM WITH MEMORIAL HOSPITAL. IN TOTAL, IT TOOK US 14 MONTHS TO GET THE LEASE FULLY EXECUTED.

TESTIMONIALS

FROM THE START, MIKE DID AN OUTSTANDING JOB, PROVIDED THE BEST POSSIBLE ADVICE ABOUT THE MARKET AND DELIVERED THE MOST ATTENTIVE CUSTOMER SERVICE EVER. I HAVE COMPLETED TRANSACTIONS NEARLY 20 TIMES THIS DOLLAR VOLUME, AND HIS HANDLING OF OUR SMALL DEAL WAS AS GOOD AS ANY I HAVE EVER HAD THE PLEASURE TO EXPERIENCE. - STEVE SHIRK (9/1/2020).

MIKE DURBIN IS THE CONSUMMATE PROFESSIONAL. THE SALES PROCESS WAS TRANSPARENT, EFFICIENT AND DARE I SAY PLEASANT. HE ANTICIPATES ISSUES AND RESOLVES PENDING MATTERS AND CONCERNS WITH DISPATCH. ABOVE ALL MIKE AND HIS TEAM GOT QUALIFIED BUYERS THROUGH THE DOOR AND CLOSED THE DEAL AHEAD OF SCHEDULE. I HIGHLY RECOMMEND MIKE DURBIN. - NANCY LARSON (2/27/2020).

I WORKED WITH MIKE DURBIN ON A COUPLE DIFFERENT MEDICAL BUILDING TRANSACTIONS. HE FILLED IN LAST MINUTE FOR A COLLEAGUE DEALING WITH A FAMILY EMERGENCY. HE HAS BEEN AMAZING IN HIS COMMUNICATION, KNOWLEDGE AND WORK ETHIC. HE HAS GONE ABOVE AND BEYOND, OFTEN CALLING/TEXTING/EMAILING ME BACK EVEN ON EVENINGS AND WEEKENDS. I NEVER FELT RUSHED OR FORCED INTO SOMETHING TO FIT HIS AGENDA. HE LISTENED AND PROVIDED FEEDBACK. HE SOUGHT OUT ANSWERS WHEN THEY WERE NOT READILY AVAILABLE. MY WIFE AND I ARE APPRECIATIVE OF HIS WORK. GIVE BARBER-MURPHY A CALL AND ASK FOR MIKE DURBIN. - DR. SWASTIK SINHA (2/5/2022).