



TERRY JOHNSON

BROKER ASSOCIATE

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ORGANIZATIONS

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

ACHIEVEMENTS

- Over 370 closed CRE transactions!
- Over 300 million in closings!
- 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 children (Daniel, Alyssa & Jordan) all have University Degrees!

EXPERIENCE = RESULTS

PROFILE

Terry Johnson is a veteran commercial broker with 37 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 new Auffenberg AutoMall, and countless others.

Terry's dedication to his clients has 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 specializes in Office, Retail, Land Sales, Investment Property and Consulting.

BARBERMURPHY
COMMERCIAL REAL ESTATE SOLUTIONS

NOTABLE PROJECTS

MEMORIAL/BJC 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.

AUFFENBERG AUTOMALL, SHILOH



SIZE: 42 Acres
PRICE: \$11.9 Million
SELLER: 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

Anderson Hospital, Edwardsville
St. Elizabeth's, Columbia
St. Elizabeth's, Belleville
HSMS Medical, O'Fallon
HSMS Medical, Fairview
HSMS Medical, Shiloh
Anderson Hospital, Maryville
Distinctive Dermatology, Fairview
IMRT Radiation Treatment, Fairview

NOTABLE PROJECTS

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
BUYER: 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 & CLIENTS

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

Skooter's Coffee (3)
Catholic Credit Union (3)
Family Video, Belleville
AMC Theater, Edwardsville
Edison's, Edwardsville

Fountains Plaza, Fairview Heights
Hot Shots, Edwardsville
Bella Milano, O'Fallon
Planet Fitness, Edwardsville
Eclipse Car Wash, Edwardsville

NOTABLE PROJECTS

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 LAKE, SWANSEA



SIZE: 16 Acres
PRICE: Undisclosed
SELLER: Knights of Columbus

ASSIGNMENT: Negotiate the sale and rezoning of the former Nights 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