



**Executive Vice President**  
Chicago

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6250 North River Road  
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Rosemont, IL 60018

**Affiliations or Memberships**

Urban Land Institute

KABA

ICSC

## Anne R. Dempsey

### Area of Expertise

- Since she began her career in real estate in 2001, Anne has participated in more than 720 transactions involving more than 10,000 acres with total sales more than \$2+ billion.
- 363 Chapter 11 experience
- Identifies acquisition sites for developers, investors, REITs and users and guides them through the entitlement / rezoning process.
- Assists property owners in land / infill redevelopment disposition based on realistic municipal objectives to obtain highest return for client.
- Consults with municipalities to determine areas of opportunity in comprehensive plan; local, state and national governmental incentives; entitlement and rezoning process and strategy; and property highest and best use.
- Anne has extensive experience in the disposition of bank, government owned and bankruptcy assets.
- Holds managing real estate licenses in Illinois and Wisconsin.

### Prior Business Background

Prior to entering commercial real estate, Anne worked for Xerox Corporation where she was #1 in the country in sales six out of her last nine years.

### Professional Accomplishments

- 2023 - #1 Land Broker in Country for Colliers
- 2023 - #3 Broker for Colliers
- 2022 Midwest Woman of the Year – Connect Media – Chicago & Midwest
- Nominated for 2021 Woman of the Year – IL Real Estate Journal
- #2 Land Broker at Colliers – 2021
- 2023, Represented Transformco on the sale of the former Sears headquarters (197 acres/2,300,000 sf building) in Hoffman Estates to Compass for a Data Center. Sale Price was \$195,000,000.
- In 2023, Anne represented the Chapter 11 Trustee for Beesons in a court ordered auction. In 45 days, she identified over 55 buyers, had 18 bids at auction and closed in 30 days at above market price.
- Represented Farmers Business Network as a tenant for 21 leases across the USA, Canada & Australia in 10 months during COVID 19.
- In 2021, represented the US Marshal in the sale of the former Motorola campus in Harvard, IL and Edwards Hotel in Rosemont. Both properties were sold above appraised value.
- Anne completed the sale of a 495-acre Archdiocese of Chicago property, which included an 80-acre land swap to Wirtz family. The unlisted land resulted in a bidding war and closed in 30 days.
- She successfully completed the sale of a functionally obsolete industrial building in Harwood Heights, IL. The value of the property was increased 340% by finding a buyer for a high-density residential development. The sale closed in 75 days with no zoning in place.
- Since 2011, Anne has sold 350+ FDIC & US Marshal assets and 50+ OREO assets. Anne prides herself on the ability to create competitive bidding wars on distressed assets and selling properties over appraised value.
- Anne was recognized as a Colliers top performer – Everest Club in 2012, 2016, 2020, 2021, 2022 & 2023.

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### Education or Qualifications

BA, University of Vermont  
MBA, Northwestern University

### Representative Clients and Projects

- Compass Data Center
- Lennar/LMC
- DR Horton
- FDIC
- US Marshal Service
- Farmers Business Network
- Byline Bank
- Allstate
- Veridian (Former Schaumburg Motorola)
- McGrath Audi
- Green Acres Country Club
- Sears/Transformco
- Ravago
- Archdiocese of Chicago
- Village of Pleasant Prairie
- Wolters Kluwer
- David Friedman