



Charles V. Canale

SENIOR VICE PRESIDENT
Colliers International | Chicago



charles.canale@colliers.com

EDUCATION AND QUALIFICATIONS

MBA, University of Illinois

AFFILIATIONS AND MEMBERSHIPS

AIRE

WERC

IAMC

CSCMP

CONTACT DETAILS

MOB +1 312 545 6033

DIR +1 847 698 8211

FAX +1 847 698 8411

charles.canale@colliers.com

Colliers International
6250 N. River Rd.
Suite 11-100
Rosemont, IL 60018

www.colliers.com

AREA OF EXPERTISE

Charles Canale is a Senior Vice President within Colliers International's **Industrial Advisory Group** and a founding member of the **Colliers Logistics and Transportation Solutions Group**.

Charles works with companies across the U.S. on the real estate side of the supply chain, assisting with the acquisition of 'mission-critical' distribution facilities.

He also works on industrial real estate projects in the greater Chicago area – specifically along **the I-55, I-80, and I-88 Corridors** – representing tenants, developers, and property owners in the sale and leasing of industrial real estate.

With over 20 years of experience, Charles is highly-skilled in all facets of the corporate real estate process. He has been nicknamed "**The Elephant Killer**" by his peers, a reference to his ability to complete very large and challenging transactions.

He has worked with the Illinois Office of Real Estate Research on valuation projects, and his articles and columns are regularly published in academic and trade journals.

PROFESSIONAL ACCOMPLISHMENTS

Charles completed one of the **largest industrial real estate transactions in North America**; the sale of a 1,546,872 square-foot modern distribution center in Manteno, IL to Kmart Corporation (2003).

CoStar PowerBroker Awards:

- Named as one of Chicago's Top 25 Leasing Brokers (2003, 2006, 2009, 2010, 2014, 2017)
- His transactions were named "Chicago's Featured Industrial Leases" (2003, 2006)

Chicago Chapter of NAIOP (National Association of Industrial and Office Properties) – Awards for Excellence:

- Industrial Transaction of the Year
Winner (2004), Finalist (2003, 2006, 2010, 2015, 2016)
- Industrial Development of the Year
Winner (2004), Finalist (2003, 2006)
- Industrial Build-to-Suit of the Year
Winner (2004), Finalist (2008)
- Indust. Investment Transaction of the Year
Finalist (2004, 2008)

Chicago Chapter | Society of Industrial and Office Realtors (SIOR) Awards:

- Largest Transaction of the Year
Winner (2003) - in two categories for two separate transactions

Greater Chicago Commercial Real Estate Awards:

- Development of the Year
Finalist (2005)
- Build-to-Suit Project of the Year
Winner (2004), Finalist (2003)
- Industrial Broker of the Year
Finalist (2003)

BUSINESS AND EDUCATIONAL BACKGROUND

Charles has been involved in commercial real estate since 1990, obtaining his brokerage license in 1993. Prior to joining Colliers in 1997, he was president of his family's real estate firm in downstate Illinois.

He holds an MBA from the University of Illinois with concentrations in Finance and Accounting.

Charles V. Canale

SENIOR VICE PRESIDENT

charles.canale@colliers.com

REPRESENTATIVE CLIENTS

Geodis

Michaels Stores

Prologis

First Industrial Realty Trust

Exeter Property Group

Exelon / ComEd

TIAA-CREF

ThyssenKrupp

Aisin Manufacturing

LaSalle Investment Management

James Campbell Company

CBRE Advisors

Affiliated Foods Midwest

Pilot / Flying J Corporation

Charles V. Canale

SENIOR VICE PRESIDENT
Colliers International | Chicago



charles.canale@colliers.com

REPRESENTATIVE LARGE TRANSACTIONS

COMPANY	BUILDING SIZE (SQ. FT.)	TRANSACTION TYPE	CITY & STATE
Kmart Corp. (Food/Dry Goods DC)	1,546,000	Seller Representation	Manteno, IL
Georgia Pacific (Paper Products DC)	1,001,000	Seller Representation	Elwood, IL
DSC (3PL DC)	1,000,000	BTS Landlord Representation	Elwood, IL
Kimberly-Clark (Product DC)	805,000	Landlord Representation	Romeoville, IL
Certified Grocers Midwest (Food DC)	951,000	Seller Representation	Hodgkins, IL
Certified Grocers Midwest (Food DC)	951,000	Tenant Representation	Hodgkins, IL
M. Block (DC)	950,000	Investment Sale	Tinley Park, IL
Ikea (DC)	850,000	Landlord Representation	Minooka, IL
Home Depot (Product DC)	747,000	Landlord Representation	Bolingbrook, IL
PAE (USPS DC)	723,000	Landlord Representation	Romeoville, IL
Affiliated Foods Midwest (Food DC)	731,000	BTS Purchaser Representation	Kenosha, WI
Home Depot (Product DC)	723,000	Landlord Representation	Romeoville, IL
LTD Commodities (DC)	694,000	BTS Landlord Representation	Aurora, IL
Michaels Stores (Retail RDC)	693,000	BTS Buyer Representation	New Lenox, IL
Michaels Stores (Retail RDC)	693,000	Investment Sale	New Lenox, IL
Potlatch Corp. (Paper Products DC)	624,000	BTS Landlord Representation	Elwood, IL
Sony Music Corporation (Product DC)	579,000	Landlord Representation	Bolingbrook, IL

COMPANY	BUILDING SIZE (SQ. FT.)	TRANSACTION TYPE	CITY & STATE
Helene Curtis (DC)	550,000	Buyer Representation	Chicago, IL
Geodis	541,000	Tenant Representation	Romeoville, IL
Wrigley (DC)	500,000	Landlord Representation	Romeoville, IL
Central American Group (Product DC)	490,000	Landlord Representation	Romeoville, IL
Pactiv Corporation (Product DC)	490,000	Landlord Representation	Romeoville, IL
Central American Group (Product DC)	490,000	Landlord Representation	Romeoville, IL
Cook County Records Storage (DC)	485,000	Seller Representation	Chicago, IL
Synnex Corp. (RDC)	450,000	Seller Representation	Romeoville, IL
Roomplace (Furniture DC)	450,000	Landlord Representation	Romeoville, IL
Exeter Property Group (Spec DC)	400,000	Purchaser/Landlord Representation	Bartlett, IL
California Cartage (DC)	400,000	Tenant Representation	Carteret, NJ
Geodis	400,000	Tenant Representation	Romeoville, IL
Fiat Chrysler (DC)	327,000	Landlord Representation	Naperville, IL
Aisin (DC)	351,000	Tenant/Landlord Representation	Marion, IL
California Cartage (DC)	300,000	Tenant Representation	Alsip, IL
Lennox (DC)	300,000	Landlord Representation	Romeoville, IL