

# Marcus R. Pitts, CCIM, SIOR

## Transaction Highlights

### **B&B Theatres**

Marcus represented the owner, DRA Properties, in bringing B&B Theatres to Ankeny's Prairie Trail Development. They are planning a 12-screen movie theater and a 12-lane bowling alley – a first for the company – for their first project in Iowa.

### **Corporate Woods Industrial Park**

Marcus represented The Opus Group in the leasing of their 200,000 SF speculative warehouse project in Ankeny. Marcus delivered a fully leased building within months of building delivery. The building was sold for \$14.7M after only 27 months from land acquisition to final sale.

### **The District at Prairie Trail, Ankeny**

Marcus has represented DRA Properties in numerous lease transactions at the Prairie Trail development in Ankeny. Over 30,000 SF of office and retail space was leased in 2017. New tenants include New York Life, JEO Consulting, WineStyles, Fairway Mortgage, Dolce Vita Salon, AR Workshops, Lola's, Pure Barre, and Campus Cycle.

### **Compressor Controls**

Marcus represented Compressor Controls in the lease transaction of 30,000 SF of industrial warehouse in the Des Moines metro area.

### **Whirlpool**

Marcus represented Whirlpool in the lease of 252,000 SF of warehouse in Iowa City.

### **Procter & Gamble**

Marcus represented Procter & Gamble in the lease of 144,000 SF of warehouse in Iowa City.

### **Prairie Lakes Apartments**

Marcus represented The Apartments at Prairie Lakes LLC in the sale of a 92-unit, multifamily asset for \$9.8M.

## Professional Highlights

### **Promotions**

Marcus was promoted to Executive Vice President in March 2017 and promoted to Managing Director in March 2018. He leads the JLL Iowa office. Top achiever for JLL the past several year, putting him in the top 10% nationally.

### **Iowa Expo Deal of the Year**

Marcus was recognized by the Iowa Expo in 2017 for top deal under \$5.0M for his work in bringing B&B Theatres to Ankeny's Prairie Trail development.

### **SIOR**

Marcus won the award for Largest Dollar Volume Transaction in Alternative Assets/Other for his efforts in the sale of a 33,435 square feet asset for \$4.8M.

### **CCIM Top Deal Maker**

CCIM recognized Marcus in the November/December 2017 and January/February 2018 issues of *Commercial Investment Real Estate* magazine. Deals included a \$16.2M sale of a 407,938 SF industrial building; sale of a 208,000 SF industrial building; a \$9.8M sale of a multifamily property; and the \$20.5M purchase of a 225,654 SF office building.

## Nonprofit Highlights

### **Organizations and Roles**

Marcus is actively involved in the following charity organizations:

- American Cancer Society
- Ankeny Chamber of Commerce, Member
- Variety Telethon – VIP
- Entrepreneurs' Organization (EO)
- Ankeny Junior Football