

## Jeffrey S. Harris, SIOR

### President



Since Meridian Real Estate's inception, Jeff Harris has become recognized as a leader in the Indianapolis commercial real estate market, consistently creating optimal solutions for many of Indiana's largest companies. According to the Indianapolis Business Journal (IBJ), Jeff has been responsible for many of central Indiana's largest office lease transactions. Additionally, Jeff has represented 2 of the 3 publicly traded software companies in Indiana with their complex, high growth, lease/build-to-suit transactions. Among these companies' projects was Interactive Intelligence's 195,000 sq. ft. build-to-suit, the largest Indianapolis office transaction in 2001. No other firm in the Indianapolis market has this experience. Jeff has extensive experience representing law firms, having represented 30. Furthermore, Jeff has

established a highly effective and unique representation process which ensures his clients make the best decision possible based upon documented information. Jeff's skill sets in strategic planning, communication, organization, negotiations and creativity are why his clients consistently achieve superior results.

### Real Estate Specialty

Large Tenant Representation  
Build-to-Suit Services  
Corporate Real Estate Consulting  
Disposition Services  
Office Leasing

### Professional History

Meridian Real Estate  
President

Revel Companies, Inc.  
Office Leasing and Brokerage  
1987 – 1993  
Top Producer – 1991, 1993  
Second – 1992

Indianapolis Vault Company  
Vice President of Sales and Operations  
Marketed services to high-volume users  
as well as directing company operations.  
1983 – 1987

### Education

Indiana University - Bloomington, Indiana, Bachelor of Science – 1981

### Professional Affiliations

Society of Industrial and Office Realtors (SIOR) – Member  
National Association of Realtors (NAR) – Member  
Indiana Association of Realtors (IAR) – Member

### Achievements / Qualifications

Meridian Real Estate – Named to Commercial Property News' List of Leading Brokerage Firms for 2004  
Real Estate Mid-America Magazine –  
Named Midwest Commercial Broker All-Star, 2003  
Meridian Real Estate-Named to Midwest Real Estate News'  
“Best of the Best 2003” List of Top 25 Brokerage Companies in the Midwest  
Meridian Real Estate – named Indiana Growth 100 Award Winner (by Johnson Center of IU's Kelly School of Business) – 2002, 2003 & 2004  
Who's Who in Commercial Real Estate – Indpls. Business Journal 2002  
Private Pilot, Instrument Rated  
CoStar Power Broker  
Duke Realty Corporation – Most Significant Transaction Award – 2001, 2007, 2008  
Duke Realty Corporation – Top 10 Office Broker Award – 2001, 2000  
Duke Realty Corporation – Gross Square Footage Award – 1997  
Sigma Chi Alumni Association

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### Partial List of Major Experience

| Client                                     | Sq. Ft. |
|--|---------|
| One Indiana Square (sale)                  | 655,000 |
| Gibraltar Properties, Inc.**               | 450,000 |
| 30 S. Meridian (sale)                      | 355,000 |
| Interactive Intelligence *, **             | 195,000 |
| Software Artistry *, **                    | 161,000 |
| Union Acceptance Corporation *             | 115,000 |
| Klipsch Audio (sale) *                     | 106,000 |
| Sommer & Barnard, P.C. **                  | 100,000 |
| The National Bank of Indianapolis (sale) * | 95,000  |
| Blue Lustre Products, Inc.                 | 87,060  |
| Baldwin & Lyons **                         | 80,000  |
| Bell Techlogix **                          | 77,000  |
| Overhead Door Company of Indianapolis *    | 70,000  |
| HPC / The American Legion *                | 69,000  |
| Guidant Sales Corporation                  | 57,000  |
| Rug Doctor, LP                             | 54,000  |
| Krieg, Devault, Alexander & Capehart       | 42,000  |
| Southwestern Bell                          | 40,000  |
| Oxford Financial Advisors                  | 37,500  |
| Gardner & White                            | 36,000  |
| Firestone Industrial Products, Inc. *      | 26,000  |

\* headquarters

\*\* multiple transactions