



# Land Brokerage/Site Selection Services Case Study Duke Realty Corporation

## Challenge

Duke Realty Corporation, one of the nation's leading office and industrial real estate investment trusts (REIT), needed to grow its construction company's third-party and design-build portfolio on a regional and national playing field.

## Solution

As a broker for an independent real estate company, Ross Reller was selected by Duke Realty Corporation and Duke Construction to lead a design-build marketing campaign for the company. Reller devoted two years to learn the design-build business from inside one of the country's leading development operations. Working under Duke's President of Construction, Gary Burk, Reller was instrumental in:

- The assemblage of a new 800 acre campus for industrial design-build projects,
- Negotiating with municipal officials for economic incentives for clients,
- Evaluating industrial build-to-suit sites across central Indiana,
- 12 build-to-suit projects totaling nearly two million square feet
- Multiple land parcel sales for third party development.

