

Shawn Heffern, Senior Associate

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Shawn is a Senior Associate at Midland Atlantic Properties. Since joining Midland Atlantic in 2016, he has strategically negotiated and brokered over 300 lease and sales transactions across 13 states totaling over \$100 million in value. Shawn specializes in 3rd party Tenant and Landlord representation where he utilizes his extensive market knowledge to exceed client expectations and deliver results. In addition to advocating on behalf of national restaurant, retail, and medical users' expansion efforts, Shawn actively leases a shopping center portfolio across the Midwest containing over 1 million square feet.

Prior to Midland Atlantic, Shawn earned a degree from the Kelley School of Business at Indiana University with a double major in Marketing and Professional Sales. Shawn was a member of the IU football team where he was a 3x Academic All-Big 10 selection. Shawn's expansive industry knowledge, attention to detail, and competitive edge make him an asset to Midland Atlantic and his clients.

#### Notable Transactions:

- Represented Anson Land Partners in leasing a 50,000 square foot new construction Dick's Sporting Goods
- Represented Rainier Companies in leasing 21,980 SF to Ross Dress For Less
- Represented Rainier Companies in leasing 11,250 SF to Five Below
- Represented Mann Properties in the sale of Sagamore Commons – Buyers include Panera Bread, Popeyes, Culvers, Panda Express, and Ascent Hospitality
- Represented Cricket Wireless in their Midwest expansion (over 120 signed leases)
- Represented 24/7 Dental in their Indiana expansion (over 5 signed leases)

#### Clients Served:

- Rainer Companies
- Baceline Group
- Essential Growth Properties
- Singleton Associates
- Mann Properties
- Milk Crate Development
- 24/7 Dental
- Smile Dental
- Bach to Rock
- Cricket Wireless

#### Professional Affiliations:

- ICSC
- INDY REAL
- The "I" Association