

**Simon Caplan, SIOR**

Executive Vice President & Partner Emeritus

3 Summit Park Drive Suite 200 | Cleveland, OH 44131

Direct +1 216 525 1472

scaplan@crescorealestate.com

Lic # SAL.0000393894

Professional Expertise

Simon has been in the construction and real estate industry for over 30 years. Simon began his career with Cushman & Wakefield | CRESCO Real Estate as Vice President in 1998 eventually transitioning into a Principal role in 2001 and now Executive Vice President & Partner Emeritus. He transitioned his duties as a principal to the next class of leadership at CRESCO. He'll have more time to commit to his clients, who, after many years are also his friends.

Simon's personal experience representing both tenant/landlord and buyer/seller on real estate transactions allows Simon to quickly ascertain clients' needs. Simon averages over 30 transactions annually, including both sales and leases ranging from 1,500 to 500,000 square feet and land sales from 1 to 60 acres. Simon has achieved multiple land sales at Northeast Ohio's highest price for industrial land. Simon's assistance on due diligence matters has more than proven his worth to his list of many clients. Simon strives to maximize value for his clients by using his knowledge, his experience, his tenacity and out-of-the-box thinking to provide top of the market results.

Clients Served

- AIC Investments
- Airgas
- ARAMARK
- Aspen Real Estate Financial
- Blackburn Wheel Solutions
- Cleveland Machine Controls
- Colgate Palmolive
- Consolidated Graphics
- Cort Furniture
- DARKO
- Dollar Bank
- Dupont
- FMI Imaging
- Geis Companies
- GLT Companies
- Majestic Steel
- Medical Specialties
- Morganite North America
- Nidec
- North American Refractories
- Northern Stamping
- Ohio Machinery
- Pepsi
- Power Brake
- Premier Development
- Reliance Electric
- Road Runner
- Rockwell Automation
- Sherwin Williams
- Stag Industrial
- Snyders of Hanover
- Topgolf
- Transmaxx
- Tyler Elevator
- U.S. Postal Service
- Welty Development

Major Transactions

- Topgolf
- BHW Holdings/Jefferson Pilot, 10325 State Route 43, Streetsboro, Ohio, 95,314 SF
- Commercial Properties - Salemi/Geis, State Route 43, Streetsboro, Ohio, 62 acres
- Darko/Richmond Realty Investors, 26401 Richmond Road, Bedford Heights, Ohio - 156,460 SF
- Majestic Steel/Landerwood Crossing/Relocated the corporate office headquarters of NE Ohio's largest specialty steel supplier and service center.

Major Transactions

- Airgas/Weyerhaeuser/Assisted Airgas in establishing a location for a new major full service filling facility in NE Ohio while providing a dramatic cost savings to the client
- FMI/Solon Town House/Assisted in the relocation of the US headquarters for a facility to design, develop, test and manufacture of a new high tech CAT Scan Imaging system
- GLT Companies consulted on the acquisition of seven (7) large industrial properties, all still owned to house their growing manufacturing companies
- Land Sales/Consulted on more than thirty (30) transactions covering over 300 acres for a multitude of uses including industrial, retail, office, multifamily, senior citizen, and hotel, achieving top of the market sale pricing, while assisting with complicated due diligence issues including rezoning, easements, wetlands, environmental and adverse building conditions
- Assisted Heatseal/Premier with the relocation of the 85,000 SF headquarters/manufacturing facility of packaging and processing equipment for the food industry. The new location, a former soda pop manufacturing plant, required significant build-out which we were able to negotiate with the new landlord, who just recently purchased the building
- Sold two (2) multi-family projects one with 240 suites in Solon, Ohio and one with 82 units Lakewood, Ohio. Both transactions had multiple offers, however, we were able to negotiate hard earnest money deals with quick closing periods
- Aspen Financial/RL Lipton, 9797 Sweet Valley, Valley View, Ohio - 127,224 SF
- Airgas/Premier - assisted Airgas in the relocation and combination of three (3) business units into a specialized lab, training, multi-purpose facility
- Nidec/Geis - assisted with the relocation and combination of three (3) business units into the new US Corporate Headquarters of Nidec Industrial Solutions
- Envision Development/City of Independence/Welty Development - assisted with very complicated land sale for the relocation of the Corporate Headquarters of CBIZ at I-77/I-480

Professional Recognition

- NAIOP "Industrial Deal of the Year"
- NAIOP "Industrial Broker of the Year" (Twice)
- NAIOP "Industrial Transaction of the Year" (Twice)
- CoStar "Power Broker" (Multiple times)

Professional Affiliations

- International Council of Shopping Centers (ICSC)
- NAIOP, the Commercial Real Estate Development Association
- National Association of Realtors (NAR)
- Society of Industrial and Office Realtors (SIOR)

Community Leadership

- Big Brothers/Big Sisters
- Cleveland Clinic Foundation
- Med Wish
- Miracle Fund at University Hospital
- Seidman Cancer Center

Education

- Linsly Military Institute