

Marcus & Millichap

SHARKO | WEISENBECK | MENDOZA
GROUP

RETAIL & NET-LEASED EXPERTS

1 TEAM

6 AGENTS
EXCLUSIVELY
FOCUSED

68 YEARS OF
COMBINED
EXPERIENCE



Marcus & Millichap

THE COUNTRY'S LARGEST REAL ESTATE INVESTMENT SALES COMPANY

- The industry leader in real estate investment transactions
- Integrated marketing system (MNet) matching buyers and sellers
- Specialized coverage by property type
- A leading source of real estate financing and capital markets expertise
- A trusted provider of market research and advisory services
- Access to more private investors than any other firm and bridges private and institutional capital

1,708

INVESTMENT
SPECIALISTS

80

OFFICES IN U.S.
& CANADA

\$50.8_{bn}

VOLUME SALES
IN 2025

8,818

TRANSACTIONS CLOSED
IN 2025

40%

WERE RETAIL PROPERTIES
CLOSED IN 2025

INVESTORS' ADVANTAGE: OUR PLATFORM DOMINANCE IN MOVING CAPITAL AND COMPLETING 1031 EXCHANGES



\$10.8B

Cross Border Capital Migration

\$1B

Cross Product Capital Migration

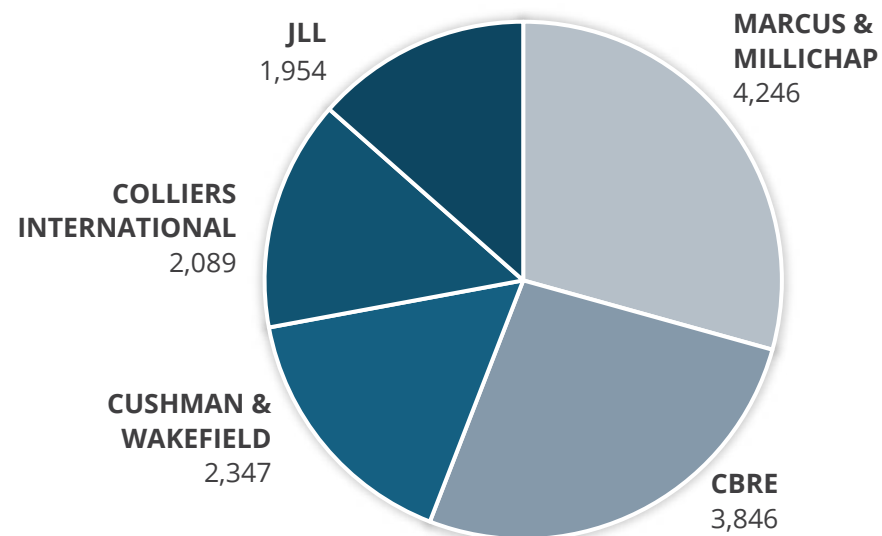
1,237

1031-Exchanges

*January 1, 2025 - December 31, 2025

U.S. ALL COMMERCIAL REAL ESTATE BROKER RANKING DEALS PARTICIPATED IN – \$1M+

MARCUS & MILLICHAP CLOSES MORE TRANSACTIONS THAN ANY OTHER FIRM



*Trailing 12-months through 3Q 2025. Apartment transactions include multifamily buildings 5 units and greater. Includes sales \$1 million and greater in which the brokerage firms represented either the buyer or seller. Deals that were double-ended by the same brokerage are counted as one deal. Deals brokered by different firms on the buy side and sell side count as one deal for each brokerage. The information is based on internal and external information available to Marcus & Millichap. There may be other sources of information unavailable to Marcus & Millichap or other calculation methodologies which may change rankings and reported numbers. Parties are advised to do their own investigation when choosing a broker or making an investment decision.

Moving Capital. Making Markets. Five-Year Inbound Illinois Capital Migration



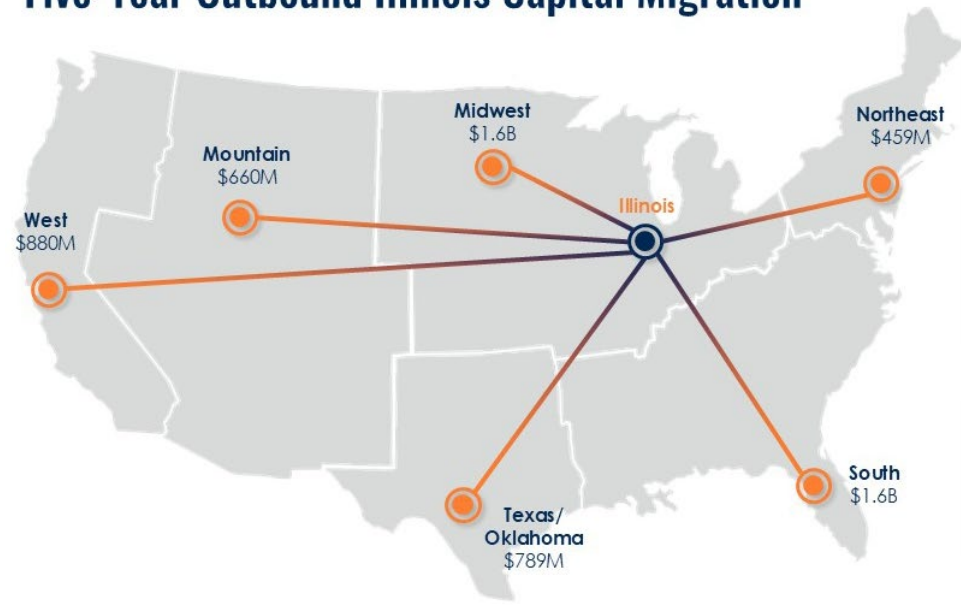
1,473
Total Closings In Illinois

47%
Of Buyers Were From Out Of State

\$3.2B
Total Volume Going Into Illinois

*4Q 2020 - 3Q 2025 | Source: Marcus & Millichap Research Services, MNet

Moving Capital. Making Markets. Five-Year Outbound Illinois Capital Migration



1,473
Total Closings In Illinois

47%
Of Buyers Were From Out Of State

\$5.9B
Total Volume Coming Out Of Illinois

*4Q 2020 - 3Q 2025 | Source: Marcus & Millichap Research Services, MNet

Marcus & Millichap

SHARKO | WEISENBECK | MENDOZA
GROUP

WHY OUR GROUP

- Our Group is a small business integrated within a publicly traded corporation, Marcus & Millichap. The Sharko | Weisenbeck | Mendoza Group has a true national platform with a reach second to none.
- We have negotiated hundreds of purchase contracts, resulting in billions of dollars in sales.
- We cultivate a consultative and proactive partnership with our clients, taking a hands-on approach to ensure complete transaction coverage. This includes collaborating, monitoring and assisting all those who influence the transaction to raise probabilities for a successful closing.
- Our firm's national platform combined with our team's proprietary database ensures total property exposure across the market.
- Our buyer pool extends nationwide. In 2025, 39% of our buyers came from Illinois, followed by Florida (9%) and California (7%). Another 3.57% each originated from Georgia, Indiana, New York, Iowa, Michigan, Missouri, and Ohio, with the remaining 18.75% coming from nine additional states and Canada.

1,093

TRANSACTIONS CLOSED

36

STATES CLOSED IN

\$4.57_{Bn}

VOLUME SALES

393

COOPERATED DEALS
FOR YEARS 2014-2025

36%

1031-EXCHANGE DEALS
IN 2025



SEAN SHARKO
Founding Partner of
S|W|M Group

Senior Managing Director
(630) 570-2238
sean.sharko@marcusmillichap.com



AUSTIN WEISENBECK
Founding Partner of
S|W|M Group

Senior Managing Director
(630) 570-2169
austin.weisenbeck@marcusmillichap.com



ADRIAN MENDOZA
Partner of
S|W|M Group

First Vice President
Investments
(630) 570-2163
adrian.mendoza@marcusmillichap.com



DANIEL CHUMBLEY
Associate Director
(630) 570-2217

daniel.chumbley@marcusmillichap.com



BEN SHAPIRO
Associate Director
(630) 570-2283

ben.shapiro@marcusmillichap.com



PHOEBE KLEIN
Associate
(630) 570-2261

phoebe.klein@marcusmillichap.com



MICHELE ELLIS
Director of Transaction
Management



CASEY GIGLIO
Director of Marketing
& Operations



LUCA WOJEWSKI
Financial Analyst



CHLOE MINELLA
Database
Administrator



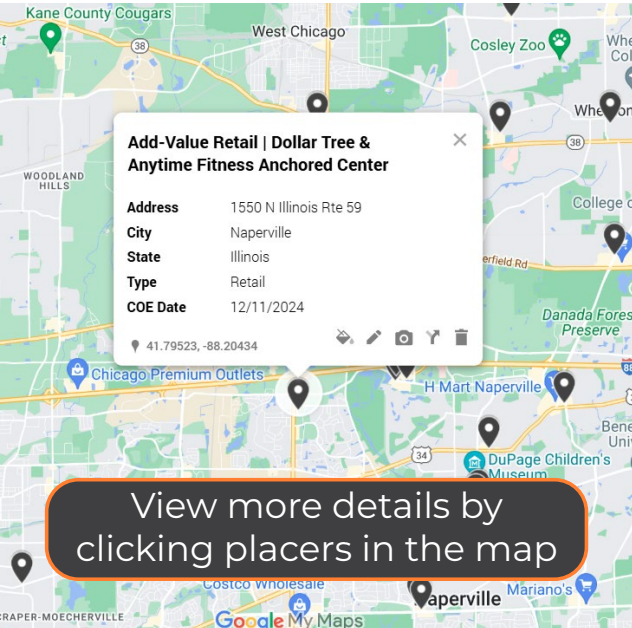
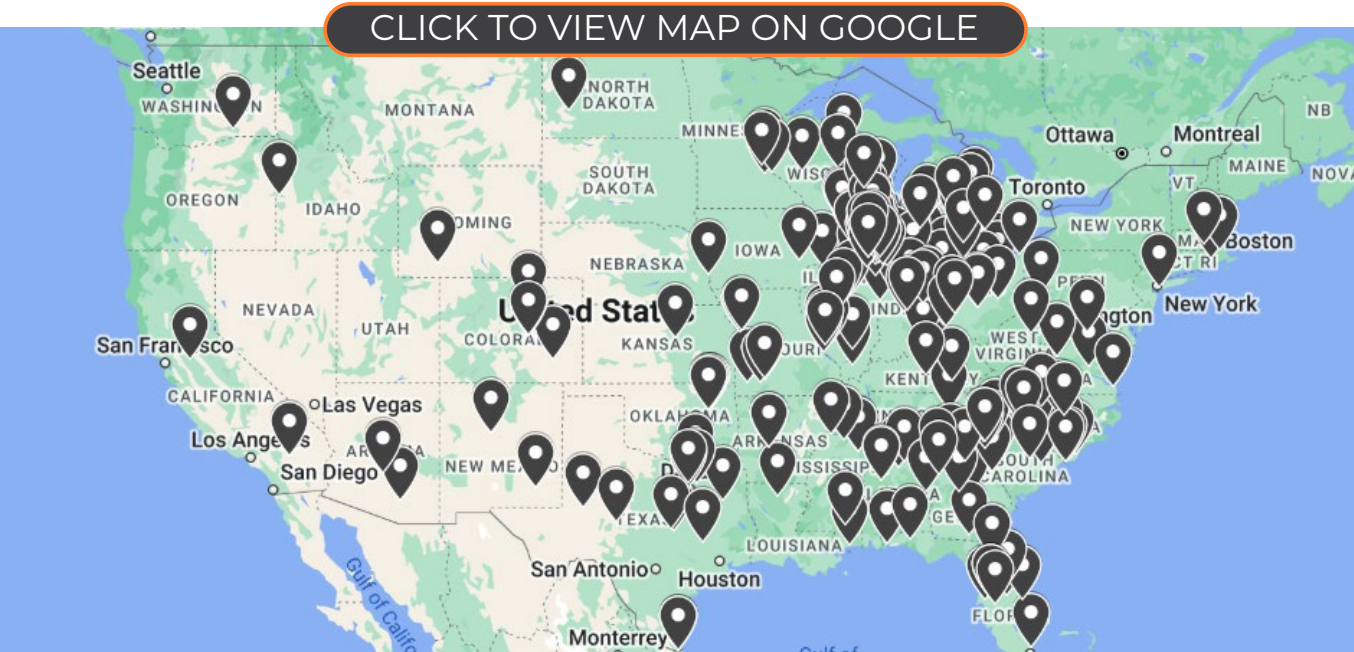
MARAL BATDELGER
Marketing
Coordinator

RECENT CLOSINGS

Property	City	State	Price
LA Fitness Anchored Retail Center	Mundelein	IL	\$13,976,000
Corporate Verizon Wireless Biggby Coffee Lacey's Place	McHenry	IL	\$2,561,596
15yr Chipotle & 12yr First Watch	Algonquin	IL	\$5,550,000
O'Hare Airport Adjacent Strip	Schiller Park	IL	\$3,500,000
Single-Tenant Flex Office	Naperville	IL	\$3,700,000
Grand Plaza	Waukegan	IL	\$2,850,000
O'Reilly Auto Parts	West Chicago	IL	\$1,411,745
Chipotle & Scout Veterinary Care	Wheaton	IL	\$4,350,000
PNC Bank	Longwood	FL	\$3,473,684
O'Reilly & U.S. Renal Care	Indianapolis	IN	\$2,548,638
Atlantic Building Supply	Manassas	VA	\$12,000,000
Goode Business Center	Manassas	VA	\$30,000,000
7-Brew New 15-Year Lease	Joliet	IL	\$1,508,000
Mixed-Use Residentail/ Retail	Naperville	IL	Confidential
Add-Vlue Neighborhood Strip	Mundelein	IL	\$950,000
Ponce Bank	Brooklyn	NY	\$3,562,870
Starbucks	Joliet	IL	\$2,904,000
Ohio Valley Primary Care	Springfield	OH	\$1,435,000

Property	City	State	Price
Whole Foods	Confidential	N/A	Confidential
T-Mobile Anchored	Aurora	IL	\$1,445,000
Starbucks - Rare 15-Yr	Rockford	IL	\$2,415,000
ALDI Anchored Retail Center	McHenry	IL	\$13,740,000
Athletico Physical Therapy	Rockford	IL	\$801,736
BMO Harris Bank	Palatine	IL	\$1,299,999
Grocery Anchored Infill Retail Center	Des Plaines	IL	\$13,100,000
Biggby Coffee	Mishawaka	IN	\$516,111
Take 5	Youngstown	OH	\$1,157,407
Kum & Go	Jonesboro	AK	\$3,448,997
DaVita Dialysis	Baxley	GA	\$1,100,000
NNN Crossroads	Beech Island	SC	Confidential
Corporae Valvoline	Neenah	WI	\$1,166,000
Vacant STNL 103K SF	Loves Park	IL	\$4,300,000
Mason Square	Oswego	IL	\$8,000,000
Starbucks Anchored Outlot	Quincy	IL	\$4,100,000
Fat Ricky's / Franconi's Events	Romeoville	IL	\$3,000,000
Target Outlot - Value-Add	Belleville	IL	\$1,600,000
Shops of Orland Park	Orland Park	IL	\$2,050,000

Property	City	State	Price
New Construction Cava	Lutz	FL	\$3,605,769
Med-Tail Center	Chicago	IL	\$7,853,650
Park Lawn Plaza	Oak Lawn	IL	\$4,475,000
Starbucks Ground Lease	Rockford	IL	\$2,904,000
Starbucks Potbelly Center	Rockford	IL	\$2,351,194
Action Behavior Centers - New Construction	Fuquay-Varina	NC	\$4,400,000
Aldi Shadow Anchored Center	Ottawa	IL	\$4,400,000
Holiday Plaza	Harwood Heights	IL	\$13,650,000
Buffalo Wild Wings Anchored	Sikeston	MO	\$6,232,000
Pacesetter	South Holland	IL	\$3,745,000
Walmart Shadow Anchored Center	Taylorville	IL	\$3,000,000
Schaumburg Town Center	Schaumburg	IL	\$14,625,000
Highlands of Lombard	Lombard	IL	\$5,590,000
Retail Strip Along Major Thoroughfare	Waukegan	IL	\$1,165,000
Eola Crossing	Aurora	IL	\$2,825,000
Smoothie King & Jimmy John's Center	Merrillville	IN	\$1,800,000



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