



# LATITUDE

C O M M E R C I A L

— ANNUAL —

MARKET REPORT

2025

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# Letter From the President

As we reflect on 2025, it is clear that the commercial real estate market entered a period of recalibration following several years of extraordinary volatility. At Latitude Commercial, we spent the year navigating a market shaped by higher interest rates, tighter credit conditions, and a renewed emphasis on disciplined underwriting. While transaction activity was uneven across asset classes, improved rate certainty allowed buyers and sellers to reset expectations and move toward more rational, fundamentals-driven decision-making. The result was not a return to peak-cycle volume, but a healthier environment focused on sustainability rather than speculation.

Investment sales in 2025 were defined by price discovery and normalization. Cap rates expanded to reflect the higher cost of capital, and values adjusted accordingly, shifting investor priorities toward income durability, tenant credit quality, and long-term cash flow. Transaction volume stabilized near prior-year levels, signaling that the market had largely found its footing. Refinancing pressure and selective distress—particularly within office—introduced motivated sellers in certain segments, which helped advance pricing alignment and restore deal velocity. By year-end, many investors were re-engaging with greater confidence as spreads between buyer and seller expectations narrowed.

Industrial real estate remained a standout from an operating perspective. Throughout Northwest Indiana and the broader region, leasing fundamentals stayed strong, with vacancy tightening and rents continuing to trend upward amid sustained tenant demand. Investment activity, however, became increasingly selective, with pricing dispersion clearly separating modern, well-located assets from older or functionally obsolete properties. As the year progressed, improved price discovery shortened marketing times and brought liquidity back to the market, reinforcing industrial's position as one of the most resilient asset classes heading into 2026.

The office market demonstrated notable stability in 2025, particularly at the local level. Vacancy remained within a historically narrow range, reflecting consistent occupancy despite evolving workplace dynamics and national headwinds. While asking rents softened and sale prices fluctuated due to isolated outlier transactions, time on market remained relatively consistent and below longer-term averages, indicating that well-positioned office assets continued to transact when priced appropriately. Retail properties likewise showed signs of stabilization, supported by steady consumer activity, disciplined development, and improving rent trends late in the year.

As we look ahead to 2026, the commercial real estate landscape is more measured, more disciplined, and more fundamentally driven than it has been in years. The excesses of the prior cycle have largely been absorbed, and today's market rewards thoughtful strategy, realistic underwriting, and a long-term perspective. At Latitude Commercial, we remain committed to providing clear market insight, data-driven guidance, and hands-on expertise to help our clients navigate this evolving environment. While challenges remain, we are optimistic about the opportunities ahead and confident in the region's long-term fundamentals.



*Aaron McDermott*

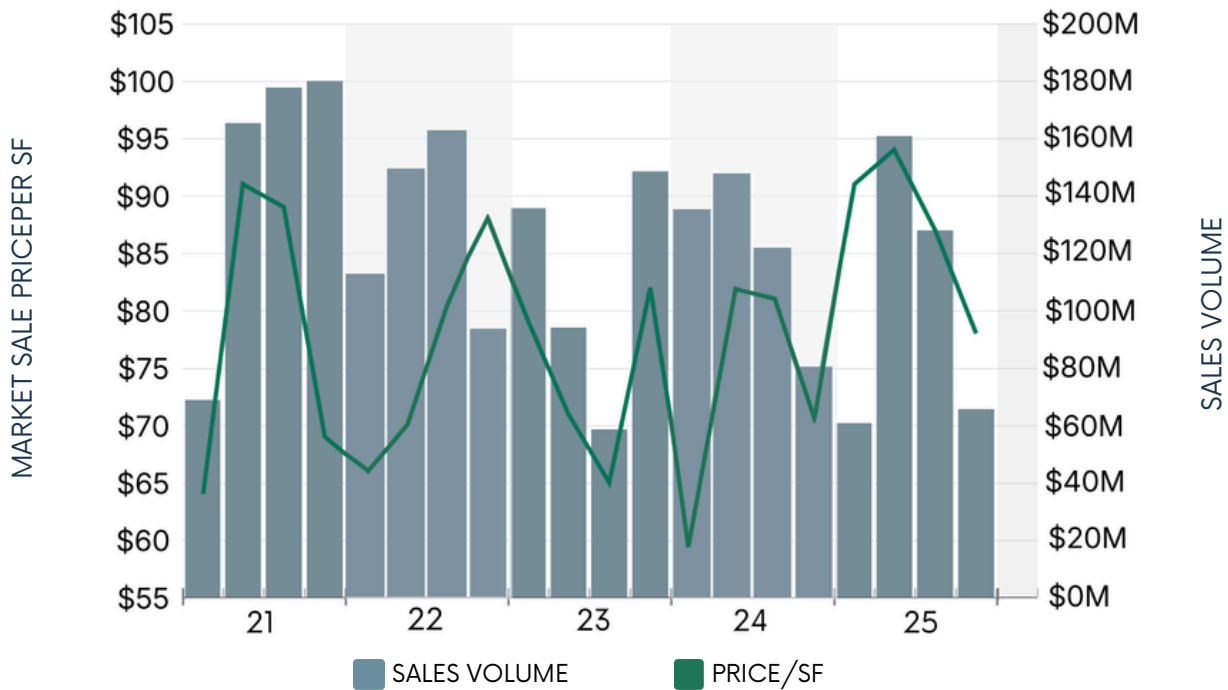
Aaron McDermott, CCIM LEED GA  
Co-Founder, President

**Sources:**  
CoStar Property®, ESRI®, Indiana Department of Workforce Development, and US Department of Labor.

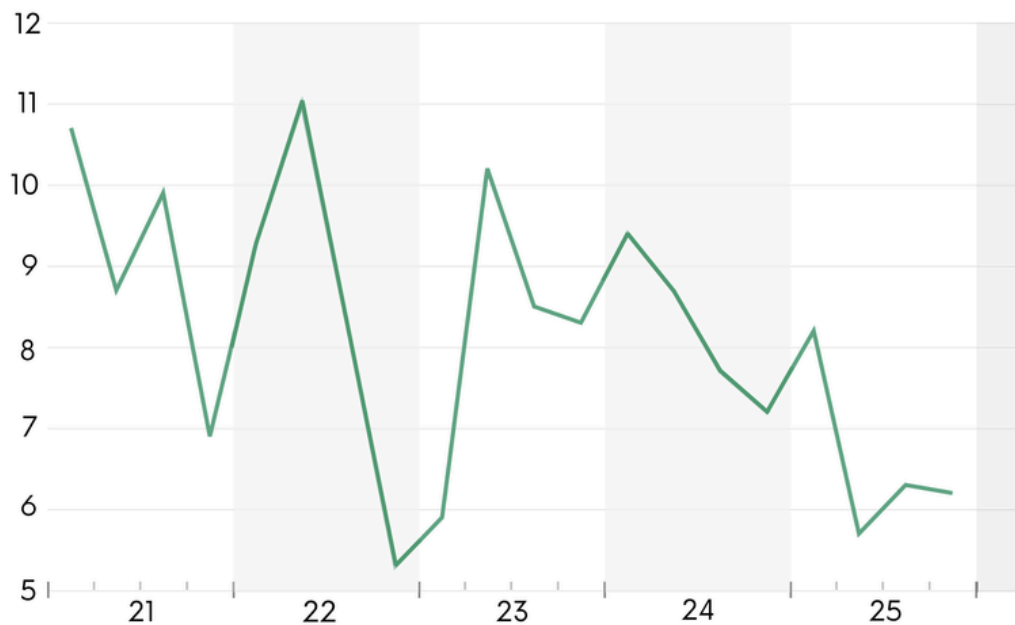
The information provided was based on data for Lake, Porter, and LaPorte Counties in Indiana herein referred to as "Northwest Indiana" within the report. The information contained herein has been given to us by sources we deem reliable. We have no reason to doubt its accuracy, however, we do not make any guarantees. All information should be verified before relying thereon. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party.

# All Sector Market Report

SALES VOLUME & SALE PRICE PER SF



MONTHS TO SALE





# Retail Report

Retail market conditions in Northwest Indiana strengthened in 2025, highlighted by faster transaction timelines and continued rent growth. Months to Sale improved materially over the course of the year, dropping from 8.2 months in Q1 to a low of 5.7 months in Q2—the fastest pace recorded since Q1 2023. While activity normalized in the second half, Q4 finished at 6.2 months, marking the strongest year-end performance since 2022.

Vacancy remained stable and trended modestly lower, reinforcing the region's supply-constrained environment. Vacancy opened the year at 4.06% and improved to 3.97% by Q4, ending 2025 below mid-year levels. At the same time, asking rents continued their upward trajectory. Northwest Indiana closed Q4 2025 at \$18.38 per square foot, a \$0.37 per square foot year-over-year increase and the highest quarterly asking rent recorded during the year heading into early 2026.

Sales activity was volatile, but pricing remained resilient. Transaction volume swung sharply throughout the year, with Q1 marking one of the lowest quarters in the past five years, followed by a Q2 surge to the highest sales volume since Q3 2021. Despite volume softening again by year-end, sales pricing held firm, peaking at \$94 per square foot in Q2 and closing 2025 at \$78 per square foot—demonstrating continued buyer confidence in Northwest Indiana retail fundamentals.



# Retail Market Report

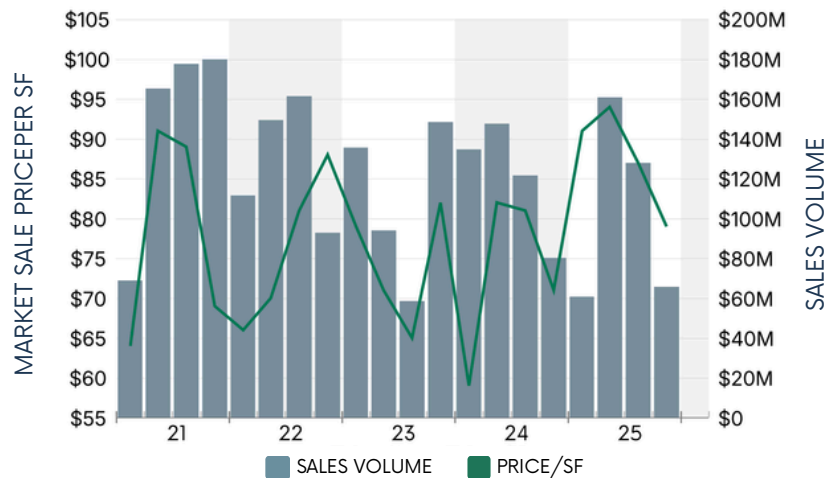
## Months to Sale

- Months to sale started 2025 Q1 at 8.2 Months which was slightly above where 2024 finished at 7.2.
- Q2 dropped significantly to an average of 5.7 Months to Sale which was the lowest point it had reached since 2023 Q1.
- Q4 2025 finished at 6.2 Months to Sale which was the strongest finish to a year since 2022.



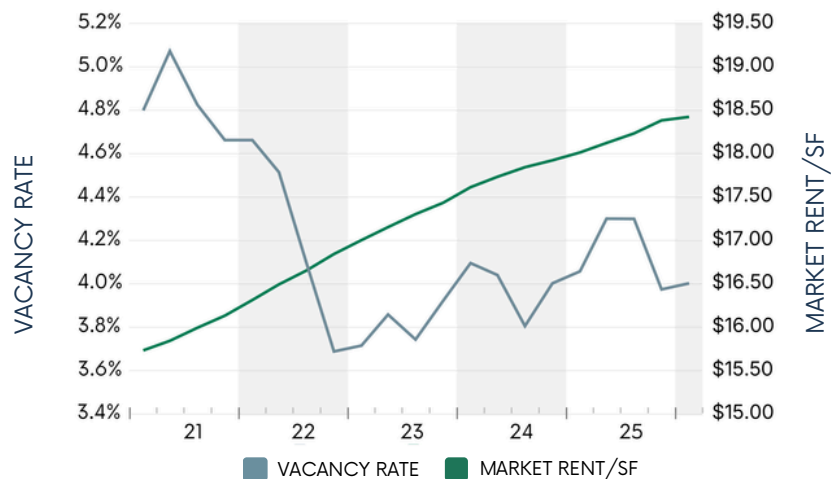
## Sales Volume & Market Sale Price PSF

- Sales volume in Q1 was the lowest it has been since Q3 of 2023 and the second lowest it has been in the last 5 years at just over 60.5M.
- Sales volume in Q2 was the highest it has been since Q3 of 2021 at just over 160M.
- Sales volume fell all the way down to 65.5M to end 2025.
- Sales price PSF hit its highest mark in the last 5 years in Q2 of 2025 at 94/SF.
- Sales price PSF made a steady decline in Quarters 3 & 4 of 2025 ending the year at \$78/SF.



## Vacancy/Market Rent PSF

- Vacancy opened 2025 Q1 at 4.06%, slightly higher than where 2024 finished at 4.00%.
- Vacancy improved by Q4 2025, declining to 3.97%, finishing the year stronger than mid-year levels.
- 2025 Q4 closed at \$18.38/SF, representing a \$0.37/SF increase year-over-year from Q4 2024 and marking the highest quarterly asking rent recorded during 2025, heading into early 2026.





# Office Report

Months for commercial office property to sell in Northwest Indiana remained consistent throughout 2025. The year began with properties sitting on the market with an average of approximately 3.8 months, which was lower than the 2024 average. By the end of 2025, the pace at which office properties sold rose slightly, with properties sitting on the market for 6.6 months on average. Throughout the year, months on the market remained more consistent than prior years, never ranging less than 3.8 months or greater than 6.6. This trend is similar to 2024.

Price per square foot for commercial office properties in 2025 fluctuated greatly, with Q1 seeing properties sell on average at \$89 per square foot, and Q2 seeing the price per square foot rise as high as \$380 per square foot. Q3 and Q4 saw average sale prices come back to reality at \$164 and \$106 per square foot. Sales fluctuated just as greatly, with Q1 having \$2,550,000 in sales volume and Q2 and Q4 having \$24,475,000 and \$24,635,480. These quarterly trends are roughly consistent with past years and show how outliers on the market can affect trends.

Throughout 2025, the Northwest Indiana office market remained stable, with vacancy rates holding relatively flat at 5.1%. Following the volatility seen post-pandemic, vacancy levels stabilized after modest increases in 2023 and remained consistent through 2024 and 2025. Since 2021, office vacancy rates in Northwest Indiana have continued to operate within a historically narrow range of approximately 4.85% to 5.65%, underscoring the market's long-term consistency.

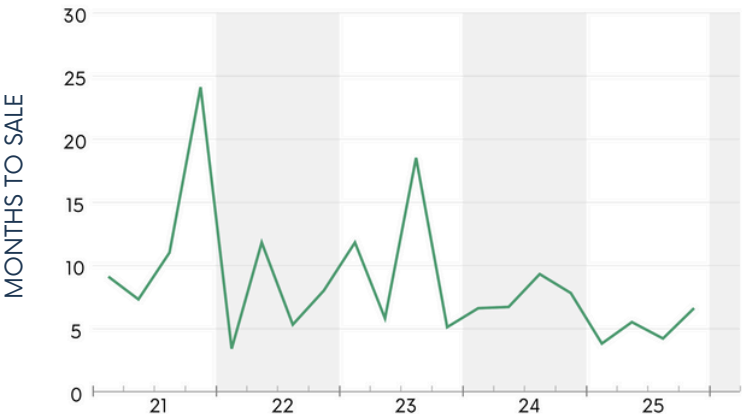
Market asking rents per square foot declined in 2025, reversing the modest rebound experienced in 2023 and 2024. Asking rents decreased to approximately \$19.85 PSF, representing the lowest level observed during the 2021–2025 period. Despite softening rents, elevated inflation, and evolving office-use dynamics, the Northwest Indiana office real estate market remained resilient throughout 2025, supported by stable occupancy and limited volatility in vacancy.



# Office Market Report

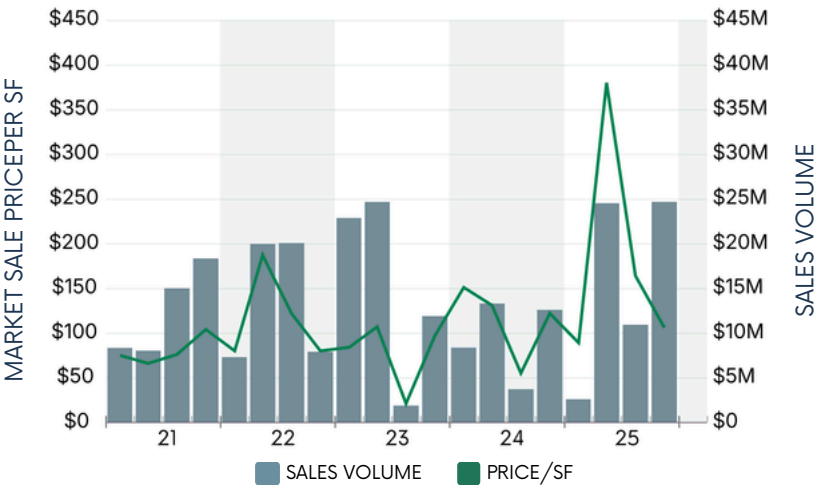
## Months to Sale

- The office market remained consistent throughout 2025, without any major fluctuations in time to sell a property.
- Average time on the market for a commercial office property to sell in 2025 ranged from 3.8 to 6.6 months.
- Average time on the market remained lower than the 2021-2024 averages.



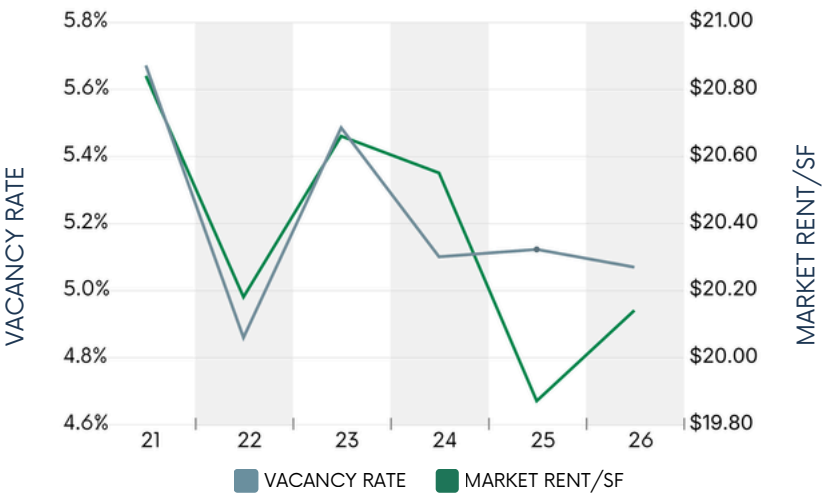
## Sales Volume & Market Sale Price PSF

- The price PSF of office sales peaked in Q2 of 2025, seeing outliers push the average to \$380/PSF.
- Sales volume fluctuated greatly each quarter.
- Average PSF and sales volume in 2025 were both higher than past years.



## Vacancy/Market Rent PSF

- Vacancy remained stable from 2021-2025, fluctuating within a narrow 4.65%-5.65% range and ending below 5.0%.
- Asking rents fell to a 5-year period low of \$19.85 in 2025.
- Despite inflation and shifting office demand, the Northwest Indiana office market remained stable and resilient.





# Industrial Report

Industrial activity in 2025 reflected much slower transactional volume compared to the post-pandemic peak years of 2022–2023. Total quarterly sales volume in 2025 was extremely uneven, ranging from a low of approximately \$4.6M in Q1 to a high of \$43.4M in Q3, well below the sustained quarterly volumes seen in 2022 when multiple quarters exceeded \$35M. Pricing per square foot also showed extreme fluctuations, with transactions ranging from \$15/SF in Q1 2025 to \$111/SF in Q2, indicating a bifurcated market where newer or strategically located assets continued to command premiums while older or functionally obsolete properties traded at discounted levels. It is worth noting that there has been an uptick of truck terminal properties selling throughout 2025, which historically are smaller older facilities that could have dragged down these figures as well. Compared to 2023–2024, 2025 was very volatile in the industrial market both in terms of the price per square foot as well as the sale volume from quarter to quarter throughout the year.

The industrial leasing market in 2025 remained fundamentally strong, characterized by low vacancy and steady rent growth. Vacancy tightened significantly from early-2024 highs of approximately 7.4% to a stable range near 3.8%–4.3% throughout 2025, reflecting our areas strong tenant demand and limited supply. At the same time, market asking rents increased consistently, rising from \$7.86/SF in early 2024 to \$8.36/SF by Q4 2025, representing nearly 30% cumulative rent growth since 2021. The combination of declining vacancy and rising rents in 2025 highlights a very healthy landlord market, while the transaction volume slowed, this seems to have to do more with the low inventory of available industrial properties in the market.

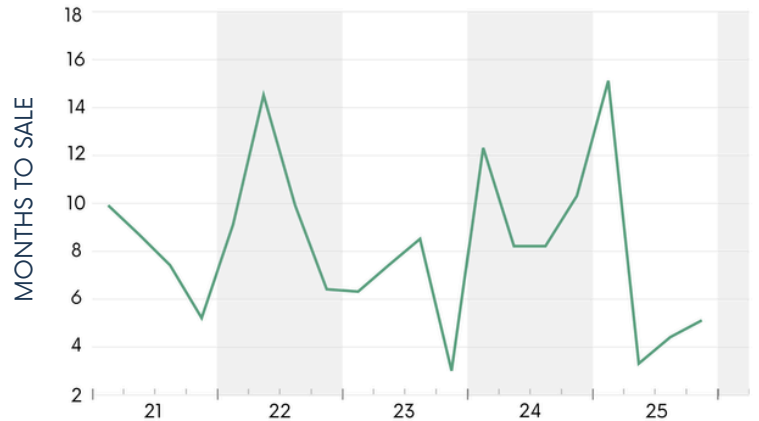
Transaction velocity in 2025 illustrated a market in transition, with marketing times normalizing after the volatility of prior years. Early 2025 began with elevated days on the market, as Q1 averaged 15.1 months to sale, reflecting a major price disconnect between Buyers and Sellers. However, by mid-to-late 2025, deal velocity improved significantly, compressing to just 3.3 months in Q2 and stabilizing near at 4.4–5.1 months in Q3–Q4, levels more consistent with balanced historical norms. Compared to 2024—when months to sale frequently exceeded 8–12 months—the latter half of 2025 suggests sellers became more realistic on pricing and buyers re-entered the market.



# Industrial Market Report

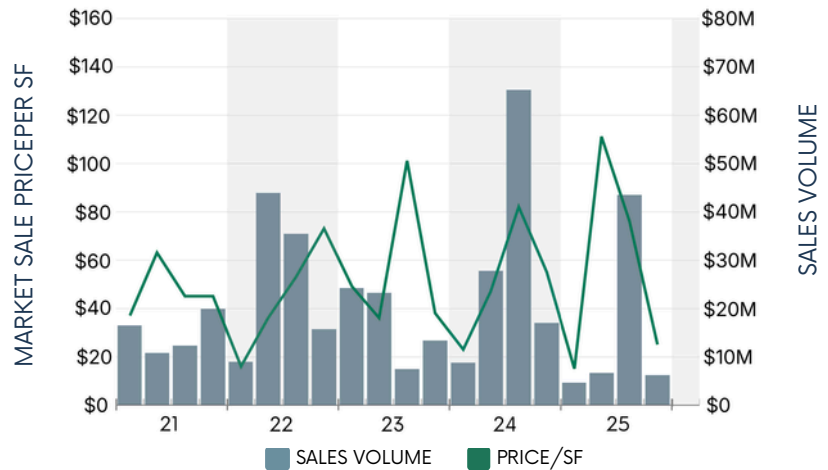
## Months to Sale

- Average months to sale peaked at approximately 15.1 months in Q1 2025, reflecting early-year pricing disconnects between buyers and sellers.
- Marketing times compressed sharply to roughly 3.3–5.1 months by mid- to late-2025, indicating improved pricing.
- Transaction velocity in late 2025 returned closer to historical norms.



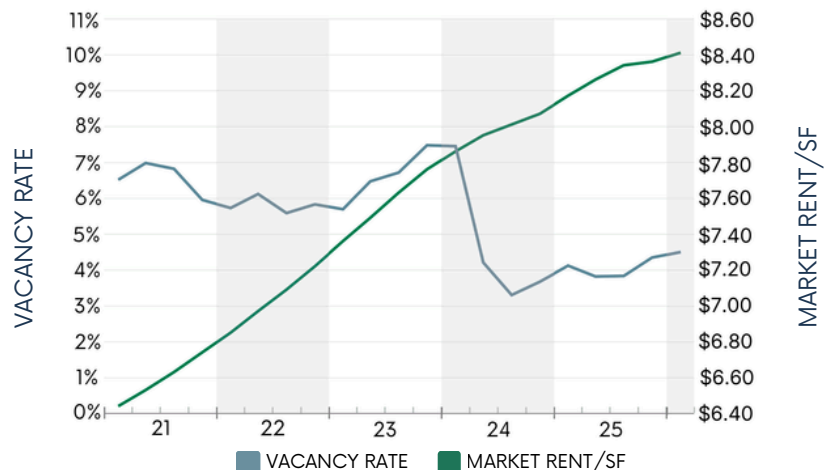
## Sales Volume & Market Sale Price PSF

- Quarterly industrial sales volume in 2025 ranged from approximately \$4.6M in Q1 to \$43.4M in Q3, reflecting uneven transaction activity compared to the more consistent volumes seen in 2022–2023.
- Sale prices per square foot varied widely, from roughly \$15/SF to \$111/SF, noting that there were significant truck trailer maintenance facilities trading that have much lower quality older buildings attached.
- Overall pricing remained below peak-cycle highs, confirming a shift toward more selective buyer demand towards stability.



## Vacancy/Market Rent PSF

- Industrial vacancy declined into the low-4% range in 2025 (approximately 3.8%–4.3%), improving from higher levels observed in early 2024.
- Market asking rents increased to approximately \$8.36/SF by Q4 2025, representing continued upward pressure despite slower capital markets.
- The combination of falling vacancy and rising rents underscores strong occupier fundamentals, even as sales activity moderated.





# Investment Report

Investment sales activity in 2025 was shaped primarily by the normalization of interest rates following the volatility of the prior two years. While policy rates moved down from their peak, borrowing costs remained considerably higher than the low-rate environment that defined 2020–2022, keeping pressure on leveraged returns and underwriting assumptions. As a result, investors seemed to be selective as transaction volume stabilized rather than rebounded. The defining theme of the year may have been an improved rate environment rather than rate relief.

Cap rates adjusted conversely to lower interest rates towards the end of the year from Q2 to Q4, going to lower levels that may reflect investors moving towards more stable properties and asset classes. However, even with higher cost of capital and increased risk premiums, there seemed to be a flight to stability in 2025. Cap Rates are still up from the lows of 2022 but still had a healthy yield spread when compared to the then current interest rate environment.

Cumulative Sales Volume has dropped slightly down from 2024 but significantly down from the 2022 peak of \$430M. Industrial and select multifamily assets continued to attract investment interest due to resilient occupier demand, while sectors facing structural or refinancing challenges, most notably the office sector experienced wider cap rates and thinner liquidity.

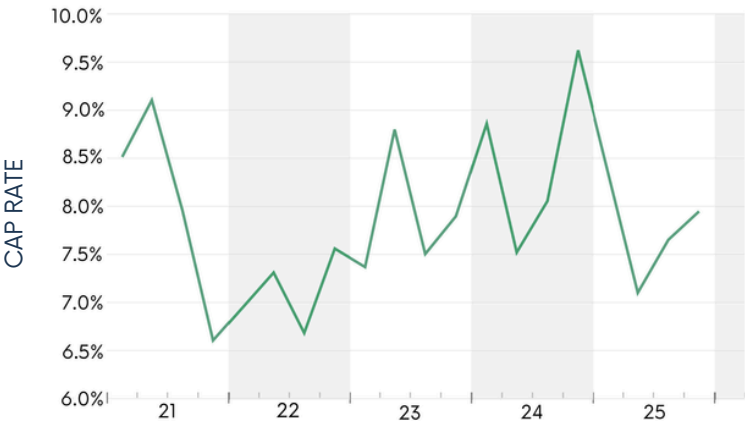




# Investment Market Report

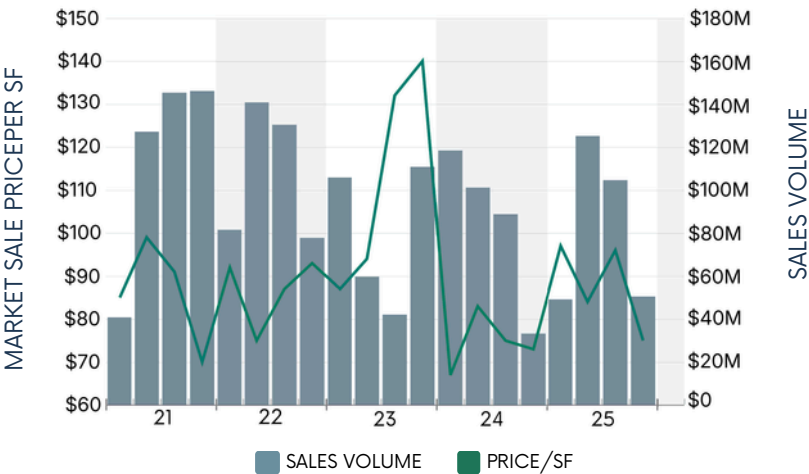
## Cap Rate

- Average cap rates expanded into a range of approximately 7.1%–8.3% in 2025, up from sub-6.5% levels seen in 2021–2022.
- Cap rate expansion went conversely to the higher borrowing costs in Q4.
- Cap Rates dropped from 8.3% to 7.10% in Q2 suggesting investors flight to stable assets.



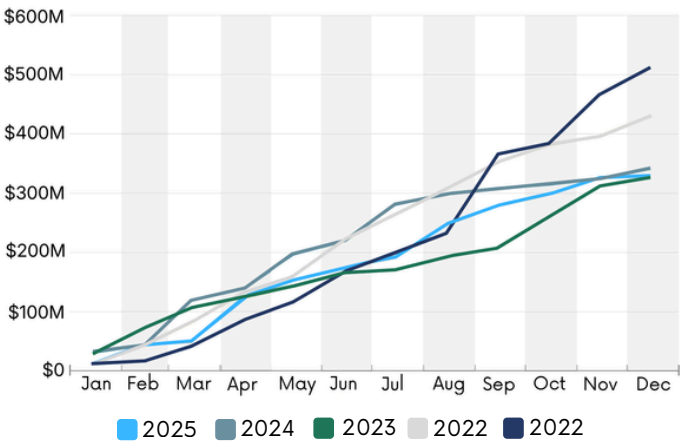
## Sales Volume & Market Sale Price PSF

- Quarterly investment sales volume in 2025 was concentrated in mid-year, with approximately \$125.0M in Q2 and \$104.5M in Q3.
- Average sale prices per square foot peaked in Q1 at \$97/SF but closed out the year with a low of \$75/SF down from peaks we saw in 2023.



## Cumulative Sales Volume

- Total investment sales volume reached approximately \$329M in 2025, slightly below 2024 (\$341M) and well below the 2022 peak of roughly \$430M.
- Annual volume in 2025 closely tracked 2023 levels (~\$326M), signaling stabilization rather than further contraction.
- The data reflects a post-peak normalization phase, possibly fewer but more selective transactions.



# Property Management Report

Not including evictions or leases that terminated early, we were able to collect 96.9% of base rents during the 2025 calendar year. Throughout the course of the year, eight leases were terminated early due to tenants going out of business, and two tenants filed for bankruptcy.

As of December 31, 2025, 340 units out of 396 units managed in our commercial portfolio were under lease, resulting in a unit occupancy rate of 85.86%, which represents a decrease of approximately 7% compared to 2024.

Common Area Maintenance (CAM) charges can fluctuate significantly from one property to another. For example, one property may have gas, electric, water, and waste hauling paid for by the landlord and charged back to tenants as part of CAM, while another property may have tenants paying these expenses directly, which can greatly skew CAM figures. Overall, CAM expenses are estimated to increase by approximately 7%. CAM expenses between Lake and Porter Counties tended to fall within a similar range.

Property taxes in Lake County (IN) were on average 40% higher than in Porter County and represent the largest anticipated increase from 2025. Additionally, property taxes in Cook County (IL) are estimated to be approximately 196% higher than those in Lake County. Property insurance costs appear to have stabilized in 2025, following significant increases in prior years.



# Property Management Market Report

## Property Management Data

### Base Rents:

- % Base Rent Collected\*: 96.9%
- Early Lease Terminations (Going Out of Business): 8
- Tenant Bankruptcies: 2
- Does not include evictions or early lease terminations

### Occupancy:

- Total Units Managed: 396
- Units Under Lease: 340
- Occupancy Rate: 85.86%
- Change from 2024: Down approximately 7%

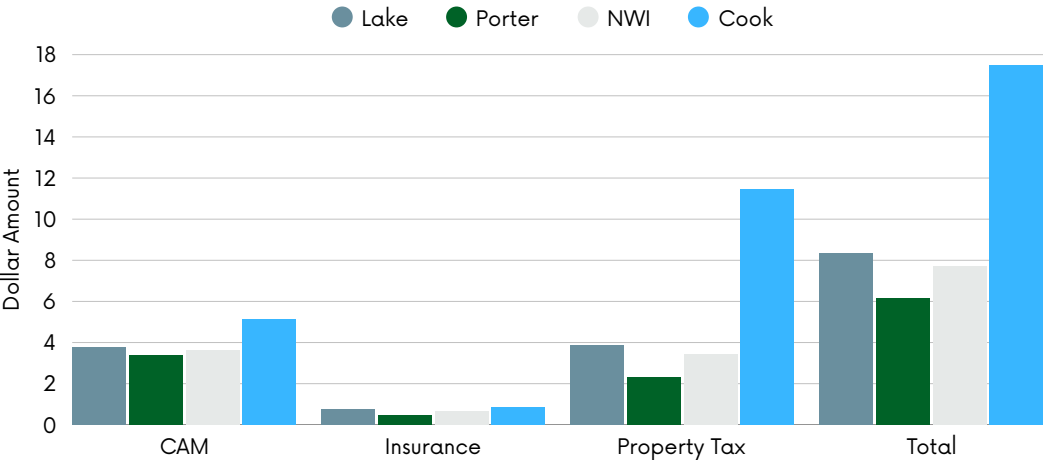
### CAM, Insurance, and Property Taxes:

- CAM Expense Change: Estimated increase of approximately 7%
- CAM Expense Range: Lake and Porter Counties fell within a similar range
- Property Taxes – Lake County (IN): ~40% higher than Porter County
- Property Taxes – Cook County (IL): ~196% higher than Lake County
- Property Insurance Costs: Stabilized in 2025

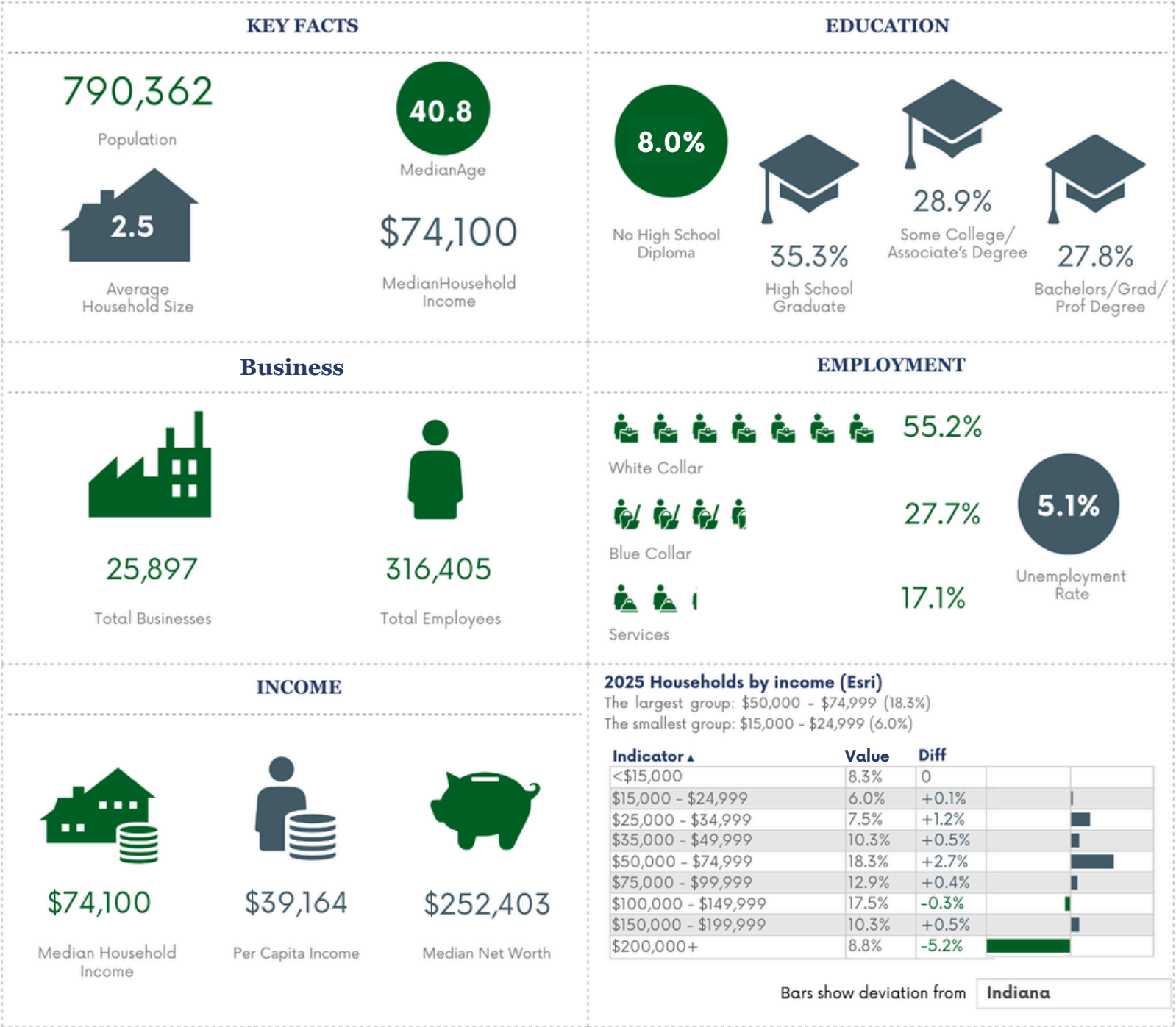
## NNN Data

	CAM	Insurance	Property Tax	Total
Lake	\$3.75	\$0.74	\$3.87	\$8.36
Porter	\$3.38	\$0.45	\$2.31	\$6.14
NWI	\$3.64	\$0.65	\$3.41	\$7.70
Cook	\$5.15	\$0.86	\$11.47	\$17.48

NNN DATA



# Market Facts





Business Key Facts

3 Counties (IN(18089),IN(...)  
Lake County, IN (18089) et  
al. Geography: County

Key Statistics

25.9K

Total Businesses

316K

Total Employees

\$54.9B

Total Sales

5.1%

Unemployment Rate

Daytime Population



790,362

Total Population



743,422

Total Daytime Population

Ratio of daytime to  
total population:

0.94

Values > 1.0 mean that more  
people come to the area during  
the day than live there.



Dominant Urbanicity Type

Suburb



12.5

Avg Number  
of Employees



16.9

Comparison data is not  
available

Top 25 Largest Businesses in Area



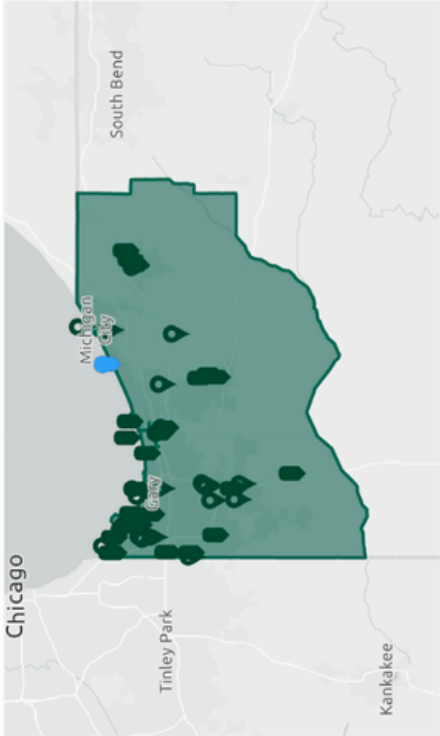
25\*

100 or More Employees



25\*

\$10M+ Annual Sales Vol



Highest sales volume

Cleveland-Cliffs Burns Harbor	Branch	\$568M
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Most Employees

Cleveland-Cliffs Burns Harbor	Branch	4,119
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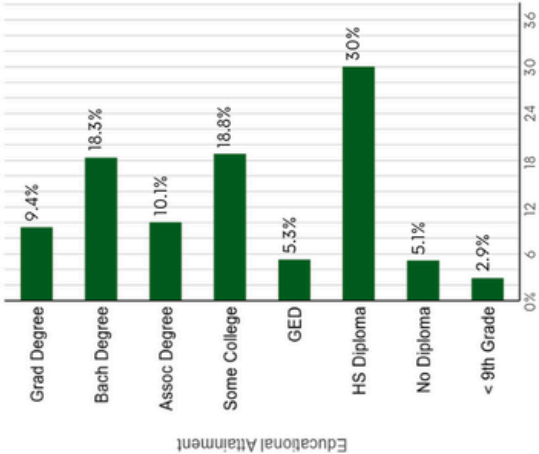
Source: This infographic contains data provided by Esri-Data Axle (2025), Esri (2025). Note: business sales volumes and employee counts are estimates provided by Data Axle. \* Indicates the number of locations has reached the maximum.

Business Key Facts

3 Counties (IN(18089),IN(...)  
Lake County, IN (18089) et  
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Business Key Facts | 3 Counties | Geography: County

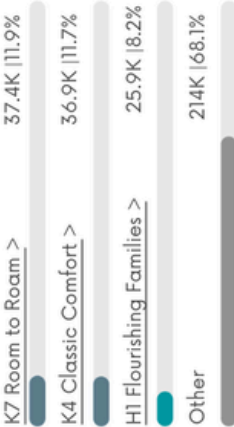
About the Workforce



Source: This infographic contains data provided by Esri-Data Axle (2025), Esri (2025). Note: business sales volumes and employee counts are estimates provided by Data Axle. \* Indicates the number of locations has reached the maximum.

Tapestry

Top 3 segments by household count



[View comparison table](#)

About the Community



Businesses Per 1,000 Population

Business Categories	IN(18089),IN(...)	States Indiana	United States of America United States
Restaurants	2.44	2.20	2.45
Health Care & Social Assistance	4.12	3.63	3.76
Retail	4.28	4.29	4.59
Manufacturing	1.27	1.47	1.32
Finance & Insurance	1.61	1.68	1.79
Professional & Tech Services	2.71	2.69	3.60

# Sales Transactions

## Significant Retail Sales Transactions:

Property	Sale Date	Sales Price	Acres	Price/SF
2881 E 81st Ave, Merrillville, IN	1/2/2025	\$5,800,000	3.96	\$137.78
3201 E Lincoln Hwy, Merrillville, IN	10/30/2025	\$4,432,890	7.83	\$53.47
5172-5184 Franklin St, Michigan City, IN	4/22/2025	\$3,990,000	1.72	\$218.03
3550 E Lincoln Hwy, Merrillville, IN	9/16/2025	\$3,923,500	7.89	\$131.09

## Significant Office Sales Transactions:

Property	Sale Date	Sales Price	Square Feet	Price/SF
1001 Calumet Ave, Dyer, IN	4/18/2025	\$18,050,000	28,498	\$633.38
5343-5365 Commerce Blvd, Crown Point, IN	7/16/2025	\$4,894,400	18,244	\$268.27
1433 E 83 <sup>rd</sup> Ave, Merrillville, IN	10/9/2025	\$4,200,000	33,244	\$126.34
9410 Calumet Ave, Munster, IN	12/23/2025	\$2,481,780	13,200	\$188.01

## Significant Industrial Sales Transactions:

Property	Sale Date	Sales Price	Square Feet	Price/SF
4404 Euclid Avenue, East Chicago, IN	9/10/2025	\$7,980,000	72,000	\$110.83
8903 Louisiana St, Merrillville, IN	10/1/2025	\$5,213,600	44,800	\$116
1499 Woodlawn Ave, Chesterton, IN	9/22/25	\$3,325,000	54,102	\$61
1940 N. Lafayette Ct, Griffith, IN	11/4/2025	\$3,085,600	24,242	\$127

## Significant Multifamily Sales Transactions:

Property	Sale Date	Sales Price	Units	Price/Unit
1240 W 52nd Dr, Merrillville, IN	8/27/2025	\$36,100,000	376	\$96,011
1400 Jefferson St, Gary, IN	11/3/2025	\$6,459,000	80	\$80,738
807 Greenfield Ln, Valparaiso, IN	5/22/2025	\$3,491,250	4	\$872,813
352 College Ave, Valparaiso, IN	12/30/2025	\$2,000,000	12	\$166,667

## Significant Land Sales Transactions:

Property	Sale Date	Sales Price	Acres	Price/Acre
1002 Campbell, Valparaiso, IN	2/5/2025	\$2,200,000	16.67	\$131,233.57
Calumet Ave and Route 30-Lot 11 Dyer, IN	9/8/2025	\$1,429,750	2.46	\$581,197.02
10927 Parrish Avenue, Saint John, IN	3/13/2025	\$1,421,500	34.40	\$41,443.15
9407-9411 Indianapolis Blvd, Highland, IN	8/11/2025	\$1,300,000	1.60	\$812,500



# Terminology

## **Holdover Clause**

A lease clause requiring that if the tenant stays beyond the end of the lease without notice, the Landlord then has the right to increase the rental rate by a stipulated amount. I have seen this as low as 110% of the previous month's rent. However, I have also seen tenant's that have signed leases with as high as 200% of the previous month's rent. This is meant as a deterrent to not informing your landlord of your intentions and the reason why it is typically dramatically higher than exercising an option to renew.

## **Force Majeure**

A French term that literally means "superior force." Until the most recent events of the COVID pandemic this was typically defined as events like acts of God (e.g., earthquake, tornado or flood), terrorism, or war. COVID could possibly be defined as within this clause. The interpretation could be applicable especially if the force majeure clause contains a "catch-all" statement. Even without it the clause could apply to certain obligations between the parties.

## **Gross Lease**

The landlord pays directly all operational and ownership costs connected with the building in a gross lease. These typically include property taxes, property insurance, and any number of expenses including but not limited to maintenance, landscaping, repairs, trash removal, and utilities. In a full-service lease, which is something very typical with US General Service Administration (GSA) leases and co-op spaces, the tenant pays one amount to the landlord on a monthly basis that includes all the items detailed above and can include utilities, phone systems, janitorial, and more. Landlords with gross leases must absorb all tax and insurance increases, repairs of short- and long-lived items, and capital expenditures over the entire term of the lease.

## **Double-Net (NN)**

Typically, a Net-Net lease means in addition to the base rent, the tenant pays for property taxes, property insurance, and the landlord pays for maintenance, utilities, repairs, and capital expenditures. A double-net lease is sometimes referred to as a modified gross lease.

## **Triple-Net (NNN)**

A triple-net lease calls for the tenant to assume all expenses of operating a property, including fixed and variable expenses and any common area maintenance that might apply, potentially including HVAC, plumbing, and electric systems. However, the landlord remains responsible for structural repairs, utility lines to the property, and sometimes site improvements, such as parking, landscaping, and site lighting.

## **Cap Rate**

Short for "capitalization rate," the cap rate refers to the ratio of Net Operating Income (NOI) to property asset value. For example, a building with a NOI of \$100,000 valued at an 8.00% Cap Rate is worth:  $100,000 / 0.08 = \$1,250,000$

## **Letter of Intent (LOI)**

A document outlining the preliminary commitment of one party to do business with another. The LOI outlines the terms of a prospective deal. LOIs are similar in content to term sheets and tend to be non-binding.

## **Load Factor (Loss Factor)**

A load factor is a metric that compares the amount of space a tenant pays, referred to as Rentable Square Feet for, in a commercial lease versus the amount of space they actually use, referred to as Usable Square Feet.

# Our Team



**AARON MCDERMOTT**  
Co-Founder, President  
aaron@latitudeco.com



**BRETT MCDERMOTT**  
Co-Founder, Senior Vice President  
bmcdermott@latitudeco.com



**MYLES RAPCHAK**  
Principal, Vice President  
mrapchak@latitudeco.com



**JOHN O'MALLEY**  
Senior Broker  
jomalley@latitudeco.com



**MILO TRKULJA**  
Associate Broker  
mtrkulja@latitudeco.com



**ANTONY MIOCIC**  
Director of Office Group  
amiodic@latitudeco.com



**CHANDLER KIMMEL**  
Senior Broker  
ckimmel@latitudeco.com



**KEN TURNER**  
Associate Broker  
kturner@latitudeco.com



**JULIA TURNER**  
Associate Broker  
jturner@latitudeco.com



**MEGHAN DELACRUZ**  
Director of Finance  
mdelacruz@latitudeco.com



**RYNE PISHKUR**  
Director of Property Management  
rpishkur@latitudeco.com



**VERONICA TUREK**  
Property Manager  
vturekelatitudeco.com



**CHRIS MARSHALL**  
Market Director, Property Manager  
cmarshall@latitudeco.com



**COURTNEY PISHKUR**  
Property Manager  
cpishkur@latitudeco.com



**AUSTIN ABBRING**  
Maintenance Technician  
austin@latitudeco.com



**MICHELLE CZYSZCZON**  
Office Manager  
mczysczon@latitudeco.com



**JUSTIN GUERRERO**  
Marketing Coordinator  
jguerrero@latitudeco.com