



## **Cape Horn Group completes full-floor office sale at The LaSalle Wacker**

**CHICAGO** – Cape Horn Group completed three sales of office space at The LaSalle Wacker, including the purchase of a full floor by Greaves Travel, LLC. Cape Horn Group has now completed nearly 50,000 square feet of sales at the riverfront building.

“Even amid tightened credit standards in other sectors of the financial industry, banks are more interested than ever in providing financing for owner-occupied office suites,” said Juan DeAngulo, regional manager for Cape Horn Group. “And professional service firms are particularly attracted by the opportunity to secure a prime downtown location at today’s historically low rates.”

Greaves Travel, LLC purchased the entire 25<sup>th</sup> floor of the office building, relocating from 304 W. Randolph, a building the company owned since April 2000. That building is one of three set for demolition for the development of a city park adjacent to The John Buck Company’s proposed new office tower at 222 W. Randolph.

“We have seen first hand the benefit of ownership, and we knew we wanted to purchase our next space,” said Ken Kulas, CFO of Greaves Travel, LLC. “The LaSalle Wacker provided that opportunity at a premier, riverfront location.”

Eric Sorenson and Chris Tarzon of The John Buck Company represented Greaves Travel, LLC in the purchase, while Larry Cohn of Cape Horn Group represented the seller.

Court reporting and stenographic services firm Scheff and Associates purchased 1,053 square feet of space for its headquarter office on the building’s 19<sup>th</sup> floor. The firm was represented in the transaction by Tom Reeves of Dreamtown Realty, an agency traditionally specializing in residential real estate.

“With the struggling housing market, we are seeing a growing number of residential brokers supplement their offerings with opportunities in commercial real estate,” said DeAngulo. Russ Cora of Cape Horn Group represented the seller.

Completing the recent sales, Ernest P. Chiodo invested in 621 square feet of space on the eighth floor at The LaSalle Wacker. Noel Ross of Cape Horn Group represented the seller.

The LaSalle Wacker sales center is open 9 a.m. to 6 p.m. Monday through Friday. For more information or to schedule a personal tour, call 312-962-1112 or visit [www.thelasallewacker.com](http://www.thelasallewacker.com).

### **About The LaSalle Wacker**

Overlooking the river in Chicago’s central business district, The LaSalle Wacker offers individually owned office suites, similar to office condominiums but with the added flexibility of expanding or reducing space without zoning changes or association approvals. Purchased in 2006 by an affiliate of Cape Horn Group, the 41-story, 414,000-square-foot art deco building features a prime location with expansive waterfront and skyline views. Recently introduced capital improvements and amenities include upgraded elevators, a touch-screen lobby directory, a building concierge,



extended fitness center hours, and car washing in the building's parking garage. More information is available from the sales center at (312) 962-1112 or [www.thelasallewacker.com](http://www.thelasallewacker.com).

**About Cape Horn Group**

Formed by veteran investment bankers, Cape Horn Group is a national real estate development company specializing in acquiring commercial properties that can be upgraded and repositioned to increase their value. The firm pioneered the office condominium concept in Miami and opened a Chicago sales office in 2007 after acquiring two premier riverfront properties — 55 West Wacker and The LaSalle Wacker. The company continually looks for opportunities to expand its presence with the support of a strong national and international investor base.