



**COLDWELL
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COMMERCIAL**
NRT

COLDWELL BANKER COMMERCIAL NRT (MID-ATLANTIC REGION)

CBCWORLDWIDE.COM

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Coldwell Banker Commercial® (CBC) multifamily professionals are well-versed in the unique elements and trends that shape successful multifamily transactions. With access to local, national, and international market data and industry trends, CBC professionals can provide the knowledge to help you make informed decisions and design the ideal real estate solution that meets your objectives. In addition, they can leverage their relationships with fellow CBC professionals across the US and around the world to access a larger pool of potential investors and tenants.

CBC professionals will help you to maximize the value of your assets before sale through property rehabilitation and marketing. If you are purchasing a property, they will assist you in making an informed acquisition decision. For owners of multiple properties, CBC professionals can help evaluate each property based on current market conditions and future trends for each specific location. By completing transactions across the US last year, CBC multifamily professionals are well-versed in the anomalies of every market and are ready to assist with your transaction.

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Acquisitions
- Dispositions
- Investment analysis
- Property management
- Consulting
- Due diligence/feasibility studies
- Market surveys/analysis
- Property marketing strategy





Coldwell Banker Commercial® professionals completed over 3,400 transactions in the past year*.

Coldwell Banker Commercial (CBC) professionals who specialize in office properties develop customized real estate solutions for landlords and tenants of office space. CBC professionals clearly understand today's business climate and work to identify office space to suit your business objectives, from creative space to attracting talent to value-add investment opportunities.

Whether you need to lease or sublease office space or buy or sell an office building, the CBC organization can develop a customized solution that meets your real estate needs. With access to colleagues in markets across the globe, and completing over 3,400 transactions in the past year, CBC professionals can expertly provide innovative solutions to multi-market requirements.

CBC professionals come to their clients as trusted advisors with innovative ideas and solutions. Every CBC professional is client-focused and results-driven.

*End of Year 2018

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Acquisitions
- Capital services
- Dispositions
- Lease and lease/own analysis
- Market surveys and analysis
- Tenant representation
- Build-to-Suit
- Consulting
- Investment analysis
- Leasing Services
- Property management
- Transaction Management

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Coldwell Banker Commercial® (CBC) professionals who specialize in healthcare facilities develop customized real estate solutions for landlords and tenants. They clearly understand today's competitive healthcare industry and the opportunities and challenges it presents. Whether you need to lease or sublease healthcare space or buy or sell a medical office building, a CBC professional can create a customized solution that meets your real estate objectives. With access to colleagues across the US and around the world, CBC professionals can expertly provide innovative solutions to multi-market requirements.

CBC professionals come to their clients as trusted advisors with innovative and profitable ideas and solutions. Every CBC professional is client-focused and results-driven.

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Acquisitions
- Dispositions
- Lease analysis
- Leasing services
- Property management
- Transaction management
- Build-to-suit
- Investment analysis
- Lease/own analysis
- Market surveys/analysis
- Tenant representation





RETAIL SERVICES

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Coldwell Banker Commercial® professionals completed over 2,500 retail transactions in the past year*.

Coldwell Banker Commercial (CBC) professionals are skilled in every phase of the retail brokerage business, from owner representation to seller representation to tenant acquisition. Retail transactions require an understanding of consumer demand and its effect on tenant mix. We understand how closely real estate is tied to retail and work to develop strategies that benefit your bottom line.

CBC professionals help owners maximize asset value prior to sale via property rehabilitation and market repositioning, as well as acquiring tenants that will add value to the property. Also, we assist buyers in making informed decisions that are aligned with their business strategies including growth or consolidation plans. Skilled in site selection and negotiations, CBC professionals also help tenants find the best possible location and negotiate the best sale or lease terms.

*End of Year 2018

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Acquisitions
- Demographic overviews
- Facilities management
- Lease analysis
- Market surveys and analysis
- Tenant representation
- Build-to-Suit
- Dispositions
- Landlord representation
- Lease/own analysis
- Property management



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INDUSTRIAL SERVICES

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Coldwell Banker Commercial® professionals completed nearly 2,300 transactions over the past year*.

The Coldwell Banker Commercial (CBC) professionals specialize in industrial properties, throughout North America. They are known for creative, out-of-the-box thinking and project implementation, providing industrial property owners and tenants with comprehensive leasing/selling strategies. By utilizing market-specific information and experience from almost 2,300 transactions over the past year, CBC professionals can assist you in making informed decisions that result in profitability.

Whether you are a corporate client with changing space needs, a private owner in a local market, an institutional investor with a multi-market presence, or something in-between, CBC professionals are ready to be your real estate advisor.

*End of Year 2018

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- **Tenant/Buyer Representation**
— site search, build-to-suit, lease/own analysis, acquisitions, and lease audits
- **Landlord/Seller Representation**
— leasing services, dispositions, and lease analysis
- **Consulting Services**
— feasibility analysis, appraisal and valuation, market analysis, financial analysis negotiations, and litigation support
- **Management Services**
— property management, asset/portfolio management, lease administration, and facilities management

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LAND SERVICES

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Coldwell Banker Commercial® (CBC) professionals specialize in commercial-use land throughout North America. Land transactions demand a thorough understanding of planning, zoning, development, engineering issues, mineral and water rights, syndications, and investment analysis. Having completed numerous transactions over the past year, CBC professionals that focus on land transactions have extensive experience on the sale, purchase, lease, and development of commercial-use land properties.

CBC professionals are dedicated to saving you time and money by providing the information and services you require to make informed decisions and smart transactions. They can assist you with feasibility studies, site selection, proforma analysis, acquisitions or dispositions, and development allowing you to maximize the value of your real estate portfolio and your return on investment. You can rely on a CBC professional as a trusted advisor with innovative and profitable solutions.

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Acquisition or disposition of commercial land, agricultural and agribusiness land, pasture, groves, or timberland
- Due diligence process for zoning, land use, environmental, and other governmental and regulatory approvals
- Serve as a liaison with governmental agencies
- Provide knowledge on area growth patterns and restrictions

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Coldwell Banker Commercial® (CBC) professionals who specialize in hospitality properties assist investors in making informed decisions that are aligned with their business strategies. Unlike other real estate investments, hotels are operating businesses that require specialized management to address the daily income stream shifts attributed to occupancy and revenue fluctuations. Understanding the cyclical nature and dynamics of hotel markets is critical to good investment decision making.

CBC hospitality professionals have vast experience in hotel operations management, real estate, and valuation. The hotel positioning services they provide is unique for each project undertaken, and are therefore tailored to meet each client's individual needs.

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Acquisitions
- Brand selection/positioning
- Dispositions
- Site searches
- Advisory services
- Build-to-suit
- Market surveys/analysis
- Supply and demand analysis





LANDLORD REPRESENTATION

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Coldwell Banker Commercial® professionals completed over 3,000 landlord rep transactions in the past year*.

With access to colleagues in 145 companies around the globe, who've completed over 3,000 landlord representation transactions in the past year, Coldwell Banker Commercial (CBC) professionals clearly understand today's leasing climate. As a result of our experience with tenant representation, we understand tenants' needs and will use that knowledge to position and lease properties for landlords more effectively.

CBC professionals come to their clients as trusted advisors with a proven track record in reducing occupancy costs and increasing profitability for landlords. Every CBC professional is client focused and results driven and can expertly develop a customized positioning and leasing program specific to your property.

*End of Year 2018

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Build-to-Suit/Tenant fit-up
- Lease analysis
- Negotiations
- Property positioning/Repositioning
- Tenant retention
- Landlord marketing
- Market surveys and analysis
- Property management
- Strategic planning services
- Transaction management and reporting

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TENANT REPRESENTATION

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Coldwell Banker Commercial® (CBC) professionals who specialize in tenant representation develop customized real estate solutions for their clients. They clearly understand today's business climate and work to identify office space to suit your business objectives. Whether you need to lease or sublease office space, a CBC professional can develop a customized solution that meets your real estate needs and expertly provide innovative solutions to multi-market and local requirements. With access to colleagues throughout the US and across the globe, and completing nearly 5,000 transactions in the past year, CBC professionals have a proven track record of finding tenants space which facilitates their business growth.

CBC professionals come to their clients as trusted advisors and all transactions are completed with the client's needs at the forefront.

CBC PROFESSIONALS CAN ASSIST YOU WITH ANY OF THESE SERVICES:

- Build-to-suit/tenant fit-up
- Lease analysis
- Lease/own/sale leaseback analysis
- Negotiations
- Space planning
- Demographic/drive-time studies
- Lease audit
- Market surveys/analysis
- Site Selection
- Transaction management/reporting

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