



COLDWELL BANKER COMMERCIAL

**ARNOLD AND
ASSOCIATES**

Full Service Capabilities



**COLDWELL BANKER
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INDUSTRIAL SERVICES



YOUR TRUSTED ADVISOR

Coldwell Banker Commercial affiliated professionals know the local zoning laws and commercial properties in each town and which areas best accommodate the needs of specific industries. That industry knowledge helps us anticipate changing warehousing and distribution requirements and makes us well-positioned to perfectly match you with your ideal commercial properties without wasting your time on properties that aren't a good fit. CBC affiliated professionals look beyond just finding you the right industrial space for rent or sale. They can help with project implementation programs, out-of-the-box and custom solutions for your real estate needs, and other solutions. Our goal is to help you add value to your bottom line, improve your company's efficiency and grow its profits. If you are seeking industrial or warehouse space for rent or purchase, contact the team at Coldwell Banker Commercial for knowledgeable and attentive help, nationally and internationally. No matter where you are located and where you wish to secure property, our knowledgeable experts can create a personalized approach to land you the most suitable industrial real estate at the right price.

BUSINESS SECTORS

Storage and Distribution

The need for warehouses has rapidly grown over the past ten years with the rise of eCommerce. Bulk warehouses are used for regional distribution sites, and often, require 50,000 to 1 million square feet of space. They are usually located outside of metropolitan areas where land is less expensive and trucks have easy access to highways. At the other end of the spectrum are flex warehouses, which are much smaller and used for more localized businesses such as cabinet makers, brewers and small manufacturers. Found in metropolitan, suburban and rural areas, flex warehouses often include a small amount of office space as well as shipping docks and loading areas. Due to the size, price point and demand, these are often a good entry-level opportunity for investors.

Manufacturing

Facilities where goods are produced and assembled share several things in common, including open space that can be converted for different uses, a small amount of office space and loading docks. The most well-known type is heavy manufacturing facilities, which are found in areas zoned for industrial usage due to their need for heavy machinery, chemicals and increased power usage. Because these properties require a great deal of customization to for the user's specific requirements, they are often occupied for the long term because of the logistics and cost involved in moving the facilities. Light assembly manufacturing facilities are similar to flex warehouse spaces and do not typically house heavy machinery. They often are used for assembling products, storing and shipping them, and can be easily converted for storage and office space.

Flex Space

Flex properties can be used for a variety of purposes, from Research and Development (R&D) to data centers and showrooms. R&D tenants engage in work to develop new products or improve existing ones and are often located near a business's manufacturing facilities or home office. Data centers house the computer equipment needed to keep the internet and software systems running and for cloud storage. While showrooms include space to showcase products along with warehouse and office space.

Our Services

Look to the Coldwell Banker Commercial network to assist with all your industrial real estate needs. Our services include:

- **Tenant/Buyer Representation** — CBC affiliated professionals can help with all your industrial real estate needs for buyers and tenants, including site search, build-to-suit, lease/own analysis, acquisitions and lease audits.
- **Landlord/Seller Representation** — Our experienced advisors will match investors with the ideal property and support landlords through comprehensive leasing services, dispositions and lease analysis.
- **Consulting Services** — Your CBC affiliated professional will assist with feasibility analysis, appraisal and valuation, market analysis, financial analysis negotiations and litigation support.
- **Management Services** — We offer all the services you need for your industrial real estate, including property management, asset/portfolio management, lease administration and facilities management.



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TENANT REPRESENTATION SERVICES



YOUR TRUSTED ADVISOR

As business operations grow, you may need a commercial property that can better accommodate the expanding business, whether it's a larger space, new location or a different floor plan with more options for configuration. Coldwell Banker Commercial® affiliated professionals specializing in tenant representation are there to help you find the best space to fit your evolving needs. From site selection to competitive research, assistance with determining what leasing terms may be best for your business and market analysis, our advisors can develop a customized real estate solution that helps you reach your business objectives.

Our Services

The Coldwell Banker Commercial network can assist with all your tenant real estate needs.

- **Space Planning** – Your CBC® affiliated professional can analyze your business needs for the space, consider what activities will take place there and develop a plan to optimize the space including how to position furniture, fixtures and other elements.
- **Negotiations Assistance** – Our experienced affiliated advisors can assist with prioritizing your leasing terms, such as rental price, length, security deposit, maintenance and repair responsibilities, renewal options and weigh in on whether certain aspects of the lease are reasonable, so you may negotiate with the landlord strategically.
- **Lease Audit** – A CBC affiliated tenant representative can audit your lease to help ensure the agreement is being properly executed and to understand and help you facilitate protecting your financial interests. This may include a careful review of the lease agreement and financial records of the property, such as rent payments, operating expenses and other charges.
- **Site Selection** – You can rely on our affiliated professionals to assist with site selection to ensure a space meets your business's needs. They will consider factors such as location, accessibility, demographics, zoning, infrastructure and cost.
- **Market Analysis** – We can help you make the best choice by analyzing market trends, competitive properties, tenant demand and economic factors to identify any opportunities or challenges.
- **Demographics** – Your CBC® affiliated advisor can help you make informed decisions about where to locate based on the potential customer base in the area and how to best serve this audience.
- **Drive-Time Analysis** – CBC professionals can help identify opportunities where there may be a gap in the market or where you could potentially capture customers who are currently traveling too far to access your products or services.
- **Tenant Fit-Up** – An affiliated tenant representative can advise you on how to renovate a property to meet your needs, including referring contractors and vendors, project management and acting as liaison with the landlord.





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LANDLORD REPRESENTATION SERVICES



YOUR TRUSTED ADVISOR

Coldwell Banker Commercial® affiliated professionals are skilled at analyzing commercial properties and comparable properties nearby so they can provide insights into how to strategically market your space to potential tenants. They are able to identify the ideal tenant and what they seek in a commercial property to ensure yours matches their wants and needs.

Your CBC® affiliated professional can help you attract and maintain tenants by staying informed on the latest market and economic trends and working directly with your tenants to ensure complete satisfaction.

As your business changes, your CBC affiliated professional can help you sell your property or add new assets to your portfolio.

Our Services

Look to the Coldwell Banker Commercial network to assist with all your landlord representation needs. Our services include:

- **Property Marketing** – CBC affiliated professionals can create marketing assets including brochures, postcards, and social media to promote your property, and listings are automatically syndicated to several top commercial real estate websites.
- **Market Analysis** – Our affiliated professionals can research tenant migration and property trends to provide you with a comprehensive view of the market so you can position your property more effectively.
- **Tenant Improvements** – We can provide guidance and refer various service professionals to your tenants that can design and upgrade the space to meet the tenants' needs.
- **Lease Analysis** – Your CBC affiliated professional can review the financial and economic data to determine what type of lease would help bring in the most value to you.
- **Tenant Retention** – Our affiliated professionals can provide tenant-focused service by receiving and responding to requests, complaints, issues and inquiries from tenants.
- **Property Management** – Property managers take responsibility for the daily oversight, maintenance and security of the property.
- **Strategic Planning Services** – We can support your investment with risk assessments, financial plans or lease proposal information for tenants to review.





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INVESTMENTS SERVICES



YOUR TRUSTED ADVISOR

Commercial real estate can provide a lucrative investment opportunity, but you need to have all the facts to select the right properties for your portfolio. Coldwell Banker Commercial® affiliated professionals who specialize in investment properties can provide the services, analysis, and insights that investors and developers need to achieve their business goals. Our experienced advisors provide real estate solutions that help clients find the right investment properties, whether it's across town or across the globe.

Our Services

Look to the Coldwell Banker Commercial network to assist with your real estate investment needs. Our services include:

- **Property Valuation** – Your CBC® affiliated professional can provide a comprehensive analysis of a property's value, considering factors such as the location, size, condition, and current market trends.
- **Market Research** – Our experienced advisors can help you understand current market trends by providing insights into supply and demand, property pricing and other important market indicators.
- **Investment Analysis** – By providing a detailed analysis that explores cash flow projections, return on investment and potential risks, so you can make informed decisions about your investment opportunities.
- **Property Management** – Our affiliated professionals can assist with managing your real estate investments by providing guidance on property management, leasing, and other aspects of real estate operations.
- **Financing** – The Coldwell Banker Commercial network of affiliated advisors can connect you with lenders to discuss financing for your real estate investments.
- **Due Diligence** – Our experienced advisors may gather and review documents on zoning, environmental hazards, and other potential issues to help you determine if a property is suitable for investment.
- **Disposition Services** – You can rely on our affiliated professionals to assist with selling your commercial real estate properties by providing marketing and sales services that help attract potential buyers and achieve the best possible sales price.





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DEVELOPMENT SERVICES



YOUR TRUSTED ADVISOR

Coldwell Banker Commercial has access to affiliated professionals who specialize in construction management can assist you with all the facets of your project, including site selection and evaluation, project planning and management, regulatory compliance, budgeting and cost control. They can also help you select subcontractors, coordinate their services and assist with the construction process.

Our Services

The Coldwell Banker Commercial network can assist you with your construction management needs.

- **Project Management** - Work with an experienced Coldwell Banker Commercial affiliate well versed in construction management to provide real estate insight to the construction team.
- **Design and Planning** - Our experienced affiliated advisors may provide useful insight to the property owner and design team to develop suggested space planning, interior design and aspects of the project.
- **Budgeting and Cost Control** - Your Coldwell Banker Commercial affiliated professional may provide insight to an owner concerning budget cost and compare it to achievable rental/sales rates in the market.
- **Permitting and Regulatory Compliance** - You can rely on our affiliated professionals, who may assist with obtaining the necessary permits and approvals from local authorities utilizing their extensive network of community contacts.



OFFICE SERVICES



YOUR TRUSTED ADVISOR

Whether your business needs to lease or sublease office space or acquire or sell an office building, Coldwell Banker Commercial affiliated professionals can develop a customized solution tailored to your specific goals. Our skilled CBC® affiliated professionals can serve as advisors to leverage their connections with colleagues in markets across the globe to provide you with innovative solutions to multi-market requirements. With a deep understanding of today's complex corporate business climate, CBC affiliated professionals work with you to help you eliminate excess, trim expenses and drive value to your bottom line.

BUSINESS SECTORS

Class A

Often the most sought-after category, Class A commercial office space includes newer buildings with quality infrastructure, aesthetics, upkeep, and location. Popular features may include desirable amenities, upgraded fixtures, high-quality HVAC systems, and environmentally friendly features. Be accessible conveniently in high-traffic areas and near major roadways and airports. Properties with a reputable management company and history of quality long-term tenants make these an attractive investment opportunity.

Class B

Class B buildings may have less attractive locations or are older yet still well maintained. Because they often offer similar benefits as Class A properties – professional management companies, quality tenants and good access – Class B properties can be an appealing investment opportunity. With simple upgrades and repairs, these properties can increase in value and even move up to Class A.

Class C

Commercial office properties with less desirable locations, minimal amenities and a more dated appearance, Class C space requires more money and effort to attract tenants. While these properties typically are 20 years old or more, they may be an attractive option for investors seeking to rehab a large section of buildings or for smaller investors without the budget to invest in Class A or B. With property attention and maintenance, Class C properties can be upgraded to Class B but will unlikely ever reach Class A due to their location and age.

Our Services

The Coldwell Banker Commercial network can assist with all your office real estate needs.

- Acquisitions – Work with an experienced CBC affiliated professional to identify and invest in the right space for your business to excel.
- Investment Services – Your CBC affiliated professional can assist with overseeing investments and help to minimize your capital operating expenses.
- Dispositions – Need to sell office space? A CBC professional will help you make the most of your sale.
- Lease and Lease/Own Analysis – Our thorough professionals can support tenants and property owners for a smooth signing experience.
- Market Surveys and Analysis – We can help you make the best choice before sale or optimize a property after sale.
- Tenant Representation – Our experienced CBC affiliated professionals can help you to assess locations, assist you with determining what leasing terms may be best for your property type, costs relating to your business goals and more.
- Investment Analysis – You can rely on our network's analysis services to help you make confident and informed decisions about your office space.
- Leasing Services – Your CBC affiliated professional can help you with all aspects of leasing, from the initial discussions to growing your business you will have access to the support your business needs.
- Property Management – Ask us about the comprehensive management support our clients rely on.



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RETAIL SERVICES**



YOUR TRUSTED ADVISOR

To compete in the retail space, investors need a nuanced understanding of consumer demand and how that impacts the needs of tenants. Coldwell Banker Commercial® affiliated professionals who specialize in retail can help owners maximize the value of their property prior sale through recommended upgrades, rehabilitation, market repositioning and helping secure anchor tenants. Our skilled CBC affiliated professional can assist buyers with aligning their business strategies.

Whether you are looking for retail space to purchase, lease or sell, our knowledgeable professionals can help find you the right retail space for your needs.

BUSINESS SECTORS

Strip Mall/Shopping Center

These small retail properties include a mix of tenants in different retail businesses such as gift shops, salons and dry cleaners, which may or may not include an anchor tenant.

Community Retail Center

Normally 150,000 to 350,000 square feet, community retail centers often feature multiple anchor tenants such as grocery stores, drug stores and restaurants.

Regional Mall

Traditional regional malls offer 400,000 to 2 million square feet of space with multiple anchor tenants such as department stores and major retailers.

Out Parcel

Large retail centers often include multiple out parcels, which are retail properties allotted for individual tenants such as restaurants or banks.

Much like office space [link to office space page], retail space can also be classified in three tiers:

- Class A properties offer high-end construction, quality interior detailing, sought-after design, sustainability measures and top of the line mechanical and sprinkler systems. They often have existing high-end tenants and may offer desirable amenities, such as valet parking and on-site services.
- Class B properties are one step down and may be slightly older or in a less attractive location, yet they are still well-maintained, have quality tenants and good access. These properties are often a good investment and can increase in value with upgrades and repairs to become Class A.

Power Center

These larger retail centers typically have several smaller, inline retail store tenants with a few major box retailers. Each big box retailer occupies 30,000 to 50,000 square feet. Power centers often include several out parcels as well.

Our Services

Look to the Coldwell Banker Commercial network to assist with all your retail real estate needs. Our services include:

- Acquisitions – CBC affiliated professionals can assist you with research, due diligence, lease and purchase.
- Demographic Overviews – Our experienced CBC affiliated professionals can help you understand where your customer lives, their preferences and lifestyle characteristics, what paths customers take to the store and where they visit before and after the retail site.
- Market Analysis – We can identify underperforming markets, analyze market potential, and find and rank potential locations for your retail real estate investment..
- Void Analysis – Your CBC affiliated professional may identify gaps in specific businesses and services in one area compared to a similar area.
- Competitive Analysis – Our CBC affiliated professionals may map potential store locations, evaluate the competitive environment of each site, determine the site's market share, and identify if new trade areas overlap with existing locations.
- Landlord Representation – We can help property owners and investors attract and retain ideal tenants while boosting investment value through our access to the leading online database of currently expanding retailers.



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PROPERTY MANAGEMENT SERVICES



YOUR TRUSTED ADVISOR

Owning commercial real estate can be a lucrative business opportunity but managing those properties requires a skilled advisor. Coldwell Banker Commercial® affiliated professionals who specialize in property management will help you preserve the value of your properties and keep them generating income. From screening potential tenants to marketing, coordinating maintenance and vendor relationships, helping to ensure local building codes are met, your CBC® affiliated professional will help you manage your investment with care.

When you work with a CBC affiliated professional who specializes in property management, they will develop a comprehensive plan to promote tenant retention, minimize operating expenses, maximize your property value, and help ensure the security and integrity of your property. They will keep you well informed of the property's ongoing operating needs and will work with you on budgeting for capital operating expenses to ensure it is well-positioned.

Our Services

Look to the Coldwell Banker Commercial network to assist with all your real estate property management needs.

- Leasing – Your CBC affiliated professional can assist with processing lease renewals, marketing vacant space, obtaining due diligence reports on potential tenants, and facilitating the preparation and signing of lease agreements.
- Tenant Relations – Our skilled affiliated professionals can provide tenant-focused service [link to Tenant Representation page] by receiving and responding to their requests, complaints, issues and inquiries.
- Administrative Duties – You can rely on a CBC affiliated professional to handle the details, like setting and collecting rents, following up on late rental payments, attending court eviction proceedings, coordinating the turnover process, and communications with tenants.
- Financial Analysis – We can assist you in reviewing your operating expenses and help you identify cost-saving opportunities for your property.
- Inspection and Maintenance – A CBC affiliated professional can perform property inspections, help facilitate that local building codes are met, manage contractor and vendor relationships, including coordinating with vendors for landscaping and snow removal, and the maintenance of HVAC systems, plumbing and electrical systems.
- Disaster Recovery Plan – Your CBC affiliated professional can help you develop a disaster recovery plan to include loss of facilities, staying connected with temporary facilities, managing equipment rentals, and planning for file and computer back-up in the case of fire, flood or other natural disasters.





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MULTIFAMILY SERVICES



YOUR TRUSTED ADVISOR

Coldwell Banker Commercial affiliated professionals have access to local, national and international market data and industry trends, which means you'll have access to the critical information you need to make informed decisions. With deep connections across the industry and in local communities, your CBC® affiliated professional can open the door to potential investors and tenant, wherever they may be located.

If you are selling a property, CBC affiliated professionals can provide guidance to help you maximize the value of your assets through property rehabilitation and marketing. When buying, they can assist you in making an informed acquisition decision and finding the right opportunity. For owners of multiple properties, CBC affiliated professionals can help evaluate your portfolio based on current market conditions and future trends for each specific location.

BUSINESS SECTORS

Duplex/Triplex/Fourplex

The simplest type of multifamily, a duplex is a building divided into two separate units. Similarly, a triplex includes three units, while a fourplex includes four. Each unit has its own private entrance. Units are often side by side but can also be stacked.

Multiplex

This detached structure includes multiple dwellings, often with a shared entry. Many multiplexes can appear from the street as a large single-family home.

Your Trusted Guide

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If you are selling a property, CBC affiliated professionals can provide guidance to help you maximize the value of your assets through property rehabilitation and marketing. When buying, they can assist you in making an informed acquisition decision and finding the right opportunity. For owners of multiple properties, CBC affiliated professionals can help evaluate your portfolio based on current market conditions and future trends for each specific location.

Our Services

Look to the Coldwell Banker Commercial network to assist with your industrial real estate needs. Our services include:

- Acquisitions – CBC affiliated professionals can help with your acquisition needs, from identifying your ideal investment to conducting physical due diligence.
- Consulting – Our experienced affiliated professionals can help you reach your goals with personalized solutions for multifamily owners and developers.
- Dispositions – Your CBC affiliated professional will work with you to optimize properties before sale with strategic marketing and analysis.
- Due Diligence/Feasibility Studies – We offer customized and comprehensive insights for buyers and owners.
- Investment Analysis – We help clients with their investment decisions by providing them with in-depth evaluations and market research.
- Market Surveys/Analysis – CBC affiliated professionals can help you find multifamily investments with their research expertise.
- Property Management – Our affiliated professionals can work with you to identify opportunities to upgrade management and business technology systems for a better return on investment.
- Property Marketing Strategy – Your CBC professional can help you reach the ideal tenant base with a creative marketing strategy.





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LAND SERVICES



YOUR TRUSTED ADVISOR

Investment or intended for a specific business project. We provide unique, customized land solutions and support that will help you make informed decisions. When you work with a Coldwell Banker Commercial affiliated professional who specializes in land, you will receive valuable guidance on available properties. Our talented network of professionals will deliver insights into the market, upcoming projects, local zoning and restrictions that could impact your investment.

BUSINESS SECTORS

Commercial

Land that is designated for commercial use plays a critical role in the local economy. It can be used for a wide range of businesses, including warehouses, industrial, office buildings, retail, hospitality and parking lots. Commercial land is often zoned for specific types of usage.

Residential

A significant amount of land in many communities is dedicated to residential usage, including single family homes, apartments, townhomes, condominiums and mobile homes. Important factors that impact a property's residential suitability are accessibility, features such as ponds and hills, and distance from local amenities like shopping, recreation and schools. Zoning restrictions may determine the height, size and proximity of homes that can be built, as well as what type of additional facilities can be added.

Recreational

To attract residents and visitors, communities dedicate land for leisure activities. Recreational property includes parks, athletic fields, playgrounds, swimming pools, theme parks, botanical gardens and campgrounds.

Agricultural

Also called greenfield land, agricultural properties are used for the growing and harvesting of crops and livestock. It includes pastures, groves, timberlands, orchards, animal farms and ranches.

Our Services

The Coldwell Banker Commercial network can assist with all your land real estate needs.

- Acquisition – Your CBC® affiliated professional may assist with acquiring commercial, residential, recreational and agricultural land.
- Disposition – Our experienced advisors are skilled in all aspects of land real estate and can help you find the right buyer and get the best price for your property.
- Governmental Liaison – We can help you navigate complex contracts, transactions and communications with Department of Environmental Protection and the Department of Transportation, as well as other government entities.
- Analysis and Professional Insights – Rely on our network's deep knowledge on area growth patterns and restrictions to make the best decisions.
- Site Selection – Your CBC affiliated professional can help you with site selection and measuring the needs of a new project against the merits of potential locations.
- Feasibility Studies – You can request an independent assessment that examines all aspects of a proposed project, including technical, economic, financial and environmental considerations.
- Zoning – Our commercial professionals are well versed in conducting due diligence on zoning, land use, environmental and other governmental and regulatory approvals needed based on your specific plans.
- Environmental Due Diligence – CBC affiliated land professionals can assist in evaluating environmental conditions and risks associated with a property.



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