

The Power of COLDWELL BANKER COMMERCIAL[®]

CLIENT COMMITMENT



COLDWELL BANKER
COMMERCIAL

A FORCE IN COMMERCIAL REAL ESTATE



OUR COMMITMENT TO YOU

Forging a new path takes vision and grit. It takes seeing opportunity before others do. Experience, creativity and the agility to move quickly are musts when it comes to commercial real estate deals. This is what we do – The Power of Coldwell Banker Commercial®. We help turn your vision into reality. Our brokers pair local expertise with global reach and offer smart solutions that can transform your goals into maximized returns. We're a force in the commercial real estate industry, backed by one of the most recognized names in the business*. Since 1906, we've been pathfinders paving a road to success and guiding our clients to achieve outstanding outcomes.

Like you, we're business owners with an ownership mentality. We speak your language and understand that your success is our success. We're committed to helping you reach goals, closing deals and building connections within our communities. Developing creative solutions, solving problems and offering sound advice is our aim – and our commitment to you. ■

OUR LEGACY: TRUSTED. PROVEN. ENDURING.

Founded after the San Francisco earthquake of 1906, the Coldwell Banker Commercial brand was created to protect the interests of people striving to rebuild their city. As fearless entrepreneurs, Colbert Coldwell and Benjamin Banker created a "brokers only" standard, bringing honesty and transparency to the real estate transaction, and paved a road to success outlasting all others. From our humble beginnings over a century ago to becoming a global real estate powerhouse, Coldwell Banker Commercial always puts people first. ■

YOUR PATH TO
SUCCESS IS OUR
COMMITMENT.
**WE'LL HELP YOU
GET THERE.**



GLOBAL POWER

Coldwell Banker Commercial® is one of the most recognized and well-respected names in real estate¹, commanding a global geographical footprint with representation in primary, secondary and tertiary markets in North America and around the globe. ■

40
COUNTRIES

161
OFFICES

3,396
AFFILIATED
PROFESSIONALS²

COLDWELL BANKER COMMERCIAL IS:

- Among the Top 15 Firms in the U.S. for Sales Transaction Market Share in 2023³
- In the Top 10 on the Lipsey Company's "Top 25 Commercial Real Estate Brands" in 2023
- Ranked Third in Number of Certified Commercial Investment Member (CCIM) Company Designees in 2023⁴
- Among the Top CRE Brokerage Firms According to *Commercial Property Executive* 2024
- Among the 10 Top Brokerage Firms According to *Multi-Housing News* 2024

1. Coldwell Banker Commercial/Quester Commercial Real Estate Decision Maker Survey, February 2024. 2. Based upon sales professionals designated as commercial in dash as of 12/31/23. 3. According to MSCI Real Capital Analytics 2023. 4. According to The CCIM Institute 2023.

THE COLDWELL BANKER COMMERCIAL® PRESENCE

LOCAL EXPERTISE

Coldwell Banker Commercial® affiliated professionals are active members of the communities they serve. They have an in-depth understanding of urban, suburban and rural local market dynamics and are passionate about the areas where they work and live. Masters of their trade, they provide valuable advice and guidance to help clients make well-informed real estate decisions. ■

ACCREDITED PROFESSIONALS

Coldwell Banker Commercial has the third highest number of Certified Commercial Investment Member (CCIM)* accredited professionals in the industry, a highly respected designation within the commercial real estate industry. Only 6% of the estimated 150,000 commercial real estate practitioners nationwide have achieved this certification*. CCIM professionals complete a rigorous program of advanced coursework and training in financial and market analysis, and demonstrate extensive experience in commercial real estate. You can rely on the knowledge and expertise of our exceptional commercial real estate affiliated professionals to offer top-tier guidance, insights and business solutions. ■

*According to The CCIM Institute 2023.



STRONG CONNECTIONS

Coldwell Banker Commercial professionals recognize economic opportunities, pitfalls and make deals happen. They have access to the extensive Coldwell Banker® network of agents, including Coldwell Banker Global Luxury® certified Luxury Property Specialists, serving affluent clients with network connections at Fortune 500 companies around the globe. With deep industry ties, our broker professionals share referrals with residential agents across the globe, opening new avenues of leads for commercial deals and providing additional services to benefit your business. And our professionals are backed by the power of Anywhere Real Estate, one of the largest full-service residential real estate company. ■



FULL-SERVICE CAPABILITIES*

OCCUPIER/USER SERVICES

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

OWNER/INVESTOR SERVICES

Landlord Representation – 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 help ensure yours matches their wants and needs.

Investment Sales – We represent thousands of national and international clients each year as they buy and sell investment properties. We use up-to-the-minute market research and data to produce the best financing options to meet our client's goals. We also rely on this information to help maximize the return on investment for property owners and produce insightful analytics that can help us predict trends in the many markets where we provide services, allowing us to help our clients succeed.

Property Management – Coldwell Banker Commercial affiliated professionals 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 help ensure it is well positioned.

*Only available in select markets.





DEVELOPMENT SERVICES

- **Consulting** – Count on the guidance and experience of our professionals to ensure that your short- and long-term commercial real estate goals are met. Consult with our advisors on timelines, budget, planning and execution to ensure a smooth process from start to finish.
- **Construction Management** (only available in select markets) – Coldwell Banker Commercial® affiliated professionals go above and beyond to assist you throughout your project process with full-service construction management services. From achieving the owner or tenant objectives to closing out the construction process once the renovation is complete, our comprehensive management services include:
 - Advising on space design to tenant or owner specifications
 - Advising/commissioning necessary contractors and subcontractors
 - Coordinating and scheduling third-party vendors

COMPREHENSIVE ADVANTAGE

MAXIMUM LISTING EXPOSURE

- We will position your properties with elevated, professionally designed marketing materials.
- Properties listed on CBCWORLDWIDE.COM are automatically syndicated to a variety of third-party property marketing sites to maximize listing exposure.

BUSINESS ANALYTICS AND DEMOGRAPHICS

Coldwell Banker Commercial® provides a suite of business analytics tools to assist you with real estate analysis and site selection:

- Property intelligence, including ownership, sales, debt and tax information
- Tools to identify underperforming markets and predict market potential
- Market research, void analysis, trade area development and market performance monitoring

THOUGHT LEADERSHIP

At Coldwell Banker Commercial, we're passionate about commercial real estate, sharing our knowledge and expertise through various channels:

- Up-to-date market reports
- Engaging podcasts
- Informative blogs



CORE PROPERTY SPECIALTIES



INDUSTRIAL

Industrial real estate is the core of the global economy, which ramps up just how important it is to find the right industrial or warehouse space for sale or lease. No two organizations are the same, no two spaces for lease or purchase are identical and no two needs are alike. Coldwell Banker Commercial® affiliated professionals work exhaustively to find the right match, no matter what the requirements, no matter where in the world.



LAND

As far as the eye can see, as far as your imagination can take you, the Coldwell Banker Commercial network will lead the way toward new horizons. We facilitate the acquisition or disposition of commercial land, agricultural and agribusiness land, pasture, groves or timberland. We also conduct due diligence for zoning, land use, environmental and other governmental and regulatory approvals, while acting as liaison with government agencies such as the Department of Environmental Protection and the Department of Transportation. Our professionals provide knowledge on area growth patterns and restrictions as well.



MULTIFAMILY

From assessing the unique elements and trends required for a successful multifamily transaction to finding a larger pool of potential investors and tenants through widespread connections, our professionals can help you make informed decisions and meet your objectives.



OFFICE

At Coldwell Banker Commercial®, we know what's required to get the job done in a work environment. Whether it's finding room to work together, while still maintaining room to breathe and focus, or discovering a unique floorplan for a specific business requirement. We're experienced in office workspaces and fulfilling the needs of unique businesses.



RETAIL

A great shopping experience is the theater of now. Today's retail environment needs to engage and illuminate shoppers more than ever with bright light and dynamic spaces. Let Coldwell Banker Commercial set the stage for your retail vision and guide you to the top floor.

"COLDWELL BANKER COMMERCIAL'S WORLDWIDE NETWORK OF AFFILIATED BROKERAGE PROFESSIONALS AND OUR UNPARALLELED INDUSTRY INSIGHT, SERVICE AND EXPERTISE ACROSS ANY MARKET CAN ASSIST WITH YOUR SPECIFIC BUSINESS NEEDS, NO MATTER THE PROPERTY ASSET."

– **Dan Spiegel, SIOR**, Senior Vice President and Managing Director, Coldwell Banker Commercial

POWER IN NUMBERS

Coldwell Banker Commercial® commands a powerful presence and delivers strong results.

OVER 12,500 COMPLETED TRANSACTIONS IN 2023¹

#1

IN OPERATING
ETHICALLY²

IN LOCAL MARKET
EXPERTISE²

IN PROFESSIONALISM²

“I JOINED CBC

*because it was a name that
everybody recognizes and it seemed like
a company that could help me be a part of
something **bigger** than myself.”*

– DANIEL G.

96% OF CRE DECISION MAKERS SURVEYED RATE
COLDWELL BANKER COMMERCIAL AS “EXCELLENT/VERY GOOD”²

“**WE WERE IMPRESSED** from the beginning with
the **KNOWLEDGE** and **SUPPORT** of the Coldwell Banker Commercial
corporate staff as well as all of the **RESOURCES** provided. We couldn't
have picked a better company to affiliate with.”

– ANTHONY M. & CHRIS H.

#1

IN BROKER LOYALTY³

#1

IN BRAND AWARENESS
AND FAMILIARITY²

PERFORMANCE. POWER. RESULTS.

Coldwell Banker Commercial® affiliated professionals can help you achieve your goals with an unmatched level of service, expertise and business savvy. We will guide you in reaching new heights, and turn your vision into reality.

Your path to success is our commitment.





**COLDWELL BANKER
COMMERCIAL**

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