

The Power of

COLDWELL BANKER COMMERCIAL ELITE

FREDERICKSBURG REGION'S PREMIER
COMMERCIAL REAL ESTATE FIRM



**COLDWELL BANKER
COMMERCIAL** ELITE

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 is a must when it comes to commercial real estate deals. This is what we do – The Power of Coldwell Banker Commercial Elite. We help turn your vision into reality. Our brokers pair local expertise with global reach and offer smart solutions that turn 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*. For over 115 years (Coldwell Banker Commercial) and over 10 years (Coldwell Banker Commercial Elite), 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 reaching goals, closing deals and building connections within our communities. Developing creative solutions, solving problems and offering sound advice is our goal – and our commitment to you. ■

OUR PHILOSOPHY: TRUSTED. PROVEN. ENDURING.

The Coldwell Banker Commercial Elite philosophy of exceptional service to clients, customers, and employees means that we invest in the latest technology and back that up with a comprehensive education program so that when the market changes, our agents are prepared and confident in their ability to stay one step ahead. We're committed to doing right by our agents, our clients, and our community. ■

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



GLOBAL BRAND POWER

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

40
COUNTRIES

500+
MARKETS

2,600+
PROFESSIONALS

COLDWELL BANKER COMMERCIAL IS:

- Top 15 firms in the U.S. for sales transaction market share in 2021 by MSCI Real Capital Analytics
- Member firm of the International Council of Shopping Centers (ICSC)
- One of 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 2021; CCIM Platinum partner

THE COLDWELL BANKER COMMERCIAL ELITE PRESENCE

LOCAL EXPERTISE

Coldwell Banker Commercial Elite 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. ■

MARKET LEADER

Coldwell Banker Commercial Elite was awarded the #1 Coldwell Banker Commercial Affiliate Office in Virginia for the past 10 years (2013-2022) as well as the Top 10 Coldwell Banker Commercial firm in the world for the past 10 years (2013-2022). The #CBCElite team is as dedicated to your success as you are.

Our company provides in-depth commercial real estate solutions and services including landlord and tenant representations, buyer and seller representation, property management, investment acquisition, disposition services and development consulting. Our primary focus area consists of the greater Fredericksburg region (Stafford, Spotsylvania, King George, Caroline, City of Fredericksburg), while also servicing the Washington, D.C. area and all of Virginia. ■



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. Our professionals are backed by the power of Realogy, the largest full-service residential real estate company, that serves more aspects of the real estate transaction than any competitor. ■

FULL-SERVICE CAPABILITIES

OWNER/INVESTOR SERVICES

- **Landlord Representation** – Our professionals understand tenant needs and use that knowledge to position and lease properties for landlords more effectively. Our comprehensive knowledge of the local market and the relationships we've established over decades of work enable us to achieve maximum occupancy levels for all types of commercial properties. Coldwell Banker Commercial Elite agents have long-term working relationships with local, regional, and national tenants which has enabled our professionals to lease some of the most prominent commercial projects in the Region. We understand the importance of creating the right tenant mix, and we'll work with you to develop and aggressively implement an effective strategy designed to strengthen the value of your property and maximize returns.
- **Investment Sales** – Our trusted advisors specialize in both the acquisition and disposition of investment properties. With extensive market data, research, and a long history of success at their fingertips, Coldwell Banker Commercial Elite professionals provide comprehensive investment analytics that help to evaluate and increase return on investment, assist in finding financing sources in acquiring or disposing of individual or multiple location transaction services. Our professionals provide innovative and profitable solutions that work to trim expenses, drive value to your bottom line and help to make informed decisions with targeted market information.
- **Property Management** – Better Property Management yields higher property value. Coldwell Banker Commercial Elite understands that, so we go beyond the day-to-day operations and implement creative methods to steadily increase the value of your asset. Our property management team works hands-on to develop and manage programs that focus on cost-efficient operations, tenant retention, and long-term commercial success. Through our close associations with respected local contractors, as well as maintenance personnel, we keep buildings and grounds attractive and in prime condition. We address the client's and tenant's requests promptly and efficiently and our information systems provide owners with accurate, timely property accounting and reporting. All of this provides for a more contented tenant, a better performing asset and a very satisfied client.

"THE CBC ELITE TEAM DELIVERED! THEY PREDICTED BOTH THE RESULTS AND THE TIMELINE FROM THE GET-GO. THEIR EXPERIENCE, CERTAINTY, AND MARKET KNOWLEDGE MADE A STRESSFUL SITUATION MUCH BETTER AND PROFITABLE. THEY WERE VERY COMMUNICATIVE THROUGHOUT THE PROCESS, ALWAYS THERE WHEN NEEDED."

- Seller, 296 Garrisonville Road





FULL-SERVICE CAPABILITIES

OCCUPIER/USER SERVICES

- **TENANT REPRESENTATION** – Coldwell Banker Commercial Elite specializes in assisting Fortune 500 corporations, regional companies, and small businesses identify, negotiate, and lease the best commercial space in Virginia, Washington D.C. metro and specifically the Fredericksburg Region.

We match your business requirements with local market trends and the available inventory to identify the ideal property or space for your long-term business needs. Our team uses the most cutting-edge demographic software to study markets, compare locations and ensure that we find our clients the best location for their business. The Coldwell Banker Commercial Elite team has site selection experts that can identify market factors such as: demand and supply for all types of retail services and products, create in-depth maps, competition analysis, consumer spending habits and much more.

We have the experience to negotiate on your behalf for the best lease terms possible, terms that optimize the space and maximize your business' value and finances.

- **Development Consulting** – Building on our unparalleled knowledge of tenant requirements and preferences, Coldwell Banker's team of planning professionals provides development planning services to maximize the yield and return of our client's property. We specialize in obtaining local, state and federal entitlements including zoning changes, coordinating transportation and environmental planning, and expediting site and building permits. Our expertise includes a wide variety of properties, from water oriented communities with golf courses to small intimate estate lot neighborhoods. We have proven experience in developing planned communities of 2,400 units to 10,000 units, including multi-generational and active adult life style communities. Our residential land team has helped design amenity programs and the supporting homeowners associations..

COMPREHENSIVE ADVANTAGE

MAXIMUM LISTING EXPOSURE

- We will position your properties with elevated, professionally designed marketing materials.
- Properties listed on CBCELITE.COM and CBCWORLDWIDE.COM are automatically syndicated to a variety of third-party property marketing sites to maximize listing exposure.
- Through our relationship with Loopnet, our listings have premium listing status, providing them 10x the exposure. Our agents also have accounts on CoStar, the leading commercial property database.

BUSINESS ANALYTICS AND DEMOGRAPHICS

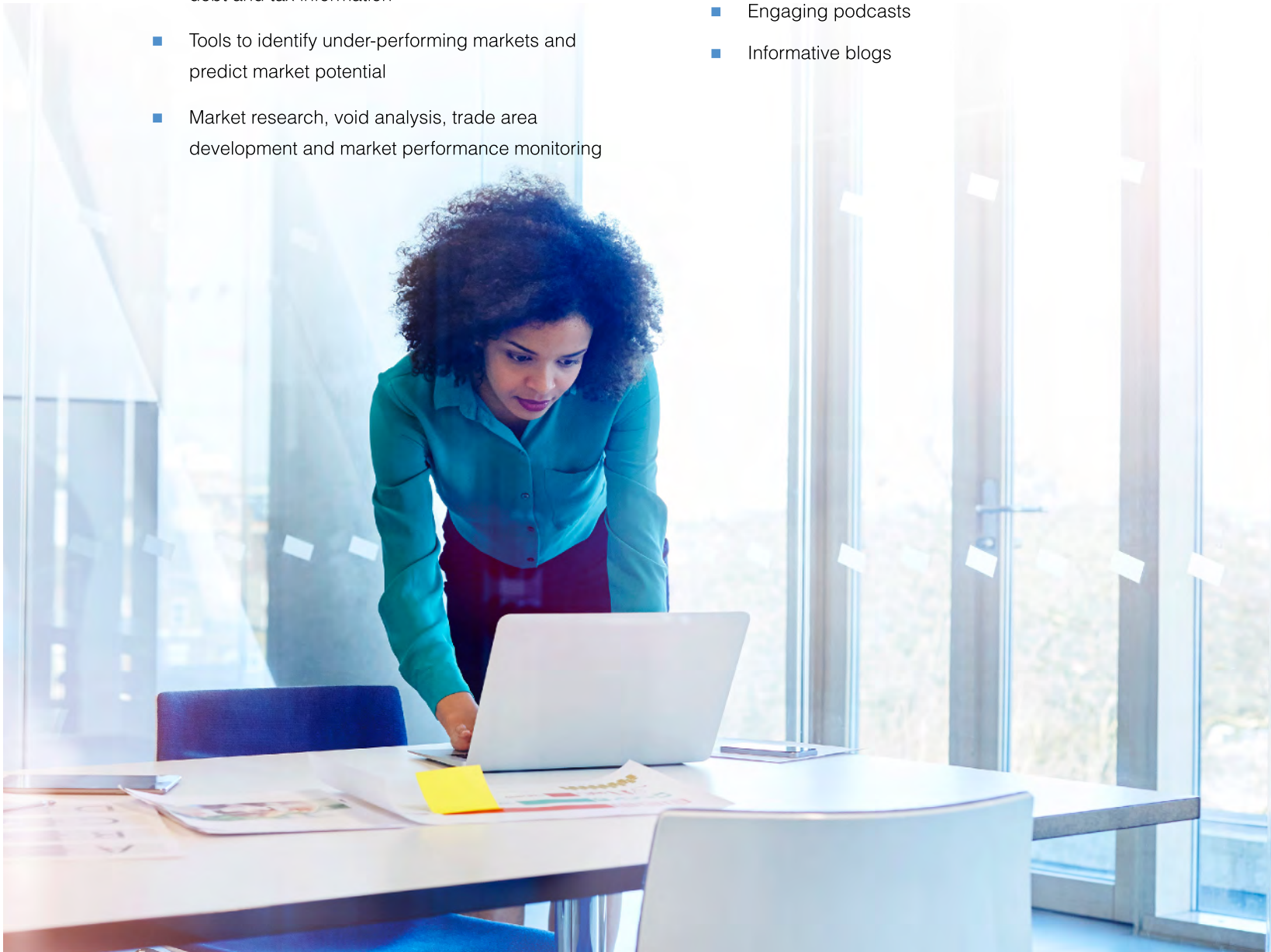
Coldwell Banker Commercial Elite provides a suite of business analytics tools to assist you with analysis and site selection:

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

THOUGHT LEADERSHIP

At Coldwell Banker Commercial® and Coldwell Banker Commercial Elite, we're passionate about the commercial real estate industry, 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 Elite professionals work exhaustively to find the right match, no matter what the requirements.



LAND

As far as the eye can see, as far as your imagination can take you, the Coldwell Banker Commercial Elite team will lead the way toward new horizons. We facilitate the acquisition or disposition of commercial land, agricultural and agribusiness land, pasture, groves or timberland. 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 Elite, 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 floor-plan for a specific business requirement. We're experienced in office work spaces 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 Elite set the stage for your retail vision and guide you to the top floor.

“AFTER MANY YEARS OF WORKING WITH VARIOUS BROKERS IN THE MID-ATLANTIC REGION, I DECIDED TO WORK WITH THE COLDWELL BANKER COMMERCIAL ELITE TEAM IN THE FREDERICKSBURG REGION DUE TO THEIR PROFESSIONALISM AND UNMATCHED KNOWLEDGE OF THE AREA. THEY WERE DILIGENT, RESPONSIVE, AND THE TEAM WE NEED TO GET THE JOB DONE FOR 7-ELEVEN'S DEVELOPMENT EFFORTS.”

– Sr. Real Estate Representative, 7-Eleven

POWER IN NUMBERS

Coldwell Banker Commercial & Coldwell Banker Commercial Elite command a powerful presence and deliver strong results.

OVER 15,500 COMPLETED TRANSACTIONS IN 2022

1.7M

CBCWORLDWIDE.COM
PAGE VIEWS ANNUALLY

9 OUT OF 10

COMMERCIAL REAL ESTATE
DECISION MAKERS RATE US
EXCELLENT OR GOOD¹

TOTAL 2022 SALES VOLUME OF \$9.8B

HIGHEST NET PROMOTER
SCORE AMONG KEY
COMPETITORS²

#1

MOST RECOGNIZED
COMMERCIAL REAL
ESTATE BRAND¹

CBCELITE AWARDED **TOP 11** COLDWELL BANKER
COMMERCIAL AFFILIATED COMPANIES GLOBALLY.

CBCELITE AWARDED THE **#1** COLDWELL BANKER
COMMERCIAL AFFILIATE IN THE COMMONWEALTH OF
VIRGINIA FOR THE PAST 10 YEARS IN A ROW! (2013-2022)

1. According to a 2020 survey by Coldwell Banker Commercial. Affiliated real estate agents are independent contractor sales associates, not employees.
2. Net Promoter Score (NPS) measures customer experience and client recommendation.

PERFORMANCE. POWER. RESULTS.

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

Your path to success is our commitment.



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ELITE



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