

CENTURY 21® COMMERCIAL BUSINESS OPPORTUNITIES

THE OPPORTUNITY

CENTURY 21® Commercial sales professionals understand that evaluating commercial real estate means understanding the potential return on investment. Whether this is your first venture at entrepreneurship or you are a well-established business owner, your interests are always our number-one priority. CENTURY 21 Commercial sales professionals can help you to locate, evaluate and negotiate commercial real estate while understanding your concern, including asset value, productivity, efficiency and investment preservation.

The CENTURY 21 Commercial Network realizes that investment value is based on your specific objectives and offers assistance while keeping in line with your interests, goals and capabilities.

BUSINESS OPPORTUNITIES OVERVIEW

A CENTURY 21 Commercial sales professional can help you to realize your dream of running your own business; these private enterprises span boutiques, restaurants, retail franchises and consumer services. CENTURY 21 Commercial sales representatives will also help to identify opportunities if you prefer to lease or invest for resale purposes. Businesses offer the flexibility to expand and personalize the entire operation. CENTURY 21 Commercial sales professionals may assist in helping to secure financing and work quickly to help qualify buyers—to expedite the transaction in today's competitive market.

PROPERTY CHARACTERISTICS

Business opportunities range greatly in size and profit potential. The types of commercial investment opportunities also have varying characteristics—retail shops, food services, engineering and industrial manufacturing. These properties can be found in almost any location where zoning permits the operations; examples include standalone, strip malls, shopping centers, industrial parks. Business-valuation techniques such as the Multiple Discretionary Earnings Method, Asset Accumulation Method and Adjusted Book-Value Method may be used to determine the value of the property. CENTURY 21 representatives have the training available to them to help you evaluate properties as they relate to your specific needs and experience.

SPECIAL CONSIDERATIONS

CENTURY 21 Commercial sales professionals can facilitate the process of analyzing location, trends, populations and other demographics that may help minimize risk. In addition, CENTURY 21 Commercial sales professionals have access to resources available that can help assess the challenges associated with zoning, environmental and occupancy requirements. A Cash-Flow Model might also be used to analyze and estimate an investment's income, expenses, and yield. The availability of forecasted conditions in the real estate market and the impact on a given property may also be used to evaluate each potential investment.

EXPERIENCE AT YOUR SERVICE

The CENTURY 21 Commercial Network leverages the distinguished reputation of the Century 21 Real Estate LLC—the franchisor of the world's largest residential real estate sales organization, providing comprehensive training, management, administrative and marketing support for the CENTURY 21 System.

This System brings together industry resources, technology and the experience of more than 118,000 trained professionals at independently owned and operated franchised broker offices in nearly 40 countries and territories worldwide.

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