

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 concerns, 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.

INDUSTRIAL OVERVIEW

Industrial buildings are often owner/user-occupied, and multi-tenant industrial parks include a collection of single- or multi-tenant buildings. These range from manufacturing facilities, warehouses and distribution centers to high-tech office sites.

PROPERTY CHARACTERISTICS

Industrial properties can be complex with regard to the physical characteristics of the buildings and the operational requirements of the intended business. CENTURY 21 professionals can be educated to help you assess the property as it relates to your needs. CENTURY 21 sales professionals facilitate the search, analysis and negotiation and have access to professionals who can assist with evaluating the electrical power requirements, eave heights, dock versus grade loading, truck turnaround, laydown yard requirements, environmental issues, fiber optic availability and more. You might also benefit from resources with regard to zoning laws, deed restrictions, building codes, occupancy and ADA requirements. As a result, the property should align closely with your resources, expectations and location requirements.

SPECIAL CONSIDERATIONS

CENTURY 21 Commercial sales professionals can facilitate the process of analyzing location, trends, populations and other demographics that may help to minimize risk. In addition, CENTURY 21 Commercial sales professionals have resources to help them 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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