

# CENTURY 21® COMMERCIAL RETAIL PROPERTIES



## 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.

## RETAIL OVERVIEW

Retail property can be an option—whether you are looking to buy, lease, or invest in commercial property. This type of commercial real estate generally ranges from individual shops to large neighborhood retail centers. Centers drive traffic and offer several cross-sell opportunities by including various non-competing businesses, sometimes complemented by an anchor store. Larger centers often include "pad sites" typically occupied by banks and fast-food operations. Retail properties are readily available in various locations and sizes to map to your specific needs, goals, and resources. Properties are typically non-owner occupied and may be utilized for income, tax relief and appreciation. However, you should consult with your tax advisor about specific tax and financial advice.

## PROPERTY CHARACTERISTICS

Small strip centers generally range from five to ten tenants and cover 6,000 to 15,000 sq. ft. Many large grocery chains initiate these as a brand anchor store with 10-20 smaller shop-space tenants. Undeveloped parcels in these centers are also an option; and while zoning considerations are a factor, most have been cleared prior to the anchor store's entry. CENTURY 21 professionals have resources available to help them evaluate the property for length of existing leases, the financial strength of the tenants, age and condition of the property and risk exposure to increased expenses. The above factors can be considered to help in matching the best commercial property to your expectations.

## 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 access to resources that can help to 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.  
[www.century21.com/commercial](http://www.century21.com/commercial)

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