

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 is a must 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 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, 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. ■

* Source: CBG Consumer Research 2021

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. ■

GLOBAL 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 2021

- Ranked third in number of Certified Commercial Investment Member (CCIM) company designees in 2021; CCIM Platinum partner

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

* Source: CBG Consumer Research 2021

THE COLDWELL BANKER COMMERCIAL® PRESENCE

LOCAL EXPERTISE

Coldwell Banker Commercial® 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 professionals to offer top-tier guidance, insights and business solutions. ■

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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 Realogy, the largest full-service residential real estate company, that serves more aspects of the real estate transaction than any competitor. ■



FULL-SERVICE CAPABILITIES

OCCUPIER/USER SERVICES

- **Tenant Representation** – Our professionals specialize in tenant representation, developing customized real estate solutions for multiregion and local requirements when leasing or subleasing office space. With an in-depth knowledge and understanding of today's business climate, they work to identify office space perfectly suited for specific business objectives.
- **Site Selection** – Coldwell Banker Commercial® broker professionals use their expertise and data-driven analytics to help select the ideal site for your business. Our professionals will evaluate the characteristics of the region and ensure the needs of your project match the development's location.

OWNER/INVESTOR SERVICES

- **Landlord Representation** – With thousands of landlord rep transactions and access to colleagues in 160 companies around the globe, our professionals understand tenant needs and use that knowledge to position and lease properties for landlords more effectively. Coldwell Banker Commercial affiliated professionals are client-focused, results-driven advisors that can help you reduce occupancy costs and increase profitability for landlords.
- **Investment Sales** – With over 11,000 listings on CBCWORLDWIDE.COM, we can help you find the investment property that fits your portfolio. Our trusted advisors specialize in investment property services that are focused on the specific needs of investors and developers. They 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. Our worldwide professionals are ready to assist real estate investors who are looking to buy, sell or finance commercial properties across the globe.
- **Property Management** (only available in select markets) – Coldwell Banker Commercial professionals offer comprehensive property management services in many markets with 160 companies around the world. Our professionals are experienced in reducing costs and increasing tenant retention through our superior management services. Many Coldwell Banker Commercial professionals are Certified Property Managers (CPM) or Leadership in Energy and Environmental Design (LEED) certified and serve their clients throughout the entire project or transaction, providing innovative and profitable ideas and solutions.





COMPREHENSIVE ADVANTAGE

MAXIMUM LISTING EXPOSURE

- We will position your properties with elevated, professionally designed marketing materials.
- Properties listed on CECWORLDWIDE.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 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 the commercial real estate industry, sharing our knowledge and expertise through various channels:

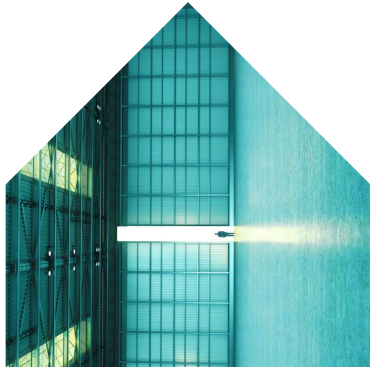
- Up-to-date market reports
- Engaging podcasts
- Informative blogs

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® 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:
 - Renovation planning (cost estimating and value engineering)
 - Designing a space to tenant or owner specifications
 - Advising/commissioning necessary contractors and subcontractors
 - Coordinating and scheduling third-party vendors
 - Inspecting construction work for quality assurance
 - Ensuring responsibility risk management



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.



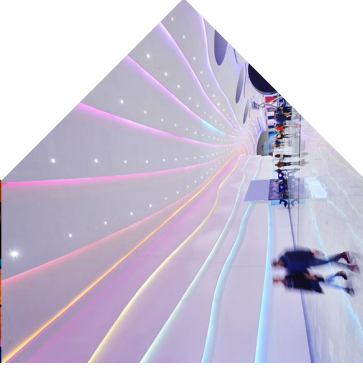
OFFICE

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, Senior Vice President and Managing Director, Coldwell Banker Commercial

POWER IN NUMBERS

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

NEARLY 17,000 COMPLETED
TRANSACTIONS IN 2021

1.7M

CBCWORLDWIDE.COM
PAGE VIEWS ANNUALLY

9 OUT OF 10

COMMERCIAL REAL ESTATE
DECISION MAKERS RATE US
EXCELLENT OR GOOD¹

TOTAL 2021 SALES VOLUME OF **\$9.2B**

HIGHEST NET PROMOTER
SCORE AMONG KEY
COMPETITORS²

#1

MOST RECOGNIZED
COMMERCIAL REAL
ESTATE BRAND¹

TOP 15 FIRMS IN THE U.S. FOR SALES TRANSACTION
MARKET SHARE IN 2021 BY MSCI REAL CAPITAL ANALYTICS

RANKED THIRD IN NUMBER OF CERTIFIED
COMMERCIAL INVESTMENT MEMBER (CCIM) COMPANY
DESIGNEES IN 2021; CCIM PLATINUM PARTNER

PERFORMANCE.
POWER.
RESULTS.

Coldwell Banker Commercial® 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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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.



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