

DON'T LEAVE MONEY ON THE TABLE.

If you sell a commercial investment property “off market” you are *leaving money on the table*.

Too many commercial real estate brokers will try to convince you to save money by listing with them because they will charge a lower fee, they “know all the buyers”, and they can “control the process”.

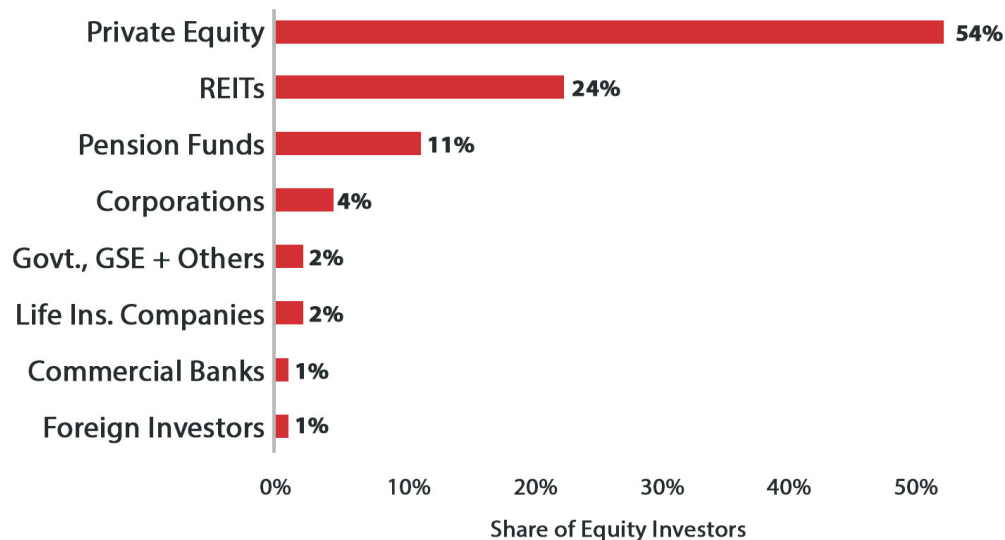
Nobody likes to feel like they undersold their property or got less than the highest price. We understand this very well. That’s why our marketing system is designed to ensure maximum results for our clients. It’s all about you.

The Paradigm Shift

The *only* reason brokers don’t want to advertise or share their commission is so they make more money. And this often means you make less.

There are literally thousands of potential buyers for commercial investment property. High net worth individuals, family office investors, institutions, and trusts. According to Google, there are 11 million millionaire households in the U.S and approximately 5.6 million commercial buildings as of 2012, comprising 87.4 billion square feet of floorspace. How can any broker possibly know “all” of the buyers?

*Share of Commercial Real Estate Investments in the US (as of 3rd Quarter 2019)
by Investor Type.*



NAI Southcoast executes a process that engages the *entire* commercial brokerage community as a distribution channel.

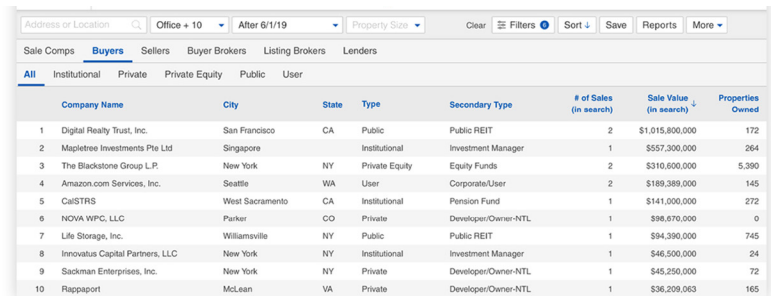
- + We broadcast our marketing materials to the widest audience via email, our website, CREXi, and LoopNet
- + We offer to share our fees 50/50, 100% of the time

There are 106,548 real estate brokerage firms operating in the United States. There are approximately 1,373,931 real estate agents who are registered and qualified Realtors in the U.S., and thousands more who are independent or don't belong to NAR₂.

If you are considering listing your commercial property with another broker, ask them these questions: Will this broker offer co-brokerage and a 50/50 split with other brokers? How will they reach all of the national, regional, and local commercial brokers with your brochure? How many qualified buyers will they reach if they don't co-op with other brokers?

How We Operate

NAI Southcoast creates compelling marketing packages. Then, we distribute to principals, brokers, investors, influencers, and stake holders. All of our listings are widely syndicated, and posted on CREXi, LoopNet, and the NAI Southcoast website. We manage the process, qualify, and interview any interested buyers which often creates multiple offers that we review with our clients. As part of our value proposition, we manage the due diligence process all the way to closing using a very detailed proprietary checklist, and calendar for key dates.



Company Name	City	State	Type	Secondary Type	# of Sales (in search)	Sale Value (in search)	Properties Owned
1 Digital Realty Trust, Inc.	San Francisco	CA	Public	Public REIT	2	\$1,015,800,000	172
2 Mapletree Investments Pte Ltd	Singapore		Institutional	Investment Manager	1	\$557,300,000	264
3 The Blackstone Group L.P.	New York	NY	Private Equity	Equity Funds	2	\$310,600,000	5,390
4 Amazon.com Services, Inc.	Seattle	WA	User	Corporate/User	2	\$189,389,000	145
5 CalSTRS	West Sacramento	CA	Institutional	Pension Fund	1	\$141,000,000	272
6 NOVA WPC, LLC	Parker	CO	Private	Developer/Owner-NTL	1	\$98,670,000	0
7 Life Storage, Inc.	Williamsville	NY	Public	Public REIT	1	\$94,390,000	745
8 Innovatus Capital Partners, LLC	New York	NY	Institutional	Investment Manager	1	\$46,500,000	24
9 Sackman Enterprises, Inc.	New York	NY	Private	Developer/Owner-NTL	1	\$45,250,000	72
10 Rappaport	McLean	VA	Private	Developer/Owner-NTL	1	\$36,209,063	165

The stakes are high if a seller takes the traditional path. The difference between saving a few percentage points for a co-broker commission vs the potentially much higher sales price is not worth the trade. *If you list to sell with NAI Southcoast, you can be assured your property will be widely marketed to investors and brokers.*

Don't leave *money* on the table.
Contact Rich Vaaler today to discuss how NAI Southcoast can help maximize the results when you sell your commercial property.



Rich Vaaler
Chief Operating Officer | Broker Associate
+1 772 208 6172
rvaaler@naisouthcoast.com