



ACQUISITION SERVICES

Quality Tenant or Buyer Representation requires a range of abilities including:

Understanding the clients' needs and expectations; a firm understanding of market trends, practices, and inventory along with highly effective negotiation skills.

- Understanding of Market Trends
- Property Availability
- Commercial Real Estate Practices
- Highly Effective Negotiation Skills

As client advocates, the BND Commercial team is committed to achieving the most cost effective and strategically sound outcome for our clients.

Key Points

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Market knowledge is far more than the knowledge of properties and prices. A true understanding includes:

- Property details such as Age, Condition, History, Co-tenants, etc...
- Owners, their motivations, willingness, experience, etc...
- Market Trends for specific property types, along with –
 - Zoning
 - Utilities
 - Construction
 - Industry Standards

Effective negotiation skills are a matter of academic training, extensive experience, and an inherent ability to know when to be the aggressor and when to pull back and let the deal work itself. Technical training doesn't stop with obtaining a license. All of the BND Commercial team have post-secondary education in areas such as business, marketing, and finance. Additionally, the company culture is to believe in, and actively support, the ongoing advancement of its brokers in the field of commercial real estate, as evidenced by their extensive involvement in the Society of Industrial and Office Realtors (SIOR), the Certified Commercial Investment Member (CCIM) organization, and the Indiana Commercial Board of Realtors (ICBR).

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