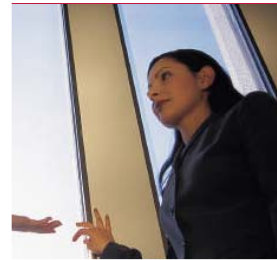


Land Services

Land Services Buyer Representation/Consultation



Market Knowledge and Research

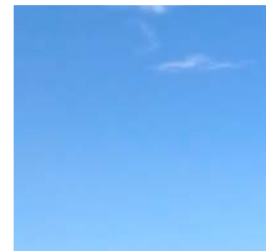
- Product focus
- Comparable property details (Sold/For Sale/Off-market)
- Underlying details and information
- Market development demands (Office/Industrial/Retail/Residential)
- Internal research department
- Property owner information
- Adjacent property details

As a market leader in the Twin Cities, the brokerage division of NAI Welsh completes more transactions than any other commercial real estate firm. We have nearly 80 brokers working throughout the Twin Cities who are specialized in specific geographic locations and product types. This specialized approach is one of the reasons why NAI Welsh outperforms competitors in every sub-market in the Twin Cities. The sheer size of our network, in number of brokers and transaction volume, gives us an edge in obtaining necessary results for our clients. We are able to leverage our contacts, relationships, and resources to provide you with the specific information that you need.

Due Diligence

- Taxes/Assessments
- Utilities/Services
- Zoning/Land use
- Government subsidies
- Roadway upgrades

The full spectrum of detail surrounding a specific property needs to be assembled before negotiations begin and transactional structure is determined. Our Land Specialists' process was specifically designed to allow members the necessary time and flexibility to properly obtain and investigate site-specific details through private and public entities that will have an impact on the value and use of a property.





Vertical Integration

- Brokerage
- Genesis Architecture
- Construction
- Development
- Property Management
- Capital
- WelshInvest
- Healthcare
- Senior Homes
- FaciliTech
- Special Asset Services

NAI Welsh is a full-service vertically integrated real estate corporation. With a number of internal services at our Land Specialists’ fingertips, we are able to provide quick answers, additional services, comparable quotes, and general market information to assist in the evaluation and acquisition of real estate.

Evaluation

- Conduct full site analysis
- Assist in preparation of Letter of Intent and/or Purchase Agreement
- Review proposals
- Negotiate favorable terms
- Provide recommendations

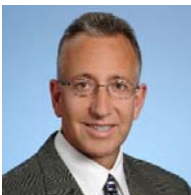
Process

Our job begins when the contract is signed. We understand that ushering a transaction from contract execution to closing is when the “real” work takes place. Having worked as property owner representatives, our Land Specialists understand the goals and objectives on both sides of real estate transactions, and we put that knowledge to work for you. We will be at your disposal to assist with additional phases of the acquisition process to assure satisfactory evaluation of information is achieved, all necessary benchmarks are met, and an acceptable closing is reached.



NAI WELSH

Commercial Real Estate Services, Worldwide.



Bill Ritter, CCIM, SIOR
952.897.7743
britter@welshco.com



Ted Gonsior
952.897.7744
tgonsior@welshco.com



Andy Heieie
952.897.7816
aheieie@welshco.com