

Buyer Representation

ABOUT BUYER REPRESENTATION



Central Florida

THE CFI TEAM

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Our goal is to convert our market knowledge into a client advantage, providing the best creative solutions to take advantage of current market conditions and opportunities.

The key to successful Buyer Representation is knowledge - knowledge about the client's business plan, operational issues, funding, employee base, and more. The CFI Team combines our dedication to each client's interests with our thorough understanding of the Central Florida area, as well as our knowledge of the economy and current real estate trends. Then we go to work.

After understanding our clients' objectives and issues, we begin the following process:

DEFINE REQUIREMENTS

We carefully assess your company's specific facility needs and preferences.

MARKET ANALYSIS

We survey all of the properties that fit our clients' initial facility requirements taking into account current market trends, submarkets and other logistical issues. We then compile this information in a highly customized, concise, easy to analyze and understand format complete with asking rates, floor plans, site characteristics and other selected information about each individual property.

SITE SELECTION

We tour the properties that best fit the clients' needs based on the preliminary information included in the Market Analysis.

MAKING AN OFFER

Based on the Site Selection tour we formulate an offer to the most suitable property. We believe that the best decisions are made when we have good, robust, and quality information. With that in mind, we track all market transactions as they happen and provide up to date information to all of our clients in order to make informed decisions. With over 30 years experience we are also very well versed in how to creatively close a transaction, in the event a typical closing is not possible.

DUE DILIGENCE

After coming to terms on an offer we will meticulously monitor the due diligence period with important dates, contacts for due diligence inspections and recommendations based on information from third party contractors.

CLOSING

If needed, we can recommend attorneys or closing agents that we have done business with over the last 30 years. It is important to have the right team around you to successfully close a commercial real estate transaction.

POST TRANSACTION SERVICES

We provide ongoing market data, updated market rate comparisons as needed, and lease abstracts.

The CFI Team at Colliers Arnold is proud of our reputation as energetic and respected buyer representatives and corporate real estate advisors. Our goal is to create a transaction that is economically beneficial to our client as well as making the transition as smooth as possible with as little business interruption as possible.