

Industrial Services • Special Properties Group





The CB Richard Ellis Special Properties Group (SPG) provides specialized acquisition, disposition and consulting services for major industrial facilities located outside of metropolitan areas.

The group combines world-class brokerage services with a unique understanding of the significant impact these facilities have on the local economy and community. We know that, to the surrounding community, these properties are not simply buildings. To the local residents and municipalities, these properties are truly special. They are a source of livelihood. A true member of the community.

For the residents, these properties represent a place to work — and a place where neighbors, friends and family work. For the municipalities, they represent a business that pays taxes — allowing the community to thrive and provide services and infrastructure to its citizens. The Special Properties Group understands all of this, and brings a unique level of passion and sensitivity to the traditional real estate brokerage process.

The Special Properties Group is actively involved, and holds leadership positions, in many industry organizations, including: Building Owners and Managers Association (BOMA), Chambers of Commerce, CoreNet Global, Society of Industrial and Office Realtors (SIOR).

"The CB Richard Ellis team helped us find the right community, the right site, the right development team, and helped us accomplish our goals for the right price."

Galen R. Erickson • Senior Vice President of Distribution • Blockbuster Entertainment Group



Our group's members choose to specialize in this niche and thus, have a truly personal interest in successfully transitioning these properties to a new owner, new use or combination of both. Our professionals conduct all of their tours and property showings in person. While we always seek the expertise of those who specialize in the local market, we do not engage third-party brokers or community representatives to do the work that we know best — personally representing our clients' business and real estate objectives.

Owner Representation

- Sale/lease of existing facilities
- Sale/leaseback transactions
- Valuation studies
- Property management services
- Construction Management
- Land acquisitions
- Property valuations
- Consulting services
- Economic/community development negotiations
- Facility retrofitting, alternative reuse, repositioning and best use programs

Tenant/Purchaser Representation

- Current situation and business plan analysis
- Build-to-suit transaction services
- Municipal and state incentive negotiations
- Advice on land use, tax issues, labor and freight costs
- Access to national market data for comparative studies
- Lease versus buy analysis
- Land acquisitions
- Comprehensive property availability studies

Headquartered in Los Angeles, CB Richard Ellis is the world's leading commercial real estate services firm. With 14,000 employees, the company serves real estate owners, investors and occupiers through offices in more than 250 markets across 48 countries. The company's core services portfolio includes property sales, leasing and management; corporate services; facilities and project management; mortgage banking; investment management; capital markets; appraisal and valuation; research; and consulting.



Whether you are a facility owner contemplating a sale or a business owner contemplating a move, the Special Properties Group is here to be your advisor, advocate and partner throughout the process.

Backed by the strength of the world leader in commercial real estate services, the Special Properties Group delivers the insight, experience, intelligence and resources to ensure your business needs are met and real estate goals are achieved.

For additional information, please contact:

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