



THE EVEREST GROUP / TCN COMMERCIAL REAL ESTATE SERVICES

Newsletter

December 2008 *Happy Holidays to all of our Clients and Friends!*

Successful Real Estate Solutions

Recently The Everest Group was involved in several large and notable transactions.



Chris Vitori and Chris Nachtrab represented the Seller, Unit Building Services, in the transaction of a 6,000 SF build-to-suit for West Chester Veterinary Care at Eagle Ridge Court in West Chester, Ohio.



Frank Torbeck, SIOR, represented the Seller in the sale of their 14,573 SF industrial building on 4.1 acres at 151 Castleberry Court in Milford, Ohio.



Karen Duesing represented Marco's Pizza in leasing 1,650 SF at 6360 Tylersville Road in Mason, Ohio, for 5 years. This is the third of approximately 35 locations that Marco's Pizza is planning to open in the Cincinnati market.



Ron Smith represented Child & Adolescent Speciality Care of Dayton, Inc. (CASC) in the leasing of 4,600 SF for 5 years at 880 Engle Road in Vandalia, Ohio.



Mike Luning represented the Purchaser and Jeff Wolf, SIOR, CCIM, represented the Seller in the sale of 473 Commercial Drive in Fairfield, Ohio.



John Thompson and Chris Nachtrab represented the Landlord, Urban Active, in the leasing of 2,470 SF at Harbor Greene, a 4-story mixed use building in Bellevue, Kentucky, for 5 years to Canvas Tan.



Mark Richter and Chris Vitori represented the Landlord in leasing 6,669 SF to ESCO Technologies at the Lakota East Professional Building in Liberty Township, Ohio.



Jeff Wolf, SIOR, CCIM, represented the Seller and Harold Schuck represented the Purchaser in the sale of the 15,170 SF industrial building at 8935 Rossash Road in Cincinnati, Ohio.



Chris Nachtrab and Jeff Wolf, SIOR, CCIM, represented The Dingle House, LLC in leasing 4,629 SF at the Towne Centre Square in West Chester, Ohio.

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TCN Worldwide ranked in the top 20 among the nation's leading developers, owners, lenders and brokerage firms...

...5th largest organization specializing in brokerage

...2nd largest network based on 2007 revenues.

* As Ranked by Real Estate Forum, The Forum 100 - Nov. 2008

The Everest Group is TCN Worldwide's Greater Cincinnati/Northern Kentucky Affiliate

8 Reason Why You Should Work With a Realtor®



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At The Everest Group all of our real estate practitioners are REALTORS®. The term REALTOR® is a registered trademark that identifies a real estate professional who is a member of the NATIONAL ASSOCIATION of REALTORS® and subscribes to its strict Code of Ethics. Here's why it pays to work with a REALTOR®.

- 1. Navigate a complicated process.** Buying or selling a property usually requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds, and multipage settlement statements. A knowledgeable expert will help you make the best deal, and avoid delays or costly mistakes.
- 2. Information and opinions.** REALTORS® can provide local community information on utilities, zoning, and more. They'll also be able to provide objective information about each property. A professional will be able to help you answer these two important questions: Will the property provide the environment I want for a property or investment? Second, will the property have resale value when I am ready to sell?
- 3. Help finding the best property out there.** Sometimes the property you are seeking is available but not actively advertised in the market, and it will take some investigation by your REALTOR® to find all available properties.
- 4. Negotiating skills.** There are many negotiating factors, including but not limited to price, financing, terms, date of possession, and inclusion or exclusion of repairs, furnishings, or equipment. In addition, the purchase agreement should provide a period of time for you to complete appropriate inspections and investigations of the property before you are bound to complete the purchase. Your agent can advise you as to which investigations and inspections are recommended or required.
- 5. Property marketing power.** Real estate doesn't sell due to advertising alone. In fact, a large share of real estate sales are the result of a practitioner's contacts through previous clients, referrals, friends, and family. When a property is marketed with the help of a REALTOR®, you do not have to allow strangers into your property. Your REALTOR® will generally prescreen and accompany qualified prospects through your property.
- 6. Someone who speaks the language.** If you don't know a CMA from a PUD, you can understand why it's important to work with a professional who is immersed in the industry and knows the real estate language.
- 7. Experience.** Most people buy and sell only a few properties in a lifetime, usually with quite a few years in between each purchase. Even if you have done it before, laws and regulations change. REALTORS®, on the other hand, handle hundreds of real estate transactions over the course of their career. Having an expert on your side is critical.
- 8. Objective voice.** Having a concerned, but objective, third party helps you stay focused on the financial issues most important to you.

Congratulations Jeff on your achievement!

Jeff Wolf, Industrial Vice President/Partner of The Everest Group, received the Certified Commercial Investment Member (CCIM) designation by the Commercial Investment Real Estate Institute. The designation was awarded October 16th in Chicago, Illinois.

The CCIM designation is earned upon completion of a graduate-level curriculum and attainment of a high level of qualifying experience. CCIMs are recognized experts in the disciplines of commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor, and user – and is among an elite corps of more than 9,000 professionals who hold the CCIM designation across North America and more than 30 countries. Nearly 10,000 additional professionals are pursuing the CCIM designation.



Jeff handles both sales and leasing of industrial properties throughout the Greater Cincinnati and Northern Kentucky market. As a member of the esteemed SIOR (Society of Industrial/Office Realtors & Commercial Investment Realtors), CCIM, and Cincinnati Area Board of Realtors Top Producers, Jeff has exemplified his ability and skill in this industry. With over 20 years of business sales experience, he has learned to combine integrity, tenacity, and meticulous negotiating for exceptional client satisfaction.

**Are you looking for our listing information?
Or would you like to talk with one of our agents about Successful
Real Estate Solutions?
Call our office at 513-769-2500**