



Business Success Today

Business Insights Brought to You by Your Real Estate Professional

Everest Commercial Real Estate Services

Successful Real Estate Solutions

The Everest Group was recently involved in the following transactions.

- ▲ Frank Torbeck, SIOR, represented the Seller in the sale of a 97,200 SF office/warehouse building on 6.6 acres located at 1032 Seabrook Way in Amelia, Ohio, for a selling price of \$5.1 million.
- ▲ Karen Duesing represented the Tenant, Cincy Seafood, in leasing 6,500 SF of restaurant space at Buttermilk Crossing located at 2301 Buttermilk Crossing in Crescent Springs, KY.
- ▲ Adam Simon represented the Landlord in leasing 8,927 SF of office space at Carver Woods Executive Center, 4460 Carver Woods Drive in Blue Ash, Ohio.
- ▲ Frank Torbeck, SIOR, represented the Landlord in leasing 283,000 SF of industrial space at 8485 Broadwell Road in Cincinnati, Ohio, for a lease value of \$1.7 million.
- ▲ Karen Duesing represented the Cincy Clips in leasing 1,184 SF of retail space for 10 years at Enore of Oakley located at 3365 Vandecar Way in Cincinnati, OH.
- ▲ Frank Torbeck, SIOR, represented the Seller in the sale of the 7,764 SF office building on 5.51 acres located at 1354 US Highway 50 in Cincinnati, Ohio.
- ▲ Karen Duesing represented the Landlord in leasing 6,700 SF of retail space at 1140 Main Street in Milford, Ohio.
- ▲ Frank Torbeck, SIOR, represented the Seller in the sale of the 8,000 SF office/warehouse building on (1) acre located at 4007 Bach Buxton Road in Amelia, Ohio.

CONNECTING

Harness the 'Latent Power of Connection' to Succeed

As a society we face a dramatically changing – and frequently disturbing – world, and many say we lack the understanding (or the smarts, or the vision) to handle the economic and political crises that shake our world daily.

Joshua Cooper Ramo disagrees. It's the connections between these crises we're missing.

In a recent LinkedIn article, author and consultant Ramo introduces us to his newest book, *The Seventh Sense*. Here he examines these continuous crises and explains how they're caused by the same underlying dynamics.

Ramo sees the world through interlinkages. While invisible to most of us, these interlinks can be used to explain everything from explosive technological changes to viral videos to far-off coups d'état. Eventually, we will learn to adapt to the reality of these systemic connections, and be able to deal intelligently with them.

A network, according to Ramo, is any collection of linked nodes. The most obvious network is, of course, the Internet, but there are also expansive and powerful networks of trade, finance, DNA, knowledge, and people. The ability to recognize the connections that are at play in any given context is what enables one to disseminate a new idea, a brand, a trend, or even a revolution.

To leverage these latent connections, ask yourself: "What connections can I find that will help me grow my business, solve business problems, or confront looming challenges?" Ultimately, it will be these connections and our ability to perceive, access, and utilize connected systems that will determine how powerful and influential we are.

congratulations!!

to **Karen Duesing** — for being named
one of the **top three retail agents** in
Cincinnati by the Cincinnati Area Board of Realtors.

REAL ESTATE

8 Reason Why You Should Work With a Realtor®

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.

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