

Acquisition and Development

- ◆ **Market and Site Criteria** – understanding your preferred demographics and your criteria for preferred markets and sites (or helping you develop same)
- ◆ **Market analysis** – helping you analyze the best available geographic market(s)
- ◆ **Property/Site selection** – helping you to find the best available site(s) in the market
- ◆ **Property/Site acquisition** – helping you negotiate the acquisition of the property/site:
 - a. Purchase
 - b. Lease/Sublease
 - c. Ground lease
 - d. Exchange
 - e. Joint Venture
- ◆ **Property Development**
 - a. **Development team** – helping you to hire the rest of the development team:
 - Surveyor
 - Engineers - civil, traffic, environmental, testing, etc. (as needed)
 - Attorney – land-use, zoning or other development-related matters
 - Architect
 - Construction Manager
 - b. **Expediting** – working with you and the development team to obtain the following:
 - Survey
 - Phase I (and II, if needed), soils/geotechnical tests and reports
 - Engineering studies (as recommended by the Engineers listed above)
 - Site plans (including landscaping and lighting plans, as needed)
 - Architectural plans – elevations, floor plans, and MEPS plans
 - c. **Approvals**- working with you and the development team to obtain, if needed:
 - Zoning approval
 - Site plan approval
 - Architectural plan approval
 - Signage approval

Corporate and Commercial Real Estate Investment and Brokerage (where licensed)

Corporate and Commercial Real Estate Consulting

Disposition

- ◆ **Property evaluation** – helping you estimate the current value and/or best use
- ◆ **Market and site evaluation** – helping you evaluate the current market and site
- ◆ **Disposition alternatives** – helping you determine the best disposition alternative:
 - a. Sale
 - b. Lease/Sublease
 - c. Exchange
 - d. Joint venture
 - e. Buyout/Reverse Buyout/Termination of lease, etc.
- ◆ **Property marketing** – marketing your property using BCRE’s extensive list of corporate and commercial real estate contacts, internet technology and other media, as appropriate and agreed with you.
- ◆ **Property management** – assisting you with the management of your property during the disposition process, as needed and agreed with you.
- ◆ **Transaction management and expediting** – assisting you, as needed and agreed, with obtaining necessary documentation such as survey, title work, or property reports from the appropriate professionals and following up with the purchaser/lessee/other party to confirm that the transaction is moving forward.
- ◆ **Transaction closing assistance** – working with you to help get the transaction closed.

Other Available Services:

- ◆ **Assistance with:**
 - a. Acquiring additional property
 - b. Disposing of surplus property
 - c. Negotiating for easements, rights-of-way, condemnations, etc.
 - d. Negotiating renewals/extensions/changes to ground/sub/leases

COMPENSATION ARRANGEMENTS AND POLICIES

Land Vista offers several arrangements for its compensation including:

- ◆ **Fee** (Hourly, Daily, Weekly, Monthly, or Project Basis, depending on services needed)
- ◆ **Stipulated Amount**
- ◆ **Retainer**
- ◆ **Commission** (Flat or % of price or value)
- ◆ **Project Equity** (in cases where this may be appropriate)
- ◆ **A combination of the above.**