

**NAI** Ohio Equities

# Industrial Services



Industrial space occupiers form the core of any economy, adjusting to the retail and housing markets, expanding and contracting according to the financial environment or a country's import and export capacity. As the world's largest commercial real estate network built on local market leadership, NAI Global understands your business and the many factors that dictate your success.

We provide all the resources necessary to complete complex transactions for institutional and private clients whose business lines range from manufacturing and distribution to 3PL, supply chain, and service companies.



# Integrated Industrial Services

With 5,000 professionals in 400 offices across 55 countries, our reputation for excellence is based on our ability to deliver solutions for companies locally, nationally and globally - whether your need is 3,000 or 3,000,000 square feet. We understand the moving parts of any transaction, from the sprinklers and lighting to the trailer positioning and parking. Let us focus on the details of your industrial transaction so you can focus on your core business.

Our global network of local market leaders creates value for you through unparalleled market knowledge, financial analysis and proven negotiating skills. Our footprint of 400 offices gives us extensive experience working with municipalities, economic development agencies, LEED certification, architectural and construction trades, material handling vendors, due diligence consultants and financial institutions.

## Logistics Solutions

NAI Global's logistics team provides real estate and supply chain solutions to distribution centers and warehouse companies whose distribution and cross-dock facilities are critical to their success. Our team concentrates on the global supply chain, transportation capacity, and energy concerns, which enable us to position your real estate as a competitive advantage.

## Acquisition & Disposition

Our 5,000 global professionals bring deep experience across all sectors of business. Our combined expertise gives you an advantage starting with site selection and acquisition. When your project is prime for disposition, we ensure a process of sophisticated financial modeling, underwriting, commercial judgment and negotiating skills to produce maximum results.

## Project Leasing

We address every leasing assignment as if we were the owner and view each assignment from a focused, strategic angle. Our goal is not just to fill the vacant space in a property, but to increase the value of the asset by

assessing the owner's needs and objectives and satisfying those goals.

## Tenant Representation

We scale our services to fit your needs but never change our commitment to you. Our unique consultative process offers security and direction from over 5,000 NAI Global local experts on the ground. We navigate the details of relocation, competitive properties, market data, rental rate negotiation and TI options. As the largest global network of local market leaders, we are equipped to cater to you locally and to handle broader issues such as legal and local codes compliance as you expand regionally or globally.

## Management Services

To maximize an asset's value for the property's owner, our property management professionals work in tandem with our industrial brokers. We provide a complete range of management services from transition to day-to-day operations to disposition.

# The world's largest commercial real estate network.

55 countries. 400 local offices. 5,000 local market leaders.

All actively managed to work wherever you do.

## NAI Global Industrial Services

### Product Representation

- Sale
- Lease & Sublease
- Comprehensive Marketing Program
- Property Management & Rehabilitation

### Site Search

- Site Selection Criteria Development
- Analysis
- Selection
- Environmental & Wetland Guidance
- Due Diligence
- Acquisition
- Annexation & Zoning
- Entitlement Considerations
- Market Strategy

### Build-to-suit

- For Lease or For Sale
- Facility Specification
- Competitive Bid & Design Build
- Expansion Planning
- Future Marketability Analysis
- Sale/Leaseback
- Institutional Investors
- Private Investors

### Financial Analysis of Alternatives

- Comparing Alternative Proposals
- Purchase v Lease Analysis

### Retrofit/Expansion/Division of Existing Building

- Inspection Services
- Specification Development
- Competitive Bidding of Required Work
- Construction & Improvement Supervision

### Fair Market Value Analysis

- Valuation of Land
- Valuation of Buildings & Improvements
- Incentive Negotiations
- Tax Abatement
- TIF
- Job Creation Credits
- IRB (Industrial Revenue Bond)
- Development Grants
- Enterprise Zone
- FTZ (Foreign Trade Zone)

**NAI**Ohio Equities

605 S. Front Street, Suite 200  
Columbus, OH 43215  
+1 614 224 2400

[ohioequities.com](http://ohioequities.com)