



# INVESTMENT SERVICES

*Cleveland-Akron*



# World Class Service

For owners, investors and developers of commercial property, The Cleveland Investment Services Team provides wide-ranging knowledge and experience required to navigate every detail of real estate investment transactions. Whether it's connecting your dollars with the right opportunities or introducing you to qualified buyers for your assets, Colliers has the global relationships to help elevate the return on your investments.

Our Investment Services Team offers a full array of services to connect capital with opportunity; including **investment sales, debt placement, equity capital, market value opinions and acquisition advisory across markets.**

## A Proven Process

A commercial real estate sale is a landmark event. Colliers recognizes that exceptional results require more than just transactional experience. To guide our clients through each step, we build an integrated platform of complementary services to achieve your business goals.

### VALUATION

CLIENT OBJECTIVES  
AND GOALS

Market Analysis  
Physical Property Review  
Financial Analysis Valuation  
Disposition Recommendation

### PREPARATION

CREATE STRATEGIC  
DISPOSITION PLAN

Establish Target Market  
Prepare Property Package  
Prepare Marketing Brochure

### MARKETING

IMPLEMENT  
DISPOSITION PLAN

Target Marketing  
Broad Based Marketing  
Activity Reports  
Offers Received/Identify Purchaser

### NEGOTIATION

CONTRACT & CLOSING  
ACTIVITIES

Contract Negotiated and Signed  
Monitor Due Diligence Process  
Close Transaction



## Expertise

Our team has 20+ years of experience in handling land, office and retail transactions and have worked with a variety of local, regional and national investors to help them maximize the value of their investments. Our local expertise is backed by Colliers International's leading global platform of Real Estate Services.

## Exposure

Along with our personal database of investors, Colliers International houses nearly 5,000 investment brokers around the country. This enables us to market assets on a national scale and ensure that each listing is generating as much traffic as possible. We pride ourselves in creating a market for every client and property we represent.

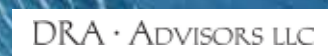
## Communication & Collaboration

There is constant communication with our clients to make sure that we thoroughly understand their objectives and that they are fully informed of the marketing and transaction process. We share our comprehensive knowledge of market conditions, active buyers and sellers in the market and the financial environment to enhance our clients' ability to fully understand every transaction.

## Maximizing Value

We are committed to leveraging our knowledge, network and resources to help our clients get the most out of their properties. Our valuation expertise allows us to thoroughly analyze each property to provide accurate pricing estimates and effective acquisition and disposition strategies.

## Our Clients



## Our Team



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# World of Colliers 2018 Year-End Stats



Revenue  
**\$3.3B**  
(US\$)



Established in  
**68**  
countries



Transaction value  
**\$127B**  
(US\$)



Managing  
**2B**  
(square feet)



Lease/sale transactions  
**69,000**



Assets Under Management  
**\$26B+**



Comprised of  
**17,000+**  
professionals

*All statistics are for 2018, are in U.S. dollars and include affiliates.*

Real estate is a location business. That's why we do business where you do business. When you partner with Colliers professionals, you tap into an integrated team of experts. Together, we offer insight from 485 world markets, eight service lines and countless specializations, all with a common goal - accelerating success.



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