



land

## CCIM Land Partners

Brokering and developing open land requires a lot more than just putting up a "For Sale" sign on the edge of the vacant parcel. Governments and regulatory agencies have laws on the books that dictate how land can be developed.

Environmental clean-up issues, protection of open spaces, infrastructure improvements and many other factors can impact how and whether land can be bought or sold. This holds true in sparsely populated rural areas as well as densely populated urban centers.

## CCIM: Experience Backed by Education

CCIM Partners bring an exceptional level of real-world experience, market knowledge and negotiation skills to each client assignment. Only 6% of commercial real estate practitioners hold the elite CCIM (Certified Commercial Investment Member) designation, which reflects not only the caliber of the program, but why it is one of the most coveted and respected designations in the industry. CCIM Partners are also backed by the latest technology products and business resources – like the Site To Do Business, an online suite of mapping, demographic and other tools, and CCIMNet, the nation's premier commercial property exchange. And, CCIM Partners are part of the world's largest commercial real estate network, with more than 15,000 colleagues in 1,000 markets in North America, Asia and Europe. Together, they successfully complete 156,000 transactions annually representing \$400 billion in value.

## Why Choose a CCIM Partner?

Working with a CCIM Partner means clients benefit from the services of a commercial real estate professional with proven skills and expertise in a particular property type, specialization and market area.

Industry experience. Unparalleled education. Today's technology. A human network of support. These factors set CCIM Partners apart. So, when assembling a team for your commercial real estate transaction, start with a CCIM Land Partner.