

### HOUSTON MARKET Commercial Real Estate Experts

616 Hawthorne Street, Houston, TX 77006 | 713.528.9776 | davis-commercial.com

### AT DAVIS COMMERCIAL, WE MAKE DEALS HAPPEN.

Since 2001, our expertise in the sale, leasing, and development of commercial properties has positioned us as the premier boutique commercial real estate firm in Houston.

#### **OUR COMMITMENT**

- Listen and Understand: Take the time to truly understand your needs and objectives.
- Speed and Future-Oriented: Execute deals swiftly without compromising future benefits.
- Exceptional Service: Provide outstanding customer service with your best interests at heart.
- Consultative Approach: Act as consultants, offering comprehensive support beyond brokerage.
- Tailored Solutions: Whether you have a clear vision or need guidance, we adapt to your needs.

Our clientele spans from individual property owners to Fortune 500 companies such as ExxonMobil and Walgreens. Regardless of size, every client receives the same level of dedicated service and responsiveness. Trust us as your local real estate brokers for rapid responses, integrity, and tangible results.

#### **EXPERTISE**

- Sales
- Acquisitions
- Leasing
- Tenant Representation
- Site Selection
- Contract Review/Negotiation

#### **CLIENTS**















### **PERFORMANCE**











ALUE YEARS OF CRE
RTFOLIO EXPERIENCE

**CLOSED** 



# MARKETING PROCESS Seller/Landlord Representation

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Our goal is to make sure your property receives the maximum exposure possible. We help determine the most competitive price for your property and get it seen in the market quickly. We create synergies with other listings in our portfolio, giving your property a competitive edge in the marketplace. All marketing expenses are covered and you only pay us if a deal closes. Listing agreements are month-to-month and can be canceled with 30 days notice and no hard feelings!

### **SIGNAGE Expert photographer and videographer captures** PHOTOS/VIDEO 0 interior, exterior, & aerial photos/video of the property. Comprehensive flyer is developed including: photos/ MARKETING FLYER aerials, selling points, trade area maps, demographics, floor plans, surveys, rent rolls & more. Property is marketed on our website, as well as all LISTING WEBSITES major commercial listing sites such as: LoopNet/CoStar (Premium), Crexi, Commgate, & HAR (if applicable). Flyer & video is email blasted to our curated list of @ **EMAIL MARKETING** 5,000+ email subscribers, consisting of brokers/ agents, users, developers & investors. Social media is crafted for posts on LinkedIn, **SOCIAL MEDIA** Facebook, Twitter, Instagram, & YouTube to promote the property.

COMMUNICATION



Top notch customer service – all calls returned the same day when possible.



# MARKETING PROCESS Examples

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### **SIGNAGE**





#### SOCIAL MEDIA POST



#### **EMAIL BLAST**



- Immediate Access to Highway 59
- \$1,499,000



**Property Flyer** 





# PROPERTY QUESTIONNAIRE Seller Representation

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We want to get your property on the market as quickly and accurately as possible. However, to do that, we need some help from you! Please see below a list of questions/items to discuss about your property. Once we have all the details, we take it from there while you sit back and relax!

### PROPERTY DETAILS

- Size of the building? Size of the lot?
- Do you have a survey?
- Do you have building plans (site plan, floor plans)?
- Do you have a certificate of occupancy?
- How long have you owned the property?
  - Age of the roof?
  - Age of HVAC equipment?
  - Age of plumbing?
  - Age of electric?
- Any deferred maintenance on the property?
- Any major repairs performed?
- Are there any use restrictions?
- Is the property located in the flood plain?
  - Has the property ever flooded?
- Are there any limitations for showings? (i.e. staff not informed of sale or specific times/days)
  - Can we install a sign at the property?
- Is your goal to maximize the profit of the sale or to sell the property quickly?
- IS THERE ANYTHING ELSE THAT I SHOULD HAVE ASKED YOU THAT WOULD BE HELPFUL FOR ME TO KNOW?



# PROPERTY QUESTIONNAIRE Landlord Representation

616 Hawthorne Street, Houston, TX 77006 | 713.528.9776 | davis-commercial.com

We want to get your available space on the market as quickly and accurately as possible. However, to do that, we need some help from you! Please see below a list of questions/items to discuss with you about your property. Once we have all the details, we take it from there while you sit back and relax!

### PROPERTY DETAILS

- Size of the space? Size of the lot?
  - · Would you subdivide?
- How many parking spaces onsite?
- Do you have plans (site plan, floor plans)?
- How long have you owned the property?
  - Any deferred maintenance on the property?
  - Any recent major repairs?
- Are there any use restrictions? Parking restrictions?
- Are there any limitations for showings? (i.e. specific times/days)
  - Can we install a sign at the property?
- Do you have a preferred tenant type?
- How much T.I. would you offer given a market lease?
- How long of a lease would you sign?
- Would you allow renewal options?
- IS THERE ANYTHING ELSE THAT I SHOULD HAVE ASKED YOU THAT WOULD BE HELPFUL FOR ME TO KNOW?



# WORKING PROCESS Buyer/Tenant Representation

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We love helping our clients find the perfect property at the best price, whether leasing or buying. Our goal is to build a strong relationship with you (we don't require a signed representation agreement). All we need is a handshake and a promise to work with us exclusively, and if at any point you are not happy with our results, we can part as friends.



### FIGURING OUT WHAT'S RIGHT FOR YOU

We pride ourselves on gaining an in-depth knowledge of your unique requirements to find your ideal property.

1



#### SURVEYING THE MARKET

We conduct thorough research using the latest tools in commercial real estate to find all eligible sites in the market that meet your requirements. A comprehensive site analysis report is delivered for your review.

2



### **PROPERTY TOURS**

We arrange property tours with landlords/agents/owners for onsite evaluation. We'll also arrange for contractors/third party services to inspect the property and render opinions. We'll help you narrow down the choices to find the best one for you!

3



### **CONTRACT NEGOTIATIONS**

We negotiate on your behalf to get you the best possible deal in the market place. From submitting the first letter of intent until the final contract is signed, your best interests are always our number one priority.

4



#### **CUSTOMER CARE**

We fashion ourselves more as consultants instead of brokers. Consequently, we want to help you with <u>anything</u> you might need during the process.

5



# PROPERTY QUESTIONNAIRE Buyer Representation

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We want to find you a property the meets all of your requirements as quickly as possible. However, to do that, we need some help from you! Please see below a list of questions to discuss with you about your business and/or personal needs. Once we have all the details, we take it from there while you sit back and relax!

### **BUYER DETAILS**

- What type of business do you have?
- If part of a corporation, who is the decision maker for purchases?
  - Who is the main point-of-contact for property searches?
- What type of financing do you plan to get?
- How soon are you looking to purchase a property?
- Do you have financing secured (i.e. a pre-qualification letter)?

### PROPERTY DETAILS

- What type of property are you looking to purchase? (Office, Retail, Industrial, Flex)
- What is the ideal sized building? (Ex. 5,000 SF)
- What would be a comfortable size range to consider? (Ex. 3,000-8,000 SF)
- How much land do you need?
- How many parking spaces do you need?
- Describe your ideal layout for the building.
- Are you willing to buy a building in need of renovation?
  - If so, to what scale? (i.e. just minor- adding a room or two, paint, flooring, etc. or massive converting a warehouse to office, etc.)
- Any other specific requirements for the property? (HVAC, sprinklers, docks, roll-up doors, special plumbing, etc.)
- What would be a comfortable price range to consider?

### **LOCATION DETAILS**

- If you could drop a pin on an intersection near your ideal location, what are the cross-streets?
- What are the general location boundaries of the area you would consider? (Please provide streets or specific markets for Northern, Southern, Eastern and Western boundaries)
- Do you need to be located on a main thoroughfare?
- Is visibility important?
- Are there any businesses you would not want (or would like) to be located near?
  - If so, please list the types of businesses and how far of a distance would be needed.
- IS THERE ANYTHING ELSE THAT I SHOULD HAVE ASKED YOU THAT WOULD BE HELPFUL FOR ME TO KNOW?



# PROPERTY QUESTIONNAIRE Tenant Representation

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#### **TENANT DETAILS**

- What type of business do you have?
- Do you have any open locations or this a new business?
  - If this is a new business, do you have a business plan?
- If part of a corporation, who is the decision maker for leases?
  - Do you have corporate guidelines that need to be followed?
- How soon are you looking to lease a property?
- How long of a lease or you looking to sign?
- Do you have financing secured (i.e. a pre-qualification letter) and can you share financials with potential Landlords?

### PROPERTY DETAILS

- What type of property are you looking to lease?
  - How many locations?
- What is the ideal sized building? (Ex. 5,000 SF)
- What would be a comfortable size range to consider? (Ex. 3,000-8,000 SF)
- How much land do you need?
- How many parking spaces do you need?
- Describe your ideal layout for the building.
- Any other specific requirements for the property? (HVAC, sprinklers, docks, roll-up doors, special plumbing, etc.)
- What would be a comfortable price range to consider?

### **LOCATION DETAILS**

- If you could drop a pin on an intersection near your ideal location, what are the cross-streets?
- What are the general location boundaries of the area you would consider? (Please provide streets or specific markets for Northern, Southern, Eastern and Western boundaries)
- Do you need to be located on a main thoroughfare?
- Is visibility important?
- Is signage important? What kind (monument, pylon, etc.)?
- Are there any businesses you would not want (or would like) to be located near?
  - If so, please list the types of businesses and how far of a distance would be needed.
- IS THERE ANYTHING ELSE THAT I SHOULD HAVE ASKED YOU THAT WOULD BE HELPFUL FOR ME TO KNOW?