



# industrial

## CCIM Industrial Partners

In terms of square footage, the U.S. industrial property market is a veritable giant. It's three times the size of the office sector, and eclipses retail properties by one-third. Industrial properties also fall into a wide range of categories, including warehouses, manufacturing plants, laboratories and others. Many investors find industrial properties to be the "workhorse" of the industry because these properties are less status conscious than offices, not as quickly affected by demographic or design trends like stores and apartments, and not dictated by consumer demands like hotels and resorts.

## 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 Industrial Partner.

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