

# **DOWELL COMMERCIAL**

**DO YOU HAVE A  
REAL ESTATE  
DEPARTMENT?**

**WHY NOT?**



**THEY HAVE PROFESSIONAL  
REPRESENTATION.  
WHY DON'T YOU?**

## **TYPICAL EXAMPLES OF NEGATIVE EXPERIENCES:**

- My business suffered while I spent weeks focused on real estate transactions.
- I was pressured into a transaction that did not reflect (all of) my business needs.
- I did not understand the hidden costs and liabilities in my lease/purchase.
- I found out after I signed that I am paying more than my neighbor.
- I didn't know I could ask for that.  
(You don't know what you don't know.)



## **YOUR SOLUTION:**

**HIRE A PROFESSIONAL  
TO REPRESENT YOU**

## **DOWELL COMMERCIAL REALTY INC:**

- Will be your professional advocate in a buyer / tenant agency role.
- Is an expert in buyer / tenant representation.
- Is an independent, boutique real estate brokerage firm.
- Works strictly on commercial real estate requirements.
- Has licensed staff with decades of experience.
- Has licensed staff active across North Carolina since 2004.

**DOWELL  
COMMERCIAL**

### **CONTACT INFO:**

**OFFICE: (336) 378-5065**

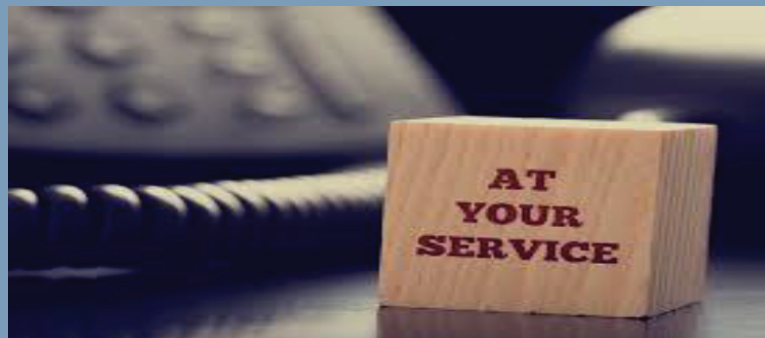
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**[INFO@DOWELLCOMMERCIAL.COM](mailto:INFO@DOWELLCOMMERCIAL.COM)**

**[WWW.DOWELLCOMMERCIAL.COM](http://WWW.DOWELLCOMMERCIAL.COM)**

## **AS YOUR REPRESENTATION, WE WILL:**

- SAVE YOU TIME, MONEY AND STRESS.
- Aid you in renegotiating your current lease and / or extensively survey the market to find quality new or alternative options for your business.
- Allow you to focus on your business; our services will save you months of time and trouble. Let us do the work for you.
- Use our diverse and extensive expertise to aggressively negotiate the best available rates and terms for you.
- Be your experienced advocate in reviewing real estate documentation.
- Typically be compensated by the seller / landlord; this professional service and peace of mind is normally free to you.



## **LONG TERM WE WILL:**

- Give you peace of mind that your real estate requirements are being handled properly.
- Analyse new markets & aid you in expanding into new locations.
- Renegotiate your lease renewals.
- Be your professional real estate department.

## **AGENCY DISCLOSURE:**

When purchasing or leasing real estate, you have several choices as to how you want a real estate firm and its agents to work with you. For example, you may want them to:

1. Represent only you and your best interests (as a buyer / tenant's agent).
2. Represent both you and the seller / landlord at the same time (as dual agent), where the broker equally shares the same information with all parties.
3. Represent only the seller / landlord and their best interests (as seller / landlord's agent or listing agent).

Some agents will offer you a choice of these services. Others may not. To review full agency disclosures & responsibilities go to:

[www.dowellcommercial.com/wwrea](http://www.dowellcommercial.com/wwrea)

## **WHAT ARE THE DANGERS OF NOT HAVING REPRESENTATION?**

- The seller / landlord and their agent are real estate professionals but owe you no fiduciary responsibility. They owe you "honesty and fairness" only.
- They will negotiate the highest possible price at the best business terms for the seller / landlord, not for you!
- The seller / landlord and their agent will have access to advanced market and property knowledge, which you may not. This will include an understanding of market rate information, deal concessions, and other competitive spaces.
- Are you a real estate expert? They are.

## **COMPANIES WE HAVE REPRESENTED INCLUDE:**

Atlantic Bay Mortgage – Office  
Auto Parts International (Advance Auto) –  
Flex / Industrial  
BEST4K9 (Pet food Store) – Retail  
Florida Tile – Retail  
HealthKeeperz – Office (Medical)  
Kelly Services - Retail  
Kiings Neurological – Office (Medical)  
K-Love – Office  
L. M. Berry - Office  
MUY Pizza / Pizza Hut – Retail  
Novartis Animal Health – Office  
Orange Theory Fitness – Retail  
RSC Equipment Rental – Retail  
Sharp Business Solutions - Office  
UBS – Office  
Willis Insurance – Office  
WorldPac – Flex / Industrial

**We look forward to adding  
you to this list**

List last updated June 2018

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