

## ABOUT LIN & ASSOCIATES

Dear Prospective Client:

Lin & Associates Realty of California, Inc. is a commercial real estate brokerage firm that is dedicated to helping Landlords/Sellers, Buyers/Tenants and Investors achieve their real estate goals.

We know that each business and investor have special requirements specific to their business and/or investment goals.

For Landlords, keeping your property occupied can be time consuming and lease transactions can be complex. We can help you find good credit tenants and work with your attorney to get the lease transaction done.

For Sellers, getting you the best offers and getting your property sold and closing on time

For Buyers/Tenants, having your business in the right location can mean gaining more clients and providing more efficient services or products to its customers; it could mean operating more “lean” and cutting down expenses; and therefore, operating a more profitable business. We understand that companies need specialized attention on their requirements to lease or purchase a property that best suits their business, meet their timing and budgets.

For Investors, we understand the special requirements of simply trying to acquire an investment that makes sense or disposing a property and the possibility of dealing with the delicate timing of a 1031 Exchange.

Commercial real estate can be a complex business so we aim to make it simpler for our clients so they can concentrate on their business. Our specialization is not just in commercial real estate, it is in our clients. Our exclusive relationships with our clients allow us to continue to provide great real estate brokerage services.

We look forward to working with you in the near future and developing a mutually beneficial relationship.

Sincerely,

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## THE ADVANTAGE

**Relationship.** Long term relationship, trust and confidence are the key to our success and satisfied clients.

**Results Oriented.** We take initiative and an active effort to make real estate transactions happen for our clients.

**Experience.** Exceptional experience and knowledge in handling complex lease and sales transactions makes it simple for our clients.

**Market Knowledge.** Knowing the market and activities of the market gives our company the ability to help our clients make informed decisions.

**Attention to Clients.** We are not interested in handling every requirement in the market place. Our personal attention and focus is on our exclusive clients' needs and requirements.

**Technology.** Our company knows the importance of keeping up with technology in business. We strive to utilize new technology software and hardware to make real estate transactions simpler for our clients.

**Industrial Warehouse Specialists.** Understanding that much of Southern California's economy consists of importers/exporters, warehouse distributors, logistics company, air/ocean freight forwarders, and manufacturers, we are experienced in the requirements of these businesses.

# LANDLORDS & SELLERS

## LANDLORDS

Landlord Representation: Are you a landlord and have vacancies in your building? What kind of rates can I achieve in today's market? Do I need to give any free rent? What kind of improvements should I do to attract more tenants? I can help you strategize and market your property to bring you suitable and qualified tenants to fill your vacancies.

Portfolio Evaluation & Services: Do you have several properties and need to evaluate your real estate portfolio? Should I sell or keep the property. I can help you strategize and maximize your real estate holdings. We offer a Market Analysis to help you become informed on the market place.

Real Estate Consulting: Do you want to sell, buy, lease commercial real estate or just have questions in general? Contact me at your convenience to discuss further.

## SELLERS

Selling a Property: Are you thinking about selling your property? I can assist you in pricing your property, formulate a good marketing strategy, help you negotiate offers, and get top dollars for your property. Perhaps you will have a capital gain when you sell your property and are considering a 1031 Tax Exchange, I can help you locate an "upleg" property and make the transition smoothly.

Free Broker's Opinion of Value:

If you are thinking about selling or leasing your property, we offer a free Broker's Opinion of Value to help you become informed on the real estate market place and what your property potentially can be worth. We provide useful information how best to market your building as well as discuss your best strategies on reaching your real estate goals.

1031 IRC Tax Deferred Exchanges: Do you have to pay capital gains tax on the sale of your property? Why not exchange into another property to defer paying taxes to the IRS? I can help you make this transition smoothly.

# TENANTS & BUYERS

## TENANTS

Tenant Representation: Do you need to relocate to another facility or renew your existing lease? I can help you find the right location for your business, negotiate on your behalf and get you the best deal.

Lease Renewals: Are you thinking about renewing but not sure what if you're getting a good deal from the Landlord? Can I get new carpet or other tenant improvements if I renew? Do you know what market lease rates are? How many months of free rent should I expect? I can represent you and negotiate on your behalf for the best deal.

Subleasing: Are you outgrowing or downsizing your company and are thinking about subleasing your existing facility to another tenant? I can find you a suitable and qualified tenant.

Lease Review: Have you taken a look at your lease lately? Is the landlord honoring the terms and conditions? Is the landlord over charging you for common area maintenance? Why not have a second opinion? I can help you do a check up on your lease.

## BUYERS

Purchasing a Property: Are you looking to purchase a property? What are special requirements? What are your choices in today's real estate market? Is it a Seller's or Buyer's market? I can assist you in locating the right property, negotiate on your behalf, and guide you through the entire purchase process.

Real Estate Investments: Are you staying away from the stock market these days and want to invest in a good income producing property? What are the benefits of investing in real estate? What are your investment goals? I can help you find the right investment for your needs.

Build-to-Suit: Are you unable to find the perfect building to for your business? I can help you locate a property site to build a customized building for your special business requirements. I also work with several architects and general contractors that can take care of the entire construction project for you.

Real Estate Financing: Do you need conventional or SBA financing or refinancing for your commercial real estate property? I can refer you to several good lenders.

## MEMBER OF AIREA

### **About (A.I.R.E.A.) American Industrial Real Estate Association**

Lin & Associates is an active member of the AIR Commercial Real Estate Association which is a nonprofit corporation formed in 1960 for the purpose of fostering knowledge, integrity and efficiency in the field of industrial and commercial real estate brokerage. The A.I.R. is recognized as a "working" organization, visibly and constantly engaged in professional, community and government activities.

AIR is a singular organization serving the industrial/commercial real estate industry, a service that rapidly approaches a half century. The accomplishments of AIR during this time are legend. But, equally important, they continue strong.

AIR is an association of industrial and office real estate brokerage professionals dedicated to providing superior information, industry standards, services, and education by mutual cooperation among its members for the benefit of their clients and the business community.



### **A.I.R. Community**

Without a doubt, the strength of the AIR is the 1,700+ members of the organization. Every real estate professional who belongs to the AIR, whether a Member, a Non-Member Associate, or an Affiliate Member, plays an integral part in the success of the association. Each individual member, through their dedication, expertise and cooperative spirit help to preserve the valuable role the real estate broker plays in very complex and sometimes-difficult real estate transactions. By associating with other professionals in the real estate industry an environment is created that fosters cooperation among peers and helps to further strengthen the AIR.

## MEMBER OF C.A.R. AND N.A.R.

### About (C.A.R.) California Association of Realtors

Lin & Associates is a good standing and active member of the California Association of Realtors (C.A.R.). The CALIFORNIA ASSOCIATION OF REALTORS® is a trade association representing more than 185,000 REALTORS® statewide. As members of organized real estate, REALTORS® subscribe to a strict code of ethics and have access to numerous services and programs to enhance their professionalism. Preventative legal programs provide members with the latest in legal information to give them the competitive edge. C.A.R.'s extensive legislative advocacy program means members are well-represented on local, state and federal issues. Educational programs and year-round seminars help members gain new skills and professional designations like the prestigious Graduate REALTOR® Institute.

In addition to these programs, the CALIFORNIA ASSOCIATION OF REALTORS® offers its members a variety of business tools--from research data and top-notch publications to cutting-edge technology.

All these--and other--programs and services are designed to increase the professionalism of members and give them the tools they need to better serve their clients--the consumer.



### About (N.A.R.) National Association of Realtors

Lin & Associates is a good standing and active member of the National Association of Realtors (N.A.R.). The NATIONAL ASSOCIATION OF REALTORS® strives to be the collective force influencing and shaping the real estate industry. It seeks to be the leading advocate of the right to own, use, and transfer real property; the

acknowledged leader in developing standards for efficient, effective, and ethical real estate business practices; and valued by highly skilled real estate professionals and viewed by them as crucial to their success.

Working on behalf of America's property owners, the NATIONAL ASSOCIATION OF REALTORS® provides a facility for professional development, research and exchange of information among its members and to the public

and government for the purpose of preserving the free enterprise system, and the right to own, use, and transfer real property.