



COLLIERS INTERNATIONAL LAND SERVICES

Colliers International is a leader in land acquisition and disposition services with more than 45 years of experience working with clients in this highly complex real estate specialty. Representing both sellers and buyers, our Land Services Group has negotiated the sale of millions of dollars of land throughout the Denver Metro Area.



Accelerating success.

COLLIERS INTERNATIONAL LAND SERVICES

Few firms have the breadth of services and the depth of expertise of Colliers International. As part of the new Colliers International we are able to provide real estate services around the globe with access to over 480 Colliers offices and 4,788 broker professionals worldwide together with a vast resource network of real estate market information and services. This exposure provides our clients instant access to markets worldwide.

MARKET KNOWLEDGE

Each member of the Colliers Land Services Group has a solid knowledge of present and future land opportunities in the Denver Metro area. These specialists provide invaluable information when considering the purchase or sale of improved and unimproved property. The following information is at our fingertips:

- > Properties currently for sale
- > Unlisted property that may fit a client's requirement
- > City and County land use opinions
- > Sewer and water availability
- > Thoroughfare plans
- > Aerial photography
- > Recently sold property data
- > Recently sold property data
- > Zoning regulations
- > Traffic counts
- > Topographic information
- > Flood plain mapping



BROAD RANGING SERVICES

Our land specialists possess in-depth knowledge and experience in all types of land development. We represent buyers and sellers in a wide range of land-use projects including:

- > Retail Development & Pad Sites
- > Single & Multi-Family Development
- > Industrial Development
- > Hotels and Motels
- > Distressed Assets
- > Mixed-Use Development
- > Office Development
- > Health Care Facilities
- > Agricultural Property

RELATIONSHIPS THAT COUNT

The Land Services Group has developed invaluable relationships with key contacts including: property owners, land developers, lenders, attorneys, city planners and engineers, zoning board members, and political officials, allowing them to stay current on market events and land use issues that may affect land value.

LAND ACQUISITION & DISPOSITION SERVICES

ACQUISITION SERVICES

> CLIENT CRITERIA

We work hard to completely understand our clients' needs pertaining to location, parcel size, zoning requirements and other criteria prior to beginning a site search.

> SITE SEARCH

We tailor the search according to specified requirements and develop a list of potential sites which saves time and money and guarantees the right site will not be missed.

> UNLISTED PROPERTY

We often seek out unlisted properties that may fit identified parameters in order to locate the best property available.

> SITE MAPS

In order to show the topography, configuration, location and surrounding area of sites under consideration, we provide our clients with site maps and aerial photography.

> NEGOTIATION OF PRICE AND TERMS

Our years of experience make us uniquely qualified to negotiate a land transaction at a fair market price under terms that are favorable to our clients.

DISPOSITION SERVICES

> OPINION OF VALUE

Often, clients need to know the value of a piece of property in order to make sound selling decisions. We provide opinions of value based on careful analysis of the property's current and future potential.

> HIGHEST AND BEST USE

We take property-specific information and combine it with market knowledge to help determine the highest and best use for our clients' land.

> MARKETING THE LAND

Our aggressive and multi-faceted marketing program helps sell land quickly and at the highest value.

> 1031 EXCHANGES

Our land experts are well-versed in this complex process and will assist our clients throughout the 1031 tax-deferred transaction.

> BUYER/CONTRACT EVALUATION

We determine the strengths of potential buyers and which contract terms are most important, helping clients avoid disappointment and a delay in closing the transaction.



Regardless of land size (we handle everything from one acre to hundreds), location, or its intended use (commercial, residential, industrial, agricultural, retail), our land experts are ready to assist clients in their buying or selling decisions.



> DUE DILIGENCE

We have relationships in place with capable attorneys, environmental testing firms, engineers, etc., to help complete each transaction smoothly.

> CLOSING

From start to finish, Colliers International Land Services Group is there to make sure our clients' interests are well served.

THE COLLIERS ADVANTAGE

SOLUTION-BASED APPROACH

Our number one goal is to help determine the best real estate solution for our clients' needs. We begin the process by carefully listening to the client — learning and understanding the dynamics and objectives of each client's real estate decision. This detailed process allows us to customize our approach and services.

DEDICATED PROFESSIONALS

Our clients will benefit from services of a firm that understands the complexities involved with improved and unimproved land, including utilities, zoning, best and highest use, financing options and compliance and entitlement issues. Our highly specialized Land Services Group brings a wealth of education and experience to every client we represent.

ACCESS TO OTHER COLLIERS INTERNATIONAL DISCIPLINES

We provide a single source of contact within our company. Through this contact, all of the divisions of the entire Colliers International network can be accessed. By offering all of this expertise through one contact, we place the full scope of our organization at our clients' disposal. Our professionals are highly knowledgeable and experienced in more than 20 specific real estate services.

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