

Corporate Client - Frequently Asked Questions

1. What are your major lines of business? What property types do you handle?

Coldwell Banker Commercial[®] affiliates can assist you in the following:

Service Lines

- Acquisition & Disposition Services
- Auction Services
- Brokerage & Transaction Management
- Capital Services
- Construction Management
- Corporate Services
- Investment Analysis
- Market Research & Analysis
- Property Development
- Property & Facilities Management
- Project Management
- Relocation Services

Property Types

- Industrial
- Golf Courses
- Lodging & Hospitality
- Office
- Mixed-Use
- Multi-Family
- Retail

2. What are your technology and business solutions?

Coldwell Banker Commercial utilizes a variety of electronic marketing, analytical, and reporting systems to support core real estate functions, including the following:

- **InstantClientAccess** – A web-based process management system with a customizable interface, serving as a central repository for all transaction-related information for clients and associates
- **Data Integration** – A central information repository that allows client listings to be posted to coldwellbankercommercial.com, LoopNet, and CCIMNet, bringing more exposure to your listings
 - **Coldwellbankercommercial.com** – With over 11,000 properties listed at any given time, the company's public website offers users a comprehensive look at what **Coldwell Banker Commercial** can offer
 - **LoopNet** – one of the commercial real estate industry's leading listing aggregators
 - **CCIMNet** – the commercial real estate listing site of the CCIM Institute
- **Comprehensive Electronic Market Data – CBC** associates have access to critical market data that is shared in creating your real estate strategy. Some of the data sources include:
 - **The Viewpoint** – This proprietary electronic newsletter contains information on trends, forecasts, and economic analysis.
 - **CoStar Group** – A database of commercial real estate comps.

Reis, Inc. – One of the top providers of detailed commercial real estate market data, statistics and trends in 80 markets throughout the U.S.

3. What is the benefit of using **Coldwell Banker Commercial**?
With over 4,000 experienced professionals across the globe who are extremely knowledgeable in all facets of commercial real estate processes and transactions, **Coldwell Banker Commercial** is capable of providing strategic solutions for your commercial real estate needs. You benefit from a proven process that can help to reduce occupancy cost, a quick turnaround time to market your property, and direct accountability through a single point of contact. As a corporate client, you also benefit from the extensive knowledge and experience of **CBC** professionals who handle all necessary research and analysis, allowing you to focus your time and energy on your business.

4. What differentiates **Coldwell Banker Commercial** from other commercial real estate companies?
Coldwell Banker Commercial has a truly global presence with a strong focus on primary, secondary, tertiary and international markets. **CBC** professionals always puts the “Client 1st”, providing the best possible service to each individual client regardless of the scope of the project or size of the client.

Other differentiating qualities of **Coldwell Banker Commercial** include:

- Technology/ E-business
- Extensive market coverage
- Site selection services
- Strategic planning and portfolio analysis
- Customized service solutions
- Cost savings focus
- Functional integration
- Staffing resources
- Strategic focus
- Relocation services through Cendant Mobility
- Relationship with its parent company, Cendant, a Fortune 105 Company

5. What is a “Client 1st” Approach?

The **Coldwell Banker Commercial** “Client 1st” philosophy is built on three principles: Absolute Integrity, Value Enhancement, and Relationship Management. These three elements mean that clients can trust and depend on their **CBC** professional to provide honest and exceptional service; that **CBC** professionals bring more than the requisite tools and knowledge to the transaction; and that the client will be kept constantly informed throughout the entire transaction process. Overall, it is a commitment to an unparalleled level of service – the primary quality that makes **Coldwell Banker Commercial** distinctly different.

6. Where are your offices located?

The Coldwell Banker Real Estate Corporation headquarters are located in Parsippany NJ. With more than 500 franchised offices in 27 countries, **Coldwell Banker Commercial** provides unsurpassed market coverage throughout the United States and the world.

7. How can I find an office?
[Click here to search for an office](#) using specific criteria or [click here to search using a map](#). Alternatively, please call the **Coldwell Banker Commercial** client service line at 1-800-222-2162.