



Buyer Representation

Today, industrial/commercial real estate purchasing issues are more complex than ever before. Wouldn't you welcome the help of experts who are up-to-date and fully focused on present-day issues, conditions and strategies?

When you use Miller Industrial Properties, you also engage the service of our research, data bases and brokerage network. Your requirement becomes our company's job. It makes good sense to use a specialist who knows the market and represents your interests solely.

1. Expertise:

One retains an exclusive real estate broker for the same reason that one retains an attorney, accountant or investment advisor. A company unfamiliar with the commercial real estate business requires consistent, knowledgeable, objective advice that only an active professional provides.

2. Market Knowledge:

Due to our local knowledge, you will see all properties that meet your requirements, whether on the market now, or soon to become available. We know the whole market, including tenants that may sublet their space due to a down-sizing or the need for larger space.

3. No Cost To You:

We are paid from the fee the SELLER pays to their broker.

4. We Work Solely For You:

As your agent, our goal is to represent your interests only, to get you the best value. Remember; the seller's agents/employees work solely for the seller's interests; not yours.

5. Purchase Agreement Negotiation:

We have the expertise to represent your interests and drive a hard bargain on your behalf. We negotiate local deals very frequently. We know what to ask for in terms of price, terms, options, perks, etc., and what the sellers have given to others. This is the primary reason sellers hope that you deal directly with them!



6. We Do The Leg Work:

An agent frees your time to run your business. We'll do the previewing of possible properties, get the questions answered, accumulate information and set up an efficient tour of the available sites. We can also address other issues like environmental questions, licensing and permitting, incorporating, financing, and all items related to setting up your business.

7. More Is Better, Except With Real Estate Brokers:

If you contact several brokerage firms about your requirements, each will be contacting the same sellers on your behalf, crating the impression among sellers that there are several potential new companies in the market for land. In reality it may be only one company -- yours. You are now competing with yourself, resulting in inflated prices.

"Tom made sure we found the right manufacturing site. He gave us fast, reliable service and watched all the details."
 - Doug Hiddings, President, Black Hawk Moldings, 40,000sf facility
