

LAND AND INDUSTRIAL SERVICES



PART OF THE CBRE AFFILIATE NETWORK





CB Richard Ellis Industrial Services represents the largest industrial services platform in the world - with industrial real estate professionals in all significant markets throughout North America, Europe, Asia and Latin America. In addition to its core competency, the group is highly organized and networked to leverage the collective knowledge and experience of all of its industrial professionals.

Because manufacturing, warehouse and distribution portfolios are often multimarket and frequently cross-border, communication and collaboration among our professionals are essential. Intent on delivering the best real estate solutions for our clients, we have internal reports, shared databases and regular conference calls and meetings where our professionals share best practices, discuss emerging trends and devise strategies.

LAND

Services for Land owners

- Valuations and consulting
- Market analysis and feasibility studies
- Highest and best use analysis
- Land sales – we will introduce your land plot to a vast network of buyers and developers to achieve the highest price.
- Leasehold deals – get rent or lump sum payment for your land plot, but keep the ownership for future development.
- JV establishment – participate in the development of your land plot via well structured joint venture agreement with experienced developers.

Services for Land buyers

- Strategic land selection
- Valuations and development consulting
- Market analysis and feasibility studies
- Land acquisition – we could provide you with a full market picture and source opportunities
- Land assembly and Due Diligence
- Debt and equity sourcing
- Pre-lettings and property marketing

DELIVERING FOR OCCUPIERS

- Excellent knowledge of the existing supply – more than 700 newly built and brownfield industrial and warehouse buildings in Sofia region
- Built-to-suit solutions – manufacturing capacities have specific space needs, which could not be met by the existing stock. We could provide built-to-suit solution facilitating the whole process: finding the right location, identifying the land site, introducing potential developers, negotiations and transaction closing
- Sale and lease back transactions with logistics and industrial properties

DELIVERING FOR LANDLORDS

- International network – as part of CBRE we are in contact with the new manufacturing capacity coming on the Bulgarian market
- Quality tenants – we could introduce high quality tenants, that could increase the capital value of your properties
- Understanding logistics and supply chain management – we know the specific needs of logistic companies and the drivers of their growth

CONSISTENCY EFFICIENCY AND RELIABILITY

PETROLEUM AND AUTOMOTIVE

Services for Property owners

- Sales – we could help you sell your petroleum site to a top gas station operator in Bulgaria
- Lease outs – Secure a lease agreement with gas station operator. Opportunity to generate additional income for retail property owners
- Investment sales – we could help you sell your long term leases of petroleum sites on the investment market

Services for Operators

- Acquisition of petroleum sites
- Disposals of idle sites
- Analysis of petroleum stations ERVs
- Maximization of rental income
- Sale and lease back transactions of portfolios or single properties

WAREHOUSE AND INDUSTRIAL SPACE

Tenant/Buyer Representation

- Site selection
- Land acquisitions/assemblage
- Brokerage/Transaction Management
- Built-to-suit transaction services
- Comprehensive property availability studies
- Current situation and business plan analysis
- Municipal, state and tax incentive negotiations
- Lease versus buy analysis
- Space utilization analysis
- Supply chain logistics efficiency studies
- Surplus space and/or utilization analysis
- Labor and freight cost comparative studies
- Facilities management
- Warehouse optimization

Owner/Developer Representation

- Sale/lease of existing facilities
- Sale/leaseback transactions
- Valuations
- Financial modeling
- Speculative building design advice
- Highest and best use studies
- Property repositioning analysis
- Property management
- Disposition strategies

BENEFITING FROM OUR APPROACH

Many clients benefit from the support we are able to provide in building long-term value from their industrial real estate portfolio. The best results arise when we understand clients' underlying business strategies. Closing a great deal is often just the start. In addition, the wide range of services we offer - such as building consultancy, property management and valuation - means that we can adjust to your evolving strategic objectives.

We service the following sectors:

3PL
Agriculture
Chemical Industry
Construction Materials
Consumer
Data Centers
Electronics
Energy
FMCG
Food Processing
Food Retailers
IT and Telecoms
Natural Resources and Metallurgy
Packaging
Petroleum and Automotive
Pharmaceuticals and Healthcare
Textile and Leather
Transportation



DELIVERING SYNERGIES

Whether you're a corporate client with changing space needs, a private owner in a local market, an institutional investor with a multimarket presence - or something in between - MBL Industrial Services stands ready to be your real estate advisor.

Land and Industrial

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