# 727 & 729 WEST DEKALB PIKE & 113 Crockett Road Upper Merion Township, King of Prussia, PA 19406



## **EXCEPTIONAL DEVELOPMENT OPPORTUNITY IN KOP**

.44 ACRES / ZONED LC - LIMITED COMMERCIAL

Plans approved by Upper Merion Township for 2,800 S/F one-story building PACKAGE OF 3 PARCELS FOR SALE \$2,988,000

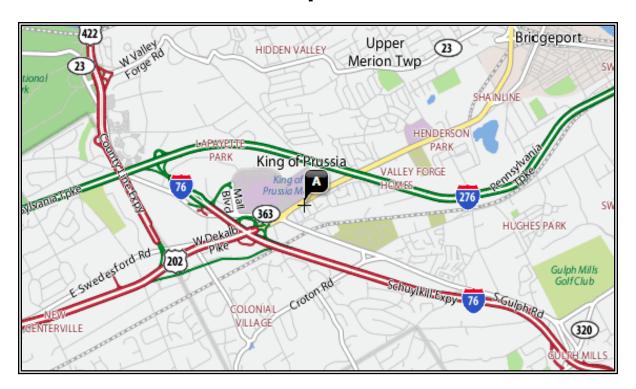
One of the last remaining properties in this highly recognized national shopping mecca corridor 100' Frontage on US RT 202

Across From REGION'S PREMIER SHOPPING MALL The King of Prussia Mall 33,000+ Average Daily Traffic

Easy access to major area arteries (PA Turnpike, Schuylkill Expressway, US 202 and US 422)
Located on Rte 202 directly in front of the King of Prussia Mall, the largest mall in the United States
Access off of South Gulph Road and Crockett Road

# J.M. BASILE & ASSOCIATES, INC.

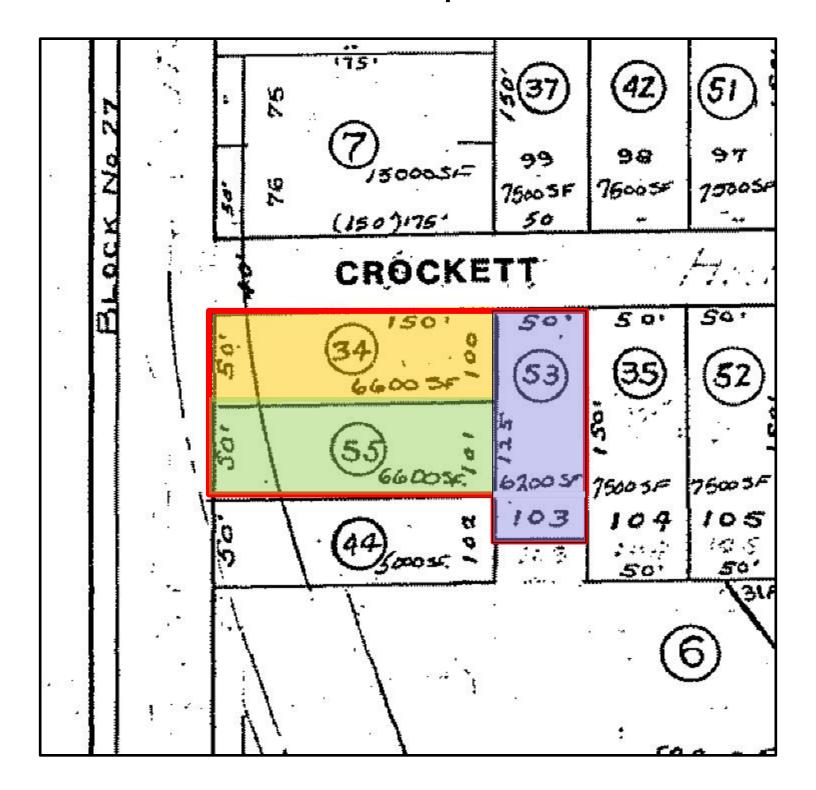
# **Location Map & Aerial View**



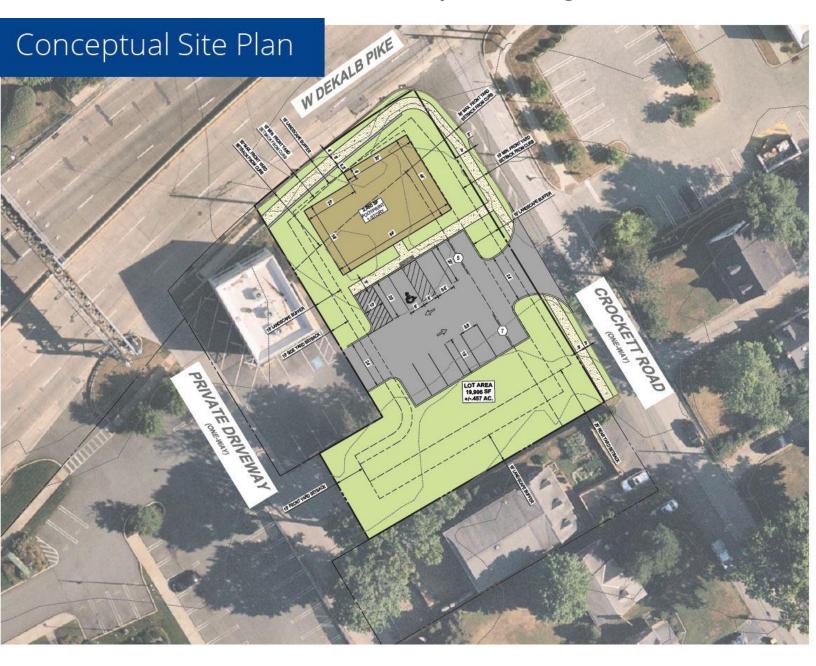


\* outline represents approximate property boundaries

Tax Map



# 2,800 SF One-Story Building



### PROPERTY INFORMATION

### 727 W. DeKalb Pike

Parcel Number: 580006406007

Block / Unit: 009 34 Lot Size: .15 Acres

Front Feet: 50' on DeKalb Pike (U.S. Route 202)

Year Built: 1940

Zone Code: LC – Limited Commercial

Roof: Shingle

Heat: Electric heat pump

Sprinkler: Fully sprinkled building with wet system

Water: Public Sewer: Public

Major Intersection: Route 202 and Gulph Road at the King of Prussia Mall

Traffic Count: 34,000 Annual Average Daily Traffic

### 729 W. DeKalb Pike

Parcel Number: 580006409004

Block / Unit: 009 55 Lot Size: .15 Acres

Front Feet: 50' on DeKalb Pike (U.S. Route 202)

Year Built: 1940

Zone Code: LC – Limited Commercial

Roof: Shingle

Heat: Electric heat pump

Sprinkler: Fully sprinkled building with wet system

Water: Public Sewer: Public

Major Intersection: Route 202 and Gulph Road at the King of Prussia Mall

Traffic Count: 34,000 Annual Average Daily Traffic

### 113 Crockett Road

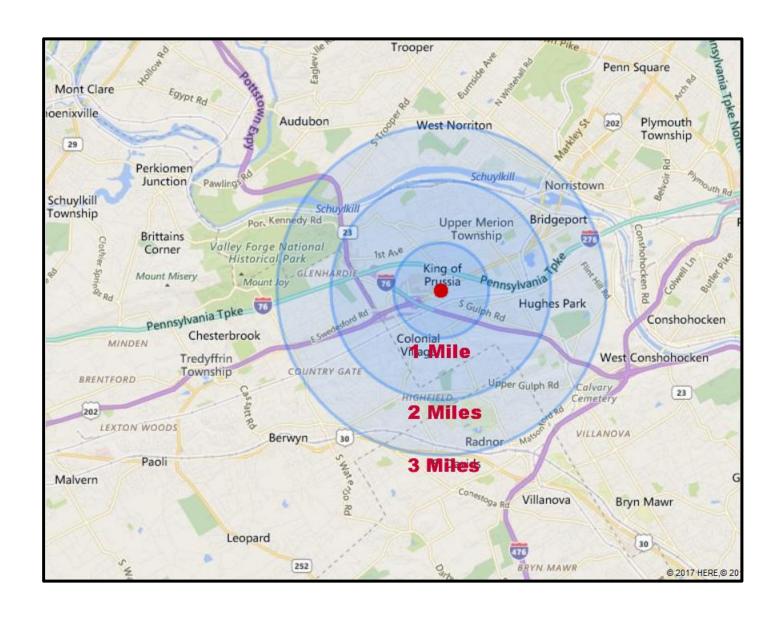
Parcel Number: 580004699004

Block / Unit: 009 53 Lot Size: .14 Acres

Year Built: 1941

Zone Code: LC – Limited Commercial

Water: Public Sewer: Public





### **MUNICIPALITY INFORMATION**

### **Upper Merion Township**

2010 Population: 26,863

2010 Median Household Income: \$78,690.00

2010 Total Housing Units: 12,800

2010 Median Sales Price For Housing: \$297,500

Square Miles: 16.80

Public School District: Upper Merion Area School District

Chamber of Commerce: King of Prussia

Upper Merion Township was established in 1713 and incorporated in 1789. For many years, the township was mostly rural consisting of farms and large estates. The Port Kennedy section, one of the township's earliest industrial villages, developed an extensive lime manufacturing business that thrived until the late 1870s. However, it was the coming of the Pennsylvania Turnpike and the Schuylkill Expressway which aided in the development of the King of Prussia area. With the coming together of major transportation routes, and the availability of land, this area of the county was destined to be a major center for economic activity. Today, Upper Merion Township is one of the Philadelphia region's premier office and retail communities and employs more people than any other municipality in Montgomery County. Other sections of the township include Gulph Mills, Swedeland, and Hughes Park.

PUBLIC SERVICES: The entire township is serviced by public water and sewer facilities. A full-time police force serves the community. Fire protection is provided by volunteer companies. Residential trash disposal is arranged by private contractors.

RECREATION: A full-time director is employed by the township. Facilities include small parks and playgrounds. The Upper Merion Community Center is home to a variety of township-sponsored and community-oriented programs. In addition, a large portion of Valley Forge National Park is located in the township. Little League programs are run by private organizations. For more information on what is available, please call (610) 265-2600.

PUBLIC TRANSPORTATION: Several SEPTA bus lines and a rail line provide excellent public transportation to areas of the township, as well as Eastern Montgomery County, Philadelphia, and portions of Chester County.

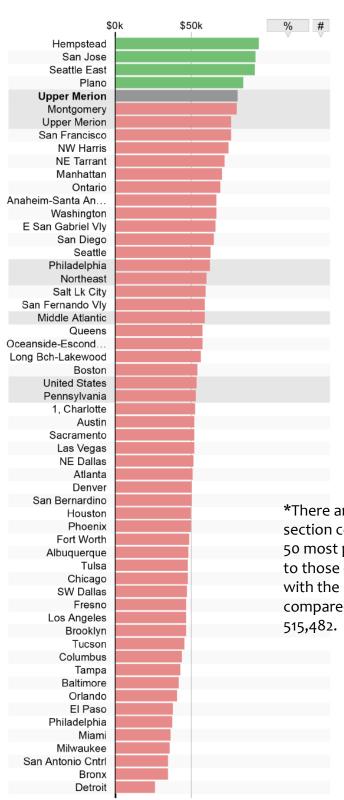
SHOPPING: Community and specialty shopping is available in the township. Also, the township is home to the Court and Plaza at King of Prussia, where a major expansion has added three new anchor stores and over 100 new specialty stores.

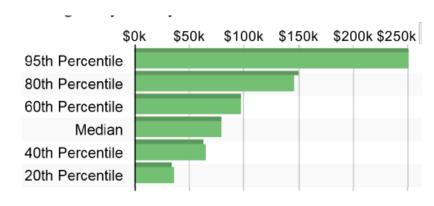


# **Upper Merion Township Demographics**

### Relative Household Income\*

### Household Income

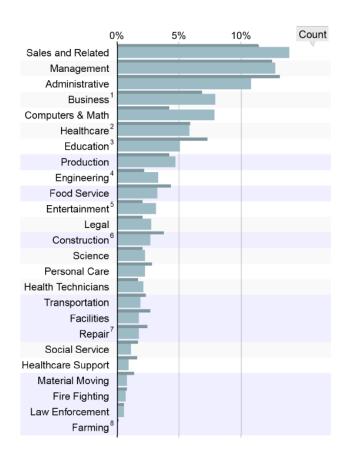




\*There are 35,600 county subdivisions in the United States. This section compares the Upper Merion Township to the 50 most populous county subdivisions in the United States and to those entities that contain or substantially overlap with the Upper Merion Township. The least populous of the compared county subdivisions has a population of 515,482.

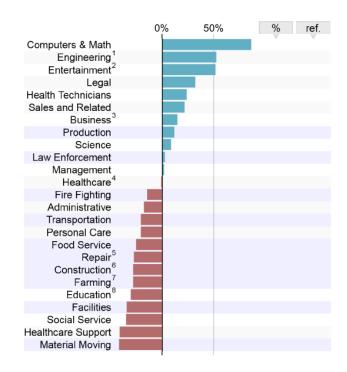
# **Upper Merion Township Demographics**

### Occupations



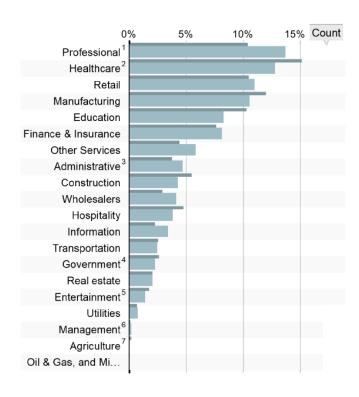
### **Relative Occupations**

Upper Merion Township compared to All Montgomery County



# **Upper Merion Township Demographics**

## Employment By Industry



Upper Merion Township (2010 Census) Population: 26,863 1593.3/square mile

 18.7%
 <18</td>

 7.5%
 18-24

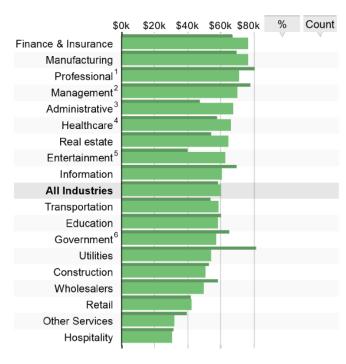
 33.8%
 25-44

 24.3%
 45-64

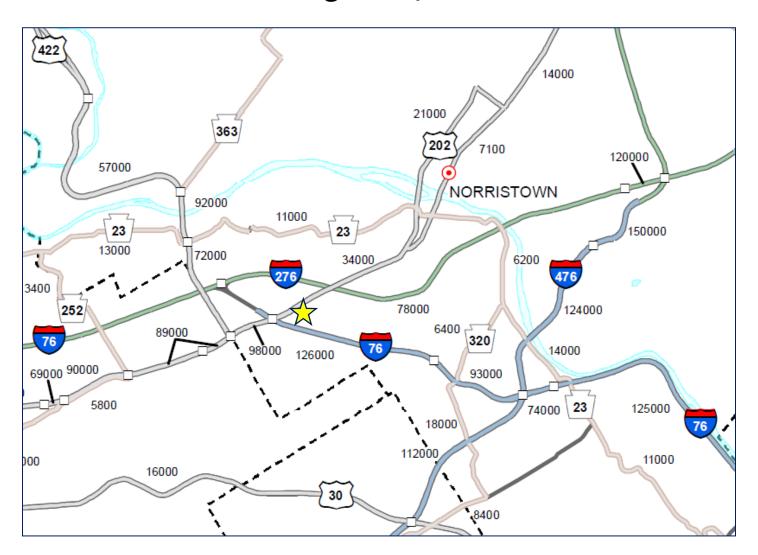
 15.7%
 >65

Median family income: \$78,690 Median family size: 2.91 people

## Median Income By Industry

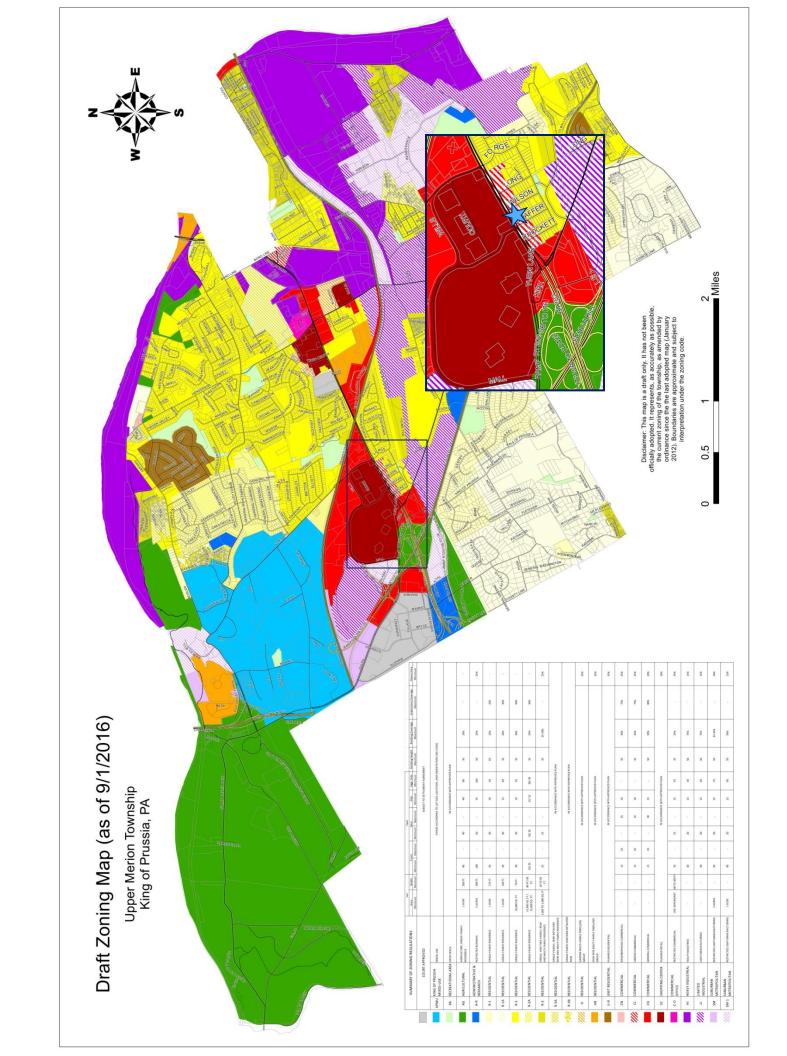


# Annual Average Daily Traffic Count



# **Top Employers**

1	Lockheed Martin	3,568	6	US Liability Insurance	655
2	GlaxoSmithKline	2,732	7	Yellowbook	648
3	GSI Commerce	991	8	Shellville Services	530
4	Pershing	853	9	Nordstrom	486
5	Upper Merion SD	691	10	Broadview Networks	469



#### **ZONING**

#### 165 Attachment 2

# Township of Upper Merion Use Regulations for Commercial Districts

In the Commercial Districts specified below, buildings may be erected, altered or used, and a lot may be used or occupied, for any of the following purposes and no other; however, a use not specifically listed that is shown to be similar to a permitted use may be permitted as a special exception.

### Key:

P = Permitted use

NP = Not permitted use

S = Permitted only by special exception

Table CD.1 Permitted Uses				
	District			
	Neighborhood	Limited	General	Shopping
Use	Commercial	Commercial	Commercial	Center
Retail Trade				
New car dealers	NP	NP	P	S
Used car dealers	NP	NP	NP	NP
Recreational vehicles,	NP	NP	P	NP
motorcycles and boats				
Automotive parts and	NP	P	P	P
accessories				
Home center	NP	$\mathbf{P}^3$	P	P
Building supplies and	NP	$P^3$	P	P
materials				
Nursery and garden	NP	$\mathbf{P}^3$	P	P
center				
Convenience stores	P	P	P	P
Convenience store	NP	NP	P	NP
w/gasoline sales				
Beer, wine and liquor	P	P	P	P
stores				
Pharmacies and	P	P	P	P
drugstores				
Gasoline sales and	NP	NP	P	P
automotive service				
Furniture, home	NP	$\mathbf{P}^3$	P	P
furnishing				
Household appliances	NP	$\mathbf{P}^3$	P	P
Consumer electronics,	P	P	P	P
computers, photography				
equipment				

### UPPER MERION CODE

Table CD.1 Permitted Uses				
	District			
	Neighborhood	Limited	General	Shopping
Use	Commercial	Commercial	Commercial	Center
Hardware stores	P	P	P	P
Jewelry stores	P	P	P	P
Paint and wallpaper	P	P	P	P
stores				
Pawnshop	NP	NP	P	NP
Supermarkets and	$\mathbf{P}^{1}$	$\mathbf{P}^3$	P	P
grocery stores				
Specialty food stores	P	P	P	P
Clothing and accessories	NP	P	P	P
store				
Sporting goods, hobby,	P	P	P	P
book and music stores				
Department stores	NP	NP	P	P
Warehouse clubs	NP	NP	P	P
Florists	P	P	P	P
Office supply stores	NP	NP	P	P
Interior design studio	P	P	P	P
Gift and novelty stores	P	P	P	P
Resale/consignment	P	P	P	P
stores				
Pets and pet supplies	P	P	P	P
Transportation				'
Post office	P	P	P	P
Mail services	P	P	P	P
Information				
Publishers	NP	NP	P	NP
Motion picture and	NP	NP	P	NP
video production and	1.12	- 1.2	-	1,2
distribution				
Sound recording, radio	NP	NP	P	NP
and television studios		- 1-		- 12
Internet publishing and	P	P	P	NP
broadcasting		-		
Cable communication	NP	P	P	NP
and distribution		-		
Internet service	NP	P	P	NP
providers				
Video and digital rentals	P	P	P	P

### **ZONING**

Table CD.1 Permitted Uses				
	District			
	Neighborhood	Limited	General	Shopping
Use	Commercial	Commercial	Commercial	Center
Finance and Insurance				
Banks, savings	P	P	P	P
institutions and credit				
unions				
Banks with drive-	S	P	P	P
through				
Automatic teller	P	P	P	P
machines (freestanding)				
Consumer lending and	P	P	P	P
financing				
Securities, commodities	P	P	P	P
and other financial				
investment activity				
Insurance activity	P	P	P	P
Real estate agents and	P	P	P	P
brokers				
Property management	P	P	P	P
Passenger car rental and	NP	P	P	NP
leasing				
Professional, Scientific a	nd Technical Servi	ces	ļ.	
Professional offices	P	P	P	P
Offices for the	P	P	P	NP
management of				
companies and				
enterprises				
Research and	NP	NP	P	NP
development in the				
physical, engineering,				
life sciences, social				
sciences and humanities				
Administrative and	P	P	P	NP
support offices				
Waste management and	NP	NP	P	NP
remediation		,-		
Educational Services				
Colleges, universities	NP	P	P	P
and professional schools				
Business schools	NP	P	P	P
Technical and trade	NP	P	P	P
schools		_		

### UPPER MERION CODE

Table CD.1 Permitted Uses				
	District			
	Neighborhood	Limited	General	Shopping
Use	Commercial	Commercial	Commercial	Center
Health Care and Social S				
Medical/dental office	P	P	P	P
Medical clinic	NP	NP	P	NP
Medical and dental	NP	NP	P	NP
laboratory				
Home health care	NP	NP	P	NP
services				
Veterinary office or	P	P	P	NP
clinic				
Continuing care	NP	NP	P	NP
retirement community				
Child day-care center	S	S	S	S
services				
Urgent care	P	P	P	P
Arts, Entertainment and	Recreation		!	
Performing arts facilities	NP	NP	P	NP
and movie theaters				
Indoor sports and	NP	NP	P	P
recreation facilities				
Museums	NP	NP	P	NP
Health and fitness	S	P	P	P
centers				
Accommodation and Foo	d Service		I	
Hotels and motels	NP	NP	P	P
Restaurants (full service)	P	P	P	P
Restaurants (carry out)	P	P	P	P
Restaurant (with drive-	NP	P	P	P
through)	1,1	•	_	1
Banquet facilities	NP	NP	P	P
Catering for off-site	P	P	P	P
consumption	•	•	1	'
Snack and beverage bars	P	P	P	P
(nonalcoholic)	•	•	1	'
Tavern/bar drinking	P	P	P	P
establishment (alcoholic)	•	•	1	'
Beverage shop	P	P	P	P
Beverage shop (with	P	P	P	P
drive-through)	1	•	1	'
dire-unougn)				

### **ZONING**

Table CD.1 Permitted Uses				
	District			
	Neighborhood	Limited	General	Shopping
Use	Commercial	Commercial	Commercial	Center
Retail bakery	P	P	P	P
Services, Repair and Ma	intenance			
General automotive	NP	NP	P	S
repair (excluding body				
work)				
Automotive glass	NP	NP	P	NP
replacement				
Oil change and	NP	NP	P	NP
lubrication				
Car wash	NP	NP	P	P
Appliance repair	NP	NP	P	NP
Consumer electronics		NP	P	P
repair				
Watch, clock and	P	NP	P	P
jewelry				
Furniture and upholstery	P	NP	P	NP
Personal Services				•
Barbershop	P	P	P	P
Beauty and nail salons	P	P	P	P
Diet and weight-	P	P	P	P
reducing centers				
Funeral homes and	NP	NP	P	P
crematories				
Laundries and dry	P	P	P	P
cleaners (drop off)				
Laundries and dry	NP	NP	P	P
cleaners (full service)				
Photographic studios	P	P	P	P
Music, art, dance, yoga	P	P	P	P
and martial arts				
instruction studios				
Shoe repair, dressmaker,	P	P	P	P
tailor				
Public Administration ar				
Places of worship and	P	P	P	P
assembly				
Government offices and	NP	P	P	P
services				

#### UPPER MERION CODE

Table CD.1 Permitted Uses					
	District				
	Neighborhood Limited General Shopping				
Use	Commercial	Commercial	Commercial	Center	
Courts	NP	P	P	NP	
Police, fire and EMS	P	P	P	P	
Accessory Uses					
Normal and customary	P	P	P	P	
Residential			· · · · · · · · · · · · · · · · · · ·		
Multifamily dwelling	NP	NP	$P^2$	NP	

#### NOTES:

- 1. Grocery stores and supermarkets less than 10,000 square feet.
- 2. All multifamily buildings in the GC General Commercial District shall meet the following requirements:
  - a. One- and two-bedroom units must comprise at least 80% of the total residential units.
  - b. Fifty percent of all units must provide outdoor balconies.
  - c. Long-term indoor bicycle parking/storage in the building or in the parking structure shall be provided one storage space for at least 15% of the total dwelling units.
  - d. Short-term outdoor bicycle parking shall be provided for at least 10% of the total dwelling units.
  - e. Laundry facilities shall be provided in each dwelling unit.
  - f. Multifamily buildings with fewer than 30 dwelling units shall incorporate at least one or more of the below common amenities. Multifamily buildings with 30 or more dwelling units shall incorporate at least two or more of the below common amenities: landscaped common open space (at ground floor level or on rooftop), fitness center, swimming pool, business center, lounge, and/or community room.
- 3. Gross floor area is limited to 20,000 square feet.

# Chapter 165. Zoning

### Article XIX. Commercial Districts

§ 165-106. Dimensional requirements.

[Amended 3-31-2016 by Ord. No. 2016-845]

A. Table CD.2, Dimensional Requirements for Commercial Districts.

	Neighbor- hood Commercial	Limited Commercial	General Commercial	Shopping Center
Dimensional Requirements				
Yards				
Front (from curb)				
Minimum (feet)	15 <sup>1</sup>	15 <sup>1</sup>	15 <sup>1</sup>	Per approved plan
Maximum (feet)	25 <sup>2</sup>	25 <sup>2</sup>	25	
Side (minimum) (feet)	10	10	15	
Rear (minimum) (feet)	25	25	35	
Building coverage % (maximum)	30%	35%	50%	
Impervious coverage % (maximum)	75%	75%	80%	
Green area % (minimum)	25%	25%	20%	
Building height (maximum) (feet)	35	35	50 <sup>3</sup>	
Residential buffer <sup>2</sup> (feet)	15	15	35	NA
Residential density	NA	NA	15 DU/acre <sup>3</sup>	

#### NOTES:

The front setback from the curb shall include a minimum four-foot-wide verge, six-foot-wide sidewalk and five-foot-wide planting area.

The maximum front setback may be increased to 35 feet for corner lots.

The utilization of sustainable building practices is encouraged in the General Commercial District. Utilization of sustainable building practices is optional, and will be used as incentives to allow for increased maximum building height and a reduction in minimum green area percentage, as outlined in Table GC.1 and in accordance with the following.

B. Table GC.1, Sustainable Building Incentives.

	Maximum Allowed Without the Implementation of Sustainable Practices	Maximum Allowed With LEED Silver	Maximum Allowed With LEED Gold
Minimum green area (percentage of lot area)	20%	15%	15%
Maximum building height (feet) allowed by conditional use	50	65	80
Maximum Residential Density (DU/acre)	15	20	30

#### NOTES:

- It shall be the responsibility of the applicant to submit all necessary information to the Township to verify compliance with the most recent standards for either LEED Silver compliance or LEED Gold (as applicable) for the appropriate LEED development type. Compliance will be determined solely by the Township. The applicant shall not be required to obtain certification from the U.S. Green Building Council.
- 2. Failure to continue and maintain sustainable building incentives in perpetuity shall result in a zoning violation.



# **Confidentiality & Conditions**

This is a confidential brochure intended solely for your limited use and benefit in determining whether you desire to express any further interest in purchasing the Property.

This Brochure was prepared by J.M Basile & Associates, Inc. It contains selected information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that prospective investors may desire. It should be noted that all financial projections if provided are for general reference purposes only in that they are based on assumptions relating to the general economy, competition, and other factors beyond the control of Owner. Neither J.M Basile & Associates, Inc. nor any of their respective officers, have made any representation or warranty, expressed or implied, as to the accuracy or completeness of this Brochure or any of its contents.

Owner and J.M Basile & Associates, Inc. expressly reserves the right, at their sole discretion, to reject any or all expressions of interest or offers to invest in the Property and/or terminate discussions with any entity at any time with or without notice. Owner shall have no legal commitment or obligation to any entity reviewing this Brochure or making an offer to invest in the Property unless and until written agreement(s) for the investment has been fully executed, delivered, and approved by Owner and any conditions to Owner's obligations thereunder have been satisfied or waived.

By receipt of this Brochure, you agree that this Brochure and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence, and that you will not disclose this Brochure or any of its contents to any other entity without the prior written authorization of Owner or J.M. Basile & Associates, Inc. nor will you use this Brochure or any of its contents in any fashion or manner detrimental to the interest of Owner or J.M Basile & Associates, Inc.

If, after reviewing this Brochure, you have no further interest in investing in the Property at this time, kindly return this Brochure to J.M Basile & Associates, Inc. at your earliest convenience. Photocopying or other duplication is not authorized.

This Brochure shall not be deemed an indication that there has been no change in the business or affairs of the Property or owner since the date of preparation of this Brochure.

#### A PERSONAL INTRODUCTION TO OUR ORGANIZATION...

Joseph M. Basile, (1936-2017) founder of J.M. Basile & Associates, Inc., had over six decades of experience in Real Estate. He began as an Apartment Manager in the early 1960's, managing the 1000 Unit Cedarbrook Hill Apartment Complex in Wyncote, followed by management of The Gypsy Lane Condominium Complex on Lincoln Drive, and as vice-president and General Manager of the 28-story octagon shaped apartment building on the Parkway at Eighteenth Street in Philadelphia, then known as The Plaza. He went on to become a vice-president, and eventually a Partner with Tornetta Realty Corp., of Plymouth Meeting. He leased or sold in excess of Five Million square feet of Commercial, Office and Industrial Real Estate. He was on the Board of Directors of the Philadelphia Home Builders Association, the Junior Baseball Federation, Central Montgomery County Association of Realtors, St. Mary's Home for Children in Ambler and The Salvation Army.

Suzanne L. Basile, Broker and President, was licensed in 1986 and began her career as a Residential Salesperson with Tornetta Realty Corp., where her Grandfather, Joseph Tornetta, was Founder and President. She holds the prestigious C.C.I.M. Designation (Certified Commercial Investment Member). Less than 3% of the 80,000 Commercial/Industrial Real Estate professionals in the Country have attained this designation. She also earned the G.R.I. Designation (Graduate Realtors Institute), and the C.R.S. Designation (Certified Residential Specialist). Sue has served as Vice President and on the Board of Directors of the King of Prussia Chamber of Commerce, where she was honored with their "Excellence in Community Service" award, has served on the Montgomery County Youth Aid Panel and is Past President and serves on the Board of Directors for the King of Prussia Rotary Club where she became the first woman President of the Club.

Dennis McGlinchey, Property Accountant and Office Manager is the newest member of our firm. His responsibilities include all company financial matters, property management and administration. Dennis brings over twenty years' experience in accounting and office management to the firm.

J. M. Basile & Associates, Inc., Commercial & Industrial Realtors serving the Greater Chester, Delaware, and Montgomery County areas, is strategically located in King of Prussia. We are experienced professionals, locally oriented and knowledgeable, specializing in sales, leasing, and management of Office Buildings, Industrial, and Commercial Properties. Efficient and aggressive with a reputation of being result-oriented. The Basile firm takes pride in the satisfaction of their diverse clientele, providing the highest degree of service, professionalism and knowledge of the Real Estate Industry, and of the communities served.

The firm holds corporate and/or individual memberships in the National and State Associations of REALTORS®, Tri-State Commercial & Industrial Real Estate Association (Charter Members), Central Montgomery County Association of Realtors, King of Prussia Chamber of Commerce, Montgomery County Chamber of Commerce, Chester County Development Council, Montgomery County Industrial Development Corporation, Pennsylvania State Landlord's Association, Chester County Commercial, Industrial & Investment Council, Institute of Real Estate Management, Realtors National Marketing Institute, the King of Prussia Rotary Club and the Delaware Valley Family Business Center.



# GUIDING PRINCIPLES Commitments to Our Clients



- Strive to maintain the highest professional and ethical standards.
- Render quality service consistent with our philosophy of total client satisfaction.
- Encourage and retain business relationships through principles of fairness and honesty.
- ➤ Be mindful that a satisfied client represents repeat business and our future.
- Give generously of time, talent, and resources for the good of the community.
- Take pride in the services we provide to Business and Industry.
- ➤ Be reliable, responsive and committed to our clientele.
- Comply with the Rules and Regulations promulgated by National, State and Local Realtor Associations.

### <u>Certified Commercial Investment</u> <u>Members</u>

(CCIMs) exemplify the real estate industry's highest professional and ethical standards. Recognized for an expertise of commercial - investment real estate, CCIMs are second to none in relation to their knowledge of and service to their respective marketplaces throughout North America.

### **Real Estate Strategists**

Certified Commercial Investment
Members are well positioned within
the total real estate spectrum. They're
real estate strategists with years of
specialized education and market
experience with which to direct
clientele through the complexities of
the commercial - investment
transaction. CCIMs are well versed in
proven real estate methods and,
through a preeminent curriculum,
have achieved a mastery of one or
more real estate disciplines, including:

- asset management
- brokerage
- consulting
- development
- •financial analysis
- •investment counseling
- leasing
- market and property analysis
- marketing
- negotiation
- property management
- sale-leasebacks
- site selection
- syndications
- •tax-deferred exchanges
- taxation laws
- valuation

Certified Commercial Investment Members are an invaluable resource to the real estate investor and to the

commercial user. For the real estate investor, a CCIM will increase the probability of a

profitable investment portfolio--multi or single property--by evaluating investments against risks and objectives to ensure portfolios are performing properly and maximizing net worth. The real estate investor and the commercial user benefit from a CCIM's market and financial analysis abilities and negotiating acumen.

#### **CCIM Network**

The CCIM membership network mirrors the increasingly changing nature of the industry and includes brokers, leasing professionals, asset managers, investment counselors, commercial lenders, mortgage bankers, institutional investors, appraisers, developers, property managers, corporate real estate executives, accountants, attorneys, and financial planners-all part of an elite corps of commercial real estate and allied professionals responsive to the dictates of a rapidly changing market.

National, regional and local forums allow CCIMs to stay in touch with the pulse of the market across the country or across town, while marketing sessions afford the opportunity to present and market client properties through the CCIM network.

Certified Commercial Investment
Members are in more marketplaces
in North America--twelve CCIM
regions representing 1,000
markets--than all major real estate
companies combined. Through this
membership network, CCIMs
effectively direct local, national, and
international cooperative
transactions. In fact, CCIMs
successfully

complete approximately 60,000 transactions annually, representing over \$27 billion.

"CCIMs -- a special cadre that have been superbly trained, completed a rigorous program and demonstrated competence on a formidable battery of examinations."

-Gaylon Greer, Ph.D. The New Dow Jones-Irwin Guide to Real Estate Investing

### The Making of a CCIM

The CCIM designation is conferred by the Commercial Investment Real Estate Institute, an affiliate of the National Association of REALTORS®. The 240 hours of graduate level curriculum leading to the CCIM designation represent the finest education available in real estate. Equally as rigorous are the post-curriculum transactions documentation and the comprehensive examination. This designation process ensures that CCIMs are proficient not only in theory, but also in practice.

CCIMs do not rest on their laurels. Through continuing education programs, Certified Commercial Investment Members are resourceful enough to explore, develop and apply new techniques still on the cutting edge of the industry.

Of the estimated 80,000 commercial real estate practitioners nationwide, only 4,200 hold the CCIM designation, which reflects not only the calibre of the program, but why it is one of the most coveted and respected designations in the industry.

### **Real Estate Excellence**

CCIM methodology. CCIM expertise. The CCIM track record. All are components of the CCIM network of real estate excellence.