

Specializing in the Sale or Leasing of Industrial Properties

Navigating a Tight Real Estate Market

Buzz On The Street:

February 2021

When looking to lease or buy industrial property in Southern California, it is challenging to find the right solution. Missing opportunities or not being able to find a suitable property can be frustrating experiences. In addition, everything seems to have multiple offers, sellers and landlords are firm on their price, choices are few, and the list goes on.... This can create pressure that can influence significant decisions. We must take steps to deal with these challenges, but also to slow down the

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See disclaimer contained herein. Stats related to Industrial Properties in Santa Fe Springs, Cerritos, La Mirada, Pico Rivera, Norwalk, Downey, Whittier, Buena Park, La Palma and Artesia. (+/- 130,000,000 Sq.Ft. Base Inventory)

RECENTLY COMPLETED PROJECTS



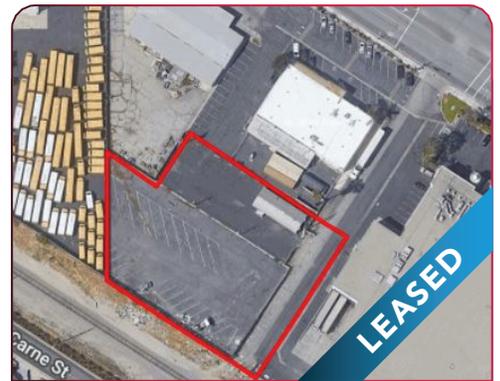
13623 Pumice Street **17,823 SqFt**
Santa Fe Springs, CA



13567 Larwin Circle **9,941 SqFt**
Santa Fe Springs, CA



11251 Warland Dr., **49,392 SqFt**
Cypress, CA



11712 Firestone Blvd, **0.9 Acres of Land**
Norwalk CA

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decision-making process in order to make informed choices.

There are several items to consider in order to be best positioned to seize opportunities in today's market. First, recognize that today's industrial real estate market is extremely tight and competition for quality space is fierce. Clearly understanding that market dynamics will dramatically increase the chances for success in this competitive environment. Coupling a



thorough market understanding with a clear presentation of your financial qualifications is critical to getting sellers and landlords excited about your offer. Finally, to be prepared, have a strong network of professionals (CPA's Attorneys, Contractors, etc) who can help navigate the hurdles of closing a transaction.

As we continue our consideration of this tight market, remember that the more flexible you are in the search for industrial property the more options you will have and more negotiating leverage you will have. Is there flexibility in the size, geography, condition, etc... that is needed? Being flexible will also help when it's time to walk away from the wrong deal. It is important to be

willing to walk away from any deal and to be flexible with your requirements.

Who should you be partnered with on completing this significant real estate transaction? The key is to have a good agent who also has a network of skilled professionals ready to assist. That is where our involvement is so critical. Your first professional is one who handles industrial real estate day in and day out, and who has the knowledge, experience and relationships that can make all the difference. The right agent, through years of experience, has developed a network of professionals (engineers, moving companies, accountants and attorneys) who can successfully assist throughout any transaction.

Along with our team and network of professional contacts, we have represented numerous clients as they buy, sell or lease industrial property. We take a very professional approach and value our professional contact relationships so as to make the most mutually beneficial introductions.

In 2021, as the industrial real estate market remains very tight, it is important to remember that preparation, flexibility and knowledge will help you stand out and get the deal while others are left looking for another option....



www.destinoindustrial.com/

"At Lee & Associates Commercial Real Estate Services our reach is national, but our expertise is local market strategy implementation. This translates into consistent execution of our client centered services. We are on-the-ground creative strategists who deliver custom solutions and opportunities based on real time market information, enabling our clients to make value-based decisions."

