



LIGHTLE BECKNER ROBISON

◀ INCORPORATED ▶

COMMERCIAL REAL ESTATE SERVICES

Leaders By Performance

BUYER REPRESENTATION SERVICE

Lightle Beckner Robison, Inc. has created a structured program to assist tenants and investors in purchasing office, retail or industrial property (including vacant land). Our service saves the buyer's valuable time, insures a complete analysis of the marketplace and options, secures the best overall terms and conditions within the market,

ALL AT NO COST TO THE BUYER!

Our process is as follows:

REQUIREMENTS DEFINITION

- Meet with client to determine specific needs
- Type of property required
- Budget for purchase required
- Location or area desired
- Image or setting required

RESEARCH AND PRESENTATION

- LBR will take the parameters to the marketplace to determine our options and submit a report to buyer of the following
- Available opportunities
- Pricing and terms specifics
- Other input from LBR experience that will assist the situation

OFFER AND CONTRACT ASSISTANCE

- LBR will either prepare a contract or work with our counsel to create a document that correctly and concisely communicates our desired terms and conditions for purchase
- What is included/excluded
- Due diligence time and contingencies
- Proper disclaimers for Buyer protection
- Any other items pertinent to the specifics of the deal

CONTRACT NEGOTIATION

- LBR will communicate with seller and negotiate on Buyers behalf to end up with a contract that is acceptable and in Buyer's best interest

DUE DILIGENCE ASSISTANCE

- LBR will work with Buyer to assist with vendors to provide all analysis of property, financing, environmental issues, etc. and help Buyer make decision of whether to move to closing or drop the contract.

CLOSING ASSISTANCE

- LBR will stay involved to make sure all roadblocks and obstacles are overcome and result in a closing.

ALL OF THIS IS PROVIDED AT NO COST TO THE BUYER AS IT IS CUSTOMARY FOR SELLER'S TO COMPENSATE BROKER, EVEN THOUGH BROKER'S FIDUCIARY RESPONSIBILITY IS TO BUYER!