



**Bohm CRE, LLC**

## **COMMERCIAL REAL ESTATE SERVICES**

*Brokerage Investment Real Estate Asset Management Property Management Consulting*



# EXECUTIVE SUMMARY

## **COMPANY**

Bohm CRE, LLC specializes in innovative and practical asset acquisition, disposition and management solutions for investors, developers and users of commercial/industrial property. Extensive experience, quality education and creative problem solving are at the center of Bohm's commitment to our stakeholders.

At Bohm, we continually challenge ourselves to look for new and better ways to add value and innovation that exceeds our clients' expectations. We focus on understanding our clients' goals and objectives to develop strategically focused, results-driven, customized solutions. We strive to develop long lasting partnerships with our clients' from the moment we shake their hands.

## **MISSION**

To be highly valued integral members of our clients' team by exceeding expectations through diligence, education, experience, resourcefulness, communication and results.

## **MEMBERSHIPS**

BOMA – Building Owners and Managers Association  
CCIM - Certified Commercial Investment Member  
CIREI - Commercial Investment Real Estate Institute  
MAAR – Minnesota Area Association of Realtors  
MBA Association – Masters of Business Administration Association  
MCPE – Minnesota Commercial Property Exchange  
MNCAR – Minnesota Commercial Association of Realtors  
NAR – National Association of Realtors

## **CCIM PARTNERS**

CCIM Partners bring an exceptional level of real-world experience, market knowledge and negotiation skills to each client assignment. Only 6% of commercial real estate practitioners hold the elite CCIM (Certified Commercial Investment Member) designation, which reflects not only the caliber of the program, but why it is one of the most coveted and respected designations in the industry. Working with a CCIM Partner means clients benefit from the services of a commercial real estate professional with proven skills and expertise. Industry experience. Unparalleled education. Today's technology. A human network of support. These factors set CCIM Partners apart.

# SERVICES

## **INVESTMENT MANAGEMENT**

Each property and investor has their own set of characteristics requiring different investment approaches. To meet the unique needs of each investor and investment, we utilize traditional, basic, new and comprehensive methods to obtain our clients' objectives. Through current and projected market knowledge, coupled with experience and education our company provides individual and group investors added security through comprehensive analysis to bring to light decision and planning avenues and recommendations to maximize return potential and mitigate the assets risk.

At Bohm CRE, LLC we custom design a service program based on your needs whether you are considering acquiring, holding, exchanging or relinquishing a property. Our investment services include, but are not limited to the following:

### **INVESTMENT ACQUISITION PERIOD**

- Cash Flow Analysis
- Site Identification
- Discount Rate Determination
- Tax Yield Analysis
- Performance Measurements
- 1031 Tax Deferred Exchange Analysis
- Lease Analysis
- Sensitivity Analysis
- Risk Evaluation/Management
- Cash on Cash
- IRR Analysis
- Lease Buyout Analysis
- Sales Leaseback Analysis
- NPV Analysis

### **INVESTMENT HOLDING PERIOD**

- Target Measure Analysis
- Alternate Holding Strategy
- Alternate Holding Analysis
- Hold vs. Refinance Analysis
- Development Analysis
- Asset Management

### **INVESTMENT DISPOSITION PERIOD**

- Cash Flow Analysis
- Alternate Disposition Strategy
- Alternate Disposition Analysis
- Highest & Best Use Analysis
- 1031 Tax Deferred Exchange Analysis

## **ASSET MANAGEMENT**

Bohm maximizes your assets performance by analyzing the market to determine the highest and best use and the investment to reach it. Utilizing this information in a cash flow analysis we look at several different measurement tools including IRR, NPV and cash on cash. We recommend the method and strategy to reposition the property or we can do it for you or we can formulate a strategy to work together to reposition the property.

# SERVICES

## ***BROKERAGE***

Whether you are looking for an expeditious acquisition or disposition or are waiting for the best opportunity in the market cycle, Bohm has the skills and resources to meet your needs.

Bohm CRE, LLC offers brokerage services to buyers, sellers, landlords, and tenants in the investment, office, industrial, retail and land markets.

### ***SELLERS & LANDLORDS***

Listing services for sellers & landlords; from determining and implementing a highest & best use strategy, developing subdivision scenarios, marketing materials and letters of intent, setting up a 1031 tax deferred exchange.

### ***BUYERS & TENANTS***

Representation services for buyers and tenants; from going through the needs identification process to the closing, construction coordination and move-in, to providing service for individual or multiple steps along the space acquisition process customized to our clients' individual needs and objectives.

Let us put our experience and resources to work for you. Please contact us to discuss what is right for you and or your organization.

## ***CONSULTATION***

Bohm's consulting services, tailored to the specific needs of our clients, are designed to identify problems and implement solutions. Bohm is committed to an integrated problem solving approach. Depending upon the situation and our client's needs, we will employ the appropriate methods necessary in a seamless fashion.

Since each client has a different set of requirements, Bohm's consulting services have both breadth and depth. A few of our services include the following:

- Investment/Financial Analysis
- Investment Performance Measurement
- Risk Evaluation and Management
- Lease Analysis for Landlord/Tenant/Investor
- Before and After Tax Yield Analysis
- 1031 Exchange Investment Analysis
- Sensitivity Analysis
- Lease Buy Out Analysis
- Cash Flow
- Risk Analysis

Please contact us to discuss your requirements.

# SERVICES

## ***PROPERTY MANAGEMENT***

Currently Bohm CRE, LLC manages approximately 250,000 square feet of office, light industrial and retail space in the Minneapolis area.

Our services include (but are not limited to):

- Creative, Industrial, Office, Retail
- Tenant Relations Programs
- Tenant Retention Programs
- Leasing and Marketing
- Maintenance & Appearance
- Property Accounting Reports
- Property Financing Reports
- Refinance Assistance
- Market & Promotional Plans
- Property Dispute Consultation
- Market Demographic Research
- Long-term Quality Relationships
- Establishment of Leasing Guidelines
- Meticulous Follow-Up
- Financial Target Setting & Reviews
- 24 Hour Availability, 365 days a year

Please contact us to discuss your requirements.

## KEY PERSONNEL



***Jon Sander, MBA, CCIM, CPM  
PRESIDENT***



Jon Sander is President and Owner of Bohm Commercial Real Estate beginning his commercial real estate career in 1987. Bohm's area of expertise is in the commercial and industrial real estate markets providing investment, brokerage, property management, asset management, development and consulting services.

Jon earned a BS in Political Economics from the University of Minnesota and an MBA from the University of Minnesota in 1997. He went on to more specialized education receiving a Commercial Real Estate Certificate from the University of Wisconsin-Madison's School of Business, Center for Urban Land Economics Research in 2004, one of the top rated graduate programs in the United States for commercial real estate. In 2006 he earned the Certified Commercial Investment Membership (CCIM) designation and in 2008 the Certified Property Manager (CPM) designation. Both the CCIM and the CPM require peer recommendations, extensive class work and testing as well as meeting experience requirements measured in dollar value, square feet, time and volume of transactions.

Bohm Commercial Real Estate is a small quality group of individuals with a dedication to ongoing commercial, industrial and investment real estate education and to clearly identify our clients' parameters and meet or exceed their expectations through coordinated talent, transparency and full utilization of our local, national and worldwide organizational and commercial networks such as: the Certified Commercial Investment Member (CCIM) network and institute, the Certified Property Manager (CPM) network, the Institute of Real Estate Management (IREM), the Minnesota Commercial Association of Realtors (MNCAR), The Minnesota Commercial Property Exchange, the National Association of Commercial Realtors, the Building Owners and Managers Association (BOMA), the Masters in Business Administration Association (MBAA).

### Member Organizations

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## KEY PERSONNEL



### ***Susan Turnquist*** **OFFICE MANAGER**

Susan Turnquist is the Office Manager at Bohm CRE, LLC. Susan has over 10 years accounting and customer service experience. She provides consulting and property management support. Susan previously helped set up offices for a fortune 100 company.



### ***Krista Armbrust*** **BUSINESS RELATIONS MANAGER**

Krista Novack is the the Business Relations Manager at Bohm CRE, LLC. She holds a Real Estate License and a B.A. in Community Development. Krista provides commercial brokerage, marketing and business development. Her professional background includes several years of experience in real estate development, community planning, land acquisition and sales.



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