

We help you make informed decisions, protect your investment, and maximize value.



We help small businesses control their expenses, fix their costs and build real equity by investing in a secured asset, their real estate. When people own both their business and their building, they have the capability to sell to other small local businesses, benefiting future generations.

We are experienced in complex sales ranging from properties that require use / occupancy changes and seismic retrofitting to environmental contamination issues with DEQ prospective purchaser agreements. Sellers utilize our expertise in order to close and preserve their equity. We have negotiated complicated lease options to purchase, deed in lieu of foreclosure, and everything in between. We are an invaluable asset to small businesses wanting to know how best to proceed with their building needs.



WE START WITH YOUR USE AND OCCUPANCY

USE AND OCCUPANCY

Use and occupancy ratings in the City of Portland are the drivers behind existing market values for various properties. The reason is that the zoning market and its rules are used to define the value of any property that could be traded on any market. As an example, a medical building would have the highest rating (9.1 or 10) and therefore generate higher values translating to increased value. Where an auto repair building will have an 5.8 or 6.4 rating and generate lower rents resulting in a lower value.

Each factor, either (1) land with (2) appropriate use classified at the same "based" level, and the building code requirements are very similar. The Bureau of Development Services has a Fire and Life Safety Guide for Existing Buildings that allows a change from a retail to office, or office to commercial etc. but renovation now takes project of occupancy a change of use, for purposes of the zoning code, may require bike parking, additional wells & parking and/or changes to the egress and landscaping once the office, tenant changes to a business. Every aspect of the design review process translates rents that the proposed changes meet any specified design guidelines for the areas in which the project is located. The requirement for design, review can be triggered by a very minor change, such as installing a replacement window that is not identical to the original. In addition, changes to occupancy can trigger major structural requirements such as seismic upgrades. For more information on this topic, please refer to the following links:

<https://www.portlandmaps.com/bds/2000>

<https://www.portlandoregon.gov/bds>

Use Classification	Market Rent Impact
Highest 9.1 / 10 (Medical)	30% to 35% High
2 6 to 9	- 1P-25%
3 6 to 8	
Lowest 5.8 / 6	- 25%

Example				
Occupancy Rating Vs. Rent	Lease Options to Purchase	Required Improvement Impact	Market Rental Reflection	
Market 9.1 or 10	Yes \$ 250,000	40% to 60%	1.2 to 2.8	
Market 6.5 or 8.8	Yes \$ 130,000	30% to 40%	+ 25%	
Market 5.8 or 6.4	No \$ 50,000	10% to 20% or ignore	- 25%	

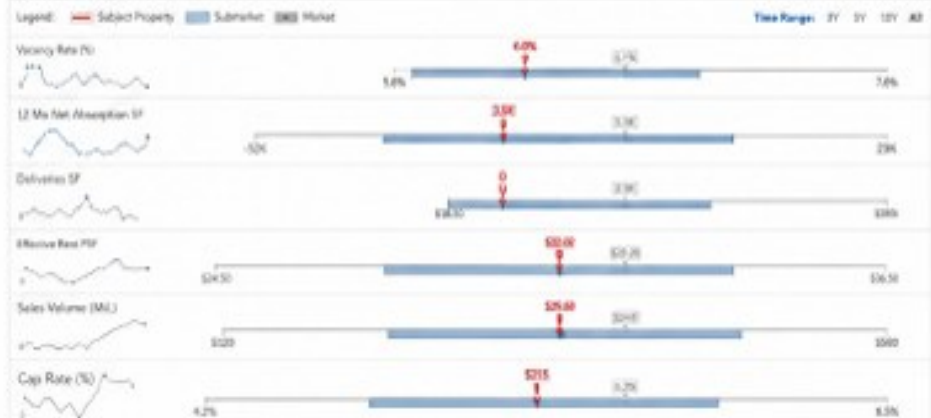


WE ANALYZE THE LEASING MARKET

THE LEASING MARKET ANALYSIS - PROPERTY ANALYTICS



Key Performance Indicators



Maximizing Value with Market Knowledge



**EXPERIENCE.
KNOWLEDGE.
RESULTS.**

We are an invaluable asset to small businesses wanting to know how best to proceed with their building needs.



LET'S TALK ABOUT YOUR PROPERTY.

Contact Commercial Black today for a confidential consultation.

☎ 503.860.3267
✉ info@commercialblack.com
🌐 www.commercialblack.com
📍 Portland, Oregon