



Certified Commercial Investment Member – New Mexico

Deal Making Session Overview

The local CCIM chapter is undergoing changes with the monthly Deal Making Sessions. While we have had great success over the past several years to help close deals for our members, we recognize that there is always room for improvement.

Specifically, we would like to improve property presentations in order to accomplish several objectives:

- Increase the potential of making a deal
- Help each other as fellow members of the chapter
- Hone our professional presentation skills

To reach these goals, the chapter provides a resource guide, “Deal Making Session Guidelines”, to be reviewed by presenters prior to the deal making sessions. This guide covers all the basic information that the presenter should know about their property in the event of audience questions. While the guide is more of a “one size fits all approach” with no disparity between property types, we believe it encompasses most of the relevant information tied to the prospective sale of a property. In conjunction with this guide, the chapter encourages each of you to ask pertinent questions of the presenters, not for the sake of harassment, but in order to enhance the potential of the property being sold.

We appreciate all the support we get from our membership and look forward to more improvements in the future that will only augment the position of CCIM as one of the elite real estate groups in New Mexico and the United States.

CCIM Deal Making Session Presentation Tips

- Pricing
- Zoning
- Lot size
- Square footage
 - Useable versus Rentable
 - CAD used to verify?
- Owner’s Association involved and corresponding fees
- Owner financing
- Current debt information
- Road access
- Least terms of tenants (investment property)
- Ceiling height (industrial)
- Power (industrial)
- Column spacing (industrial)
- Sprinkler system
- ADA compliant (where appropriate)
- Parking ratios
- Deferred maintenance (if appropriate)
- Seller Motivation
- Objective