



SUMMARY OF SERVICES

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www.driggerscommercial.com

Appraisal
Consultation
Market Studies
Leasing
Sales
Property Management

DCG Real Estate Services

Driggers Commercial Group is a multi-disciplined commercial real estate services firm. We offer appraisal, sales and leasing, property management and market/feasibility study services and consultations. We have a staff of nine experienced consultants, officing in Raleigh, North Carolina, Atlanta and St. Simons Island Georgia. Our geographic coverage is Georgia and the immediately surrounding states of Florida, Alabama, North and South Carolina, and Tennessee.

In 2010 we performed more than 230 appraisals including 200 in Georgia. We also appraised over 30 properties in surrounding states. Over the last 3 years, we have leased and/or sold more than two million square feet of space in Georgia, South Carolina, and North Carolina. Robert Driggers, MAI, our president, was appointed to the 2007 Atlanta Commercial Board's Million Dollar Club based on his more than \$20 million in sales and leasing transaction volume.

Appraisal Services

Together, our staff has more than 75 years of valuation and market analysis experience. Robert Driggers, our president, holds the MAI designation from the Appraisal Institute, is certified in multiple states, and has served as an expert witness in numerous court cases. Robert has been heavily involved in the appraisal industry, having served on various committees of the Appraisal Institute over the years. He has also amassed almost 700 hours of continuing education over the past 20 years. Among our other staff, Daniel Knox, Nancy Rivers, Scott Cook, and Russell Sweat hold the Certified General classification with the State of Georgia. Chris Kennedy holds the State Registered classification and Gary Grinstead is currently an appraiser trainee.

**Brokerage / Appraisal
Memberships
Among Our Staff**

- Appraisal Institute
- National Association of Realtors
- Golden Isles Association of Realtors
- Georgia Association of Realtors
- Atlanta Commercial Board of Realtors
- CCIM Institute
- International Council of Shopping Centers (ICSC)

We have worked with nearly every property type, including the standard products (apartments, office buildings, retail centers, industrial complexes, condominium complexes, hotels, subdivisions), as well as the more unusual property types like wholesale furniture marts, summer camps, auto auctions, manufacturing facilities of all types, horse tracks, airplane hangers, marinas, family entertainment centers, and more. Among last year's assignments were:

Banks	4
Condo	15
Golf Course	2
Hotel	8
Industrial	13
Land	45
Lots	21
Medical Office	6
Mini-Storage	2

Office Buildings	27
Marina	3
Multi-family	11
Recreation Centers	5
Restaurant	13
Retail	21
Retail Centers	12
Subdivision/ Timber Land	18
Other	8

Brokerage Services

Our experience at valuing property and producing comprehensive, clearly communicated appraisal reports qualifies us to better market properties for lease and sale. We get to know the properties of our owners and we understand the needs of the tenants and buyers. Knowing the property and how it measures up in the market makes an enormous difference. Listing properties too high will generally result in frustration and lost opportunity on the part of the seller. Listing a property too low results in lost revenue. We work hard to price properties appropriately.

Our sales staff is highly qualified to offer sales and leasing expertise. Robert Driggers, Jr., MAI, CCIM is a licensed broker. Russell Sweat and Clay Strother, CCIM also hold broker's licenses. Nancy Rivers (Atlanta), Tommy Stroud, Jr., and Gary Grinstead, are licensed agents. Robert Driggers, MAI, CCIM, and Clay Strother, CCIM hold Certified Commercial Investment Member designations from the CCIM institute.

Brokerage Marketing

At Driggers Commercial Group, Inc., we provide our listings with exposure through a number of advertisement venues. Newspaper, magazine, and direct marketing (direct mail and email) contacts are routine. Additionally, your property is listed on the most popular real estate sites including, Loopnet, Multiple Listing Services, BuyBizSell, and Commercial Source. Providing your property adequate exposure to the market (Local, state, and international) insures the best results.

Real Estate Consulting

Our experience in valuation allows us to offer a broad range of real estate consulting services. Our recommendations reflect solid analysis and the most current, accurate data available within the marketplace. Our office routinely assists clients with comprehensive real estate advice and consulting. Services include:

- ◆Market Studies
- ◆Consulting on Ad Valorem Tax Issues
- ◆Litigation/ Expert Witness Testimony
- ◆Feasibility Studies
- ◆Comparable Data
- ◆Market Reports

Call on us for all your commercial real estate consulting needs.

Call Us For All Of Your Real Estate Needs.



Robert Driggers, Jr., MAI, CCIM
President
Certified General Appraiser
Broker



Russell Sweat
Coastal Georgia
Certified General
Appraiser
Associate Broker



Nancy Rivers
Metro Atlanta
Certified General
Appraiser
Sales Agent



Scott Cook
Metro Atlanta
Certified General
Appraiser



Chris Kennedy
Metro Atlanta
Registered
Appraiser



Daniel Knox
Metro Atlanta
Certified General
Appraiser
Sales Agent



Gary Grinstead
Coastal Georgia
Sales Agent



Tommy Stroud, Jr.
Coastal Georgia
Registered Appraiser
Sales Agent



Clay Strother,
CCIM
Coastal Georgia
Associate Broker

We Can Offer Significant Marketing Resources/Avenues.

In marketing properties, and in valuing them, we commonly use some or all of the following. These are all subscription services for our office.

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|---|-------------------|
| Biz Buy Sell | STDBonline |
| Appraiser Data Exchange | GSCCCA |
| Dollars and Cents of Shopping Centers | Loopnet.com |
| Self Storage Almanac | Economy.com |
| IREM Apartments/ Office | Databank Atlanta |
| Atlanta Commercial Board Exchange | Commercial Source |
| Site To Do Business | FAX One |
| Golden Isles Association of Realtors, MLS | |

We also utilize local/regional/national newspaper advertising, signage at the property (if allowed), our own website, contact with local and regional economic development authorities, and contact with tenant representation and sales brokers around the region. We prepare attractive multi-page marketing brochures that include color photos, maps and specifications. The brochures also often include comparable data that will help the tenant/buyer become comfortable with asking rates/prices. Confidentiality agreements will be used when necessary, if there is sensitive financial information.

We Stay In Touch!

One of the most common complaints among users of brokerage services is that their broker only calls when it is time to renew the listing. We stay in touch and we can even provide monthly activity logs for our brokerage clients. These reports detail our activities, including advertising, signage, and contacts. Of course, significant issues will warrant immediate client contact.

Please visit our website for further information:

www.driggerscommercial.com