

HARVEY LINDSAY

COMMERCIAL REAL ESTATE

INTEGRITY, STRENGTH AND SERVICE,
Every Day for Over Half a Century.



OUR MISSION STATEMENT:

UNQUALIFIED INTEGRITY AND FAIRNESS COUPLED WITH BOLD, INNOVATIVE APPROACHES TO REAL ESTATE MARKETING THAT BEST SERVES OUR CLIENTS' NEEDS.

Success that is Built on a Solid Foundation

At Harvey Lindsay Commercial Real Estate, we aggressively attempt to add substantial value to every property we lease, manage or sell. As a result, the projects we handle are our only focus. We visualize the result, set the goals and systematically accomplish each. And we do it with integrity and service, today, as we have every day for over half a century.

We have developed a solid reputation over the more than half a century we have been in business. Our mission statement clearly defines who we are and why we are successful and enduring. It is our people, living our mission every day, who create the success of our business.

Our Company's heritage began in 1919 as the firm of Furr & Lindsay, with one man, Harvey Lindsay, Sr., who possessed a great real estate

mind combined with vast imagination. The firm handled primarily residential sales. In 1935, Mr. Lindsay formed his own company, continuing to work in residential sales and developing the communities of Belvedere, West Belvedere and River Point in Norfolk. In 1954, his son, Harvey L. Lindsay, Jr., joined him in business and transitioned the company from residential real estate to the sale, leasing, development, and management of commercial properties exclusively. Together they built a full service commercial real estate company.

Today we continue to work in the real estate industry that Mr. Lindsay, Sr. began in 1919, with the same integrity, dedication and innovation. These principles will continue to be the cornerstone of our company as we move forward.



Brokerage Services

Harvey Lindsay Commercial Real Estate's focus extends from Williamsburg to all of Hampton Roads. The depth of local knowledge and expertise our brokerage team provides is incomparable. Our clients benefit from our extensive research and current database of active prospects and available retail, office and industrial properties.

Our brokerage team is committed to providing advanced marketing strategies that respond to our clients' needs. Our goal is simple – minimize the disposition/acquisition cycle for our clients while maximizing value. Our experienced team of professionals provides regional coverage for a broad base of property types including raw land, office, retail, industrial, multi-family, hotel and special use properties.



Property Management

Our Property Management Division fully understands that achieving the highest possible investment return for our property owners lies in attention to detail. Our philosophy for complete client/tenant satisfaction is evident throughout our full range of management services. We successfully manage millions of square feet of commercial space throughout Hampton Roads with one simple strategy – we take it one detail at a time.

Our team is dedicated to staying abreast of the most efficient property management strategies

through continuing education programs. Our firm is a member of Building Owners and Managers Association (BOMA) International and the Institute of Real Estate Management (IREM). We have obtained IREM's Accredited Management Organization (AMO) designation and five of our Property Managers have obtained their Certified Property Manager (CPM) designation. These designations indicate that our firm has a proven track record of excellence, experience and expertise in managing real estate assets.

Asset, Accounting and Financial Management

From strategic planning on property portfolios, lease audits, and performance-enhancing marketing strategies to innovative tax exchange treatments, Harvey Lindsay Commercial Real Estate has a seasoned team of professionals to assist our clients in maximizing values and reducing risks. Our team is qualified to provide a superior level of service, consistency and reliability. Members of our team possess advanced law, business and accounting degrees complemented with industry standard accreditations, including Certified Commercial Investment

Members, Certified Public Accountants, Certified Shopping Center Managers and Society of Industrial and Office Realtors.

When we handle accounting for your properties, your company benefits from customized accounting that creates an arms-length transfer of responsibility, strong security features and detailed reports. Our system provides you with easy access to updated information. We have built strong internal controls into our systems and offer bond coverage of \$2,000,000.

Mortgage Brokerage and Investment Services

Our Mortgage Brokerage division provides our clients the expertise necessary to structure a wide variety of financing programs. We work closely with insurance companies, credit institutions, pension funds and other capital sources to arrange the most favorable financing available – including conventional debt, tax credit financing, and hybrid debt and equity programs.

Our Investment Properties Group serves to optimize the value of our clients' commercial real estate assets by providing expertise in income property financial analysis, 1031 tax exchange considerations, investment counseling, negotiation, and due diligence management.





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