

HARVEY LINDSAY

COMMERCIAL REAL ESTATE

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

INDUSTRIAL SALES & LEASING

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In-Depth Product Knowledge

The Industrial Market today demands that agents be knowledgeable about all types of industrial properties, including distribution, flex, manufacturing buildings and land. Our in-depth knowledge about a property's

features such as office layouts, loading capabilities, and truck access allows us to properly assess which types of prospects to target in the sale or lease of your property.

Up-to-Date Market Knowledge

We maintain a high level of expertise through our continuing education and frequent contact with prospects, allied resources, contractors, developers and engineers. We closely monitor activity within our marketplace on a daily basis, while continuously updating our lease

and sales comparable database. Our affiliations with SIOR and CCIM give us access to out-of-market and national trends. Our goal in all these efforts is to ensure that you are fully equipped to achieve optimal value in every transaction.

Unmatched Expertise In Hampton Roads

Our team of industrial professionals has over 200 years of experience in the industrial brokerage market. In a very competitive industry, we work together. Virtually every

project is reviewed by all our team members to facilitate problem-solving and to enhance marketing efforts tailored to your assignment.

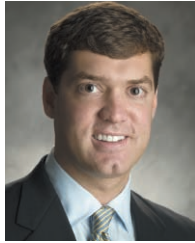




Robert R. Beasley, Jr.



Chamie Burroughs, Jr.



Charles L. Dickinson



Wesley Edwards, CCIM



Trip Ferguson



Glenn Gibson



William E. King, SIOR



Michael Shapiro



Tammy H. Wallman



Stephan Woodard, CCIM, MBA



Chip Worley



Gene Worley

Marketing

Our brokers can offer you a comprehensive package of marketing benefits. We have an in-house marketing team which employs graphic designers and research assistants. This allows us to produce for you the following marketing pieces specially tailored to your property:

- MULTI-COLOR BROCHURES
- POSTCARDS
- PROPERTY PACKAGES
- SPECIAL SIGNAGE
- E-MAIL FLYERS & TEASERS
- PROPERTY-SPECIFIC WEBSITES
- AERIALS
- ADVERTISING
- FLYERS
- POWERPOINT PRESENTATIONS
- INSERTS

Harvey Lindsay maintains a sophisticated website that features all our listed properties, exposing our listings to thousands of prospective candidates. We subscribe to CoStar and LoopNet which enables us to market our properties nationally and internationally, and allows us to stay on top of the current market database.

Our Mission Statement

Unqualified integrity and fairness coupled with bold innovative approaches to real estate marketing that best serves our clients' needs.

This mission guides each member of our team to bring together all of our resources in order to deliver to you the highest value for your project.

INDUSTRIAL BROKERAGE TEAM

757.640.8700 ■ www.harveylindsay.com



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