



Focus on Small Business Edition

Tips for Choosing a Business Location

The ideal location for your business depends on a number of factors. The most important consideration is the kind of business you're running. Before you begin scouting a location, consider a few of the factors that can help you select the right location for your business.

Determine Your Business Activity: If your type of business depends heavily on pedestrian or drive-by traffic, such as a florist, gift shop, or clothing boutique, you'll want to seek popular retail locations, such as a downtown area or a mall, where there are few restrictions on signs that can help attract passing customers. If customers typically seek your type of business, such as a child care service, beauty salon, or fitness center, you'll want to find space that is easily accessible from population centers, major roads and public transportation.

Ease of Access: If your business is a customer destination, consider how people get around in the area where your business will be located.

If you are scouting a location in a suburban area, most people may get around by car. You'll need to make sure you are close to major streets, and have plenty of parking. If you are scouting a location in an urban area, consider areas around public transportation hubs or areas of the city where there is a lot of foot traffic.

Proximity to Your Competitors: While it may seem counter-intuitive, operating a business close to your competitors is often very beneficial. This is especially true if you have a retail business that relies heavily on foot traffic. Shopping malls are a good example of why proximity to your competitors is an important factor. Most major pedestrian malls are full of clothing shops, and cost of retail space is often very high. The reason for this is that the number of potential customers increases exponentially on a per-store basis around a concentration of similar businesses.

Source: www.sba.gov

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LOOKING TO EXPAND YOUR SMALL BUSINESS?

Office buildings and Condos available for Sale and Lease



- [1,274 SF Clinton \(page 2\)](#)
- [3,852 SF Upper Marlboro](#)
- [1,470 SF Camp Springs](#)
- [2,400 SF Clinton \(page 4\)](#)
- [1,916 SF Clinton](#)

NEED COMMERCIAL LAND? WE'VE GOT IT!

- [2.95 Acres Camp Springs](#)
- [6.4 Acres Capitol Heights](#)
- [.88 Acres Clinton](#)
- [4.92 Acres Upper Marlboro](#)

Visit

www.landcommercial.com



Just Listed....Land, Industrial & Office for Your Small Business



Industrial Flex Building
7604 Old Alexandria Ferry
Clinton, MD
\$695,000.00

- 4 Units total 9,045 SF
- Three units 2,400 SF & one 1,845 SF
- Each unit has store front & large warehouse area w/12' ceiling
- Overhead drive-in door
- Two detached garages, currently leased, at rear of property
- Unit 7606 is currently vacant (2,400sf) for Owner/User

7.71 Acres with Income,
Partially Cleared
Brandywine, MD
\$385,000

- Possible farm land
- Mature trees
- Level lot
- 1768 +/- sf house, Currently occupied with Renters @ \$1,300/mo
- Zoning OS
- Utilities at Site

Multi-Use Office Building
8905 Ballard Lane
Clinton, MD
\$375,000.00

- 1,274 SF Office
- Newly Renovated
- Heated Garage
- 9 parking spaces
- Great Location, Close to Major Retailers
- Possible uses include Medical, Dental, Real Estate, Art Studio, Travel Agency, Day Care
- ADA Compliant

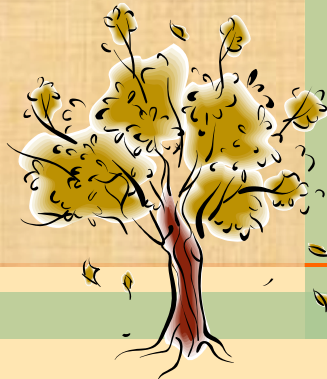
Warehouse with Office
12807 Brandywine Rd
Brandywine, MD
\$399,000.00

- 5,198 Total SF including a 3,600 SF metal insulated and heated warehouse with office space
- AND a 1,598 SF House
- Vehicle Uses & Storage Allowed
- House can be converted and used as an office
- Perfect for contractors

RELIGIOUS FACILITY SITES

- **3+ Acres Missouri Ave, Brandywine**
- **5+ Acres Marlboro Pike, Upper Marlboro**
- **6+ Acres Walker Mill Rd, Capitol Heights**
- **11 Acres Farmington Ln, Accokeek**
- **5+ Acres Wills Ln, Fort Washington**

Need More? We have larger sites available for Mega Churches and Churches with School Campuses.



CRE Prices Increase Across the Board for 3 Months Running

For the first time since the downturn in 2008, the CoStar Commercial Repeat Sales Index (CCRSI) showed synchronized price increases across the board, from investment grade to general commercial, for more than three months, according to the latest release of the CoStar Commercial Repeat Sale Indices.

The consistent positive price movement in general commercial property sales ended the bifurcation trend observed in commercial real estate prices during the second half of last year. In July, the price gain was 2.4% for the Investment Grade Index, and 0.7% for the General Commercial Index, and both marked the fourth month of increasing prices.

Source: CoStar News Article September 14, 2011 www.costar.com



WWW.LANDCOMMERCIAL.COM

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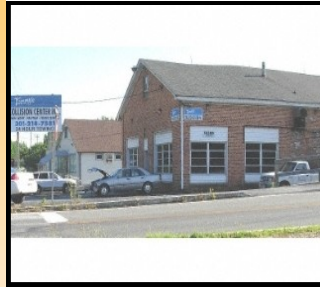
Land & Commercial, Inc., 14416 Old Mill Rd #201, Upper Marlboro, MD 20772

Properties Available for your Auto-Related Business



◀ AUTO SERVICE, BUSINESS -Suitland

3 Bays w/Office
1,824 sf, includes equipment. Fenced lot. Zoned CM. Enterprise Tax Zone Credits!



◀ BODY SHOP ON RT. 301, Upper Marlboro

5988 sf w/Office.
Fenced storage yard. Zoned CM. Equipment available. ADT: 50,742
Adjacent rented bldg for sale.



◀ AUTO BODY - Sale or Lease! -AAFB-

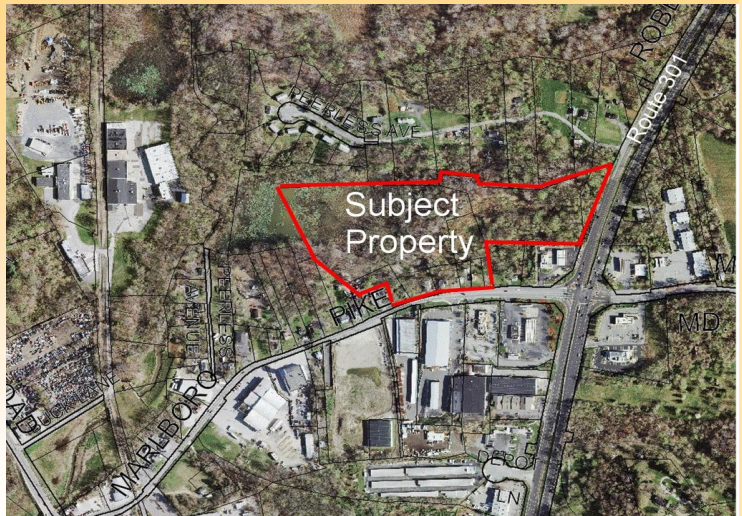
5+ Bays
8,000+ SF, .76 Acres
Equipment & Business for Sale. Bldg approx. 72' x 112'. Owner Financing available

**CALL 301-952-9700
FOR MORE INFORMATION
ON THESE SAMPLE LISTINGS
OF OUR INVENTORY.**

GREAT LOCATION!
MXT ZONING - 19.47 Acres
\$1,500,000

15402 Marlboro Pike Upper Marlboro MD

- Seven Parcels
- Ideal for Pad Sites, Multi-Family, Hotel
- Multiple Uses with MXT Zoning
- Access from MD 725 Marlboro Pike or US Route 301
- High Traffic Count
- Includes 4 Rental homes with interim income
- Minutes to Washington, DC and Annapolis



Property Tax Assessment Appeals

Did you know that you can appeal your property taxes for both industrial and commercial properties? Appealing your Property Tax Assessment could drastically lower your taxes and save you or your business significant revenue.

Land & Commercial, Inc. has helped clients reduce their values more than 6 million in 2011!



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Congratulations
Carrie J. Shearer,
Broker



In June 2011, Carrie Shearer was announced Broker for Land & Commercial, Inc. Carrie has worked with Land & Commercial, Inc. for more than 24 years. Working with the guidance of Leo Brusco, SIOR, she has extensive experience handling the sale and lease of commercial buildings, warehouses, office condominiums and land transactions in the Southern Maryland area.



What's New At Land & Commercial?

- **SOLD! \$900,000. CSC, 7.29 Acres**
Oxon Hill, MD
- **SOLD! \$440,000. CM Building**
7804 Malcolm Rd, Clinton, MD
- **SOLD! \$1,700,000. 83 Acres**
Brandywine, MD

New Listings:

- [9004 Woodyard Road](#)
- [17005 Eagle Harbor Road](#)
- [15402 Marlboro Pike](#)
- [15604 BrandywineRd](#)
- [20919 Aquasco Rd](#)



Land & Commercial offers assistance in the purchase and sale of Industrial, Commercial and Residential Land • Building Sites, Farms and Waterfront Properties • Churches and Sites • Subdivision Lots • We also provide services for Property Tax Appeals • Offsite Tree Mitigation Easements Available.

CALL US TODAY OR

[VISIT OUR WEBSITE](#)

FOR ALL YOUR

LAND & COMMERCIAL

REAL ESTATE NEEDS

JUST LISTED:

[9004 Woodyard Rd](#)
[Clinton, MD](#)

Office Building, CSC Zoning
\$525,000.

- ◆ Move-In Ready
- ◆ .64 Acres, Fenced Lot
- ◆ Renovated
- ◆ New HVAC
- ◆ 2400 SF
- ◆ Two Finished Levels
- ◆ Upgraded 200 amp Electrical System
- ◆ Perfect for Child Care, Church or other Small Business
- ◆ Owner Financing Available
- ◆ Close to Major Retailers—Lowes, Safeway, Staples, WalMart, and National Restaurant Chains

