

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



Commercial Real Estate Digest

Special points of interest:

- Woodland Conservation/Off-Site Mitigation
- We Have Lots!
- St. Louis SIOR Fall Convention
- Congratulations to Carrie!



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Winter 2007

Leo Bruso, SIOR, President

WOODLAND CONSERVATION/OFF-SITE MITIGATION EASEMENTS

We are happy to offer **PRE-APPROVED** Woodland Conservation Easements for Prince George's County developments.

We will prepare and submit the required documents to Prince George's County for recordation of the Easements. There are **no** bonds, permit fees, or future maintenance/tree planting contracts, property taxes, or insurance required!

For additional information, please visit the *Services* tab on our website at **www.LandCommercial.com**

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◆ **Our Website Offers Many Useful Tools & Links to a Number of Useful Sites.** ◆

Save Us in Your Favorites!

www.LandCommercial.com

WE HAVE THE INVENTORY NOW FOR DEVELOPERS TO PRODUCE FINISHED SITES & FOR BUILDERS TO BUY OUR FINISHED LOTS!

Fully engineered subdivisions for developers, ready for permits:

- 29 lots 6,500+ square feet
- 16 lots 20,000 square feet to 4 acres all water & sewer
- 26 half-acre lots fully approved with Phase II for 22 more sites
- Very large communities are in the approval process. Some of these will be over 300 units.
- Mixed use proposals are on the drawing board, as well.

Call us for your needs. Ready for permits now are single sites from 79,000 to large wooded estate sites at \$295,000.

www.LandCommercial.com

Toll Free: 800-296-7901 Fax: 301-952-2000

Business: 301-952-9700

Woodland **WOODLAND CONSERVATION/OFF-SITE MITIGATION EASEMENTS,**
continued from front page

**Conserva-
tion/**

We welcome the opportunity to discuss our simplified process with you. Please feel free to contact our office by phone at 301-952-8434 or by email, CherylMoore@LandCommercial.com. We were the first to offer this service in Prince George's County. *Our experiences have taught us how to make this process run quickly, smoothly and at low-cost.*

**Off-Site
Mitigation**

We look forward to assisting you with your development.

Season's Greetings

We, at Land & Commercial, Inc., would like to wish you and your family a Merry Christmas, Happy Hanukkah, Happy Kwanzaa & a Happy, Healthy and Prosperous New Year!

ST. LOUIS HOSTS SIOR FALL CONFERENCE

Our broker, Leo Brusco, SIOR (*The Society of Industrial and Office Realtors*) and his wife Faye, recently attended the 2007 SIOR Fall Conference in St. Louis, Missouri. More than 800 SIOR members and other industry professionals from around the world attended the event. That's approximately 25% of the membership, a big increase over the normal 10% attendance. The conference featured noteworthy educational resources, networking, and entertainment activities.

The opening general session, **A Whole New Mind** featuring Daniel Pink, a best-selling author and an expert on innovation, competition, and the changing world of work provided an inspirational kickoff to the 2007 Fall Convention.

Continued on next page

ATTENTION REAL ESTATE AGENTS!

We love to pay coop and referral fees! Don't hesitate to call Land & Commercial whenever you have a lead with a commercial or industrial buyer. We want to work with you!! We refer all of our residential house sales to residential agents! Be sure to save our site in your favorites! Our inventory is always changing.

DO YOU HAVE WHAT WE ARE LOOKING FOR?

We are currently looking for investment properties **over \$2,000,000.**

www.LandCommercial.com

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LONG-TIME ASSISTANT BECOMES AGENT!

We are pleased to announce that Carrie Shearer, employed by Land & Commercial, Inc. for nearly 21 years, has recently attained her Maryland Real Estate License and passed the course at the top of her class. Carrie started in January 1987 as an assistant with the firm. Since that time, she has taken on various responsibilities in the office, and for the past several years has concentrated on Land Development. The decision to obtain her license comes after raising her children and accepting a more involved role in the business.

THANK YOU!

We would like to thank all of our past customers for making **Land & Commercial, Inc.** the success it is today. Each deal has strengthened and educated our office. We look forward to serving you and your friends in the future. Our business thrives on your referrals. Our sincere wishes for prosperity and good fortune to all!



ST. LOUIS HOSTS SIOR FALL CONFERENCE,

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Mr. Pink offered hands-on tools and tips, as well as real-life examples on how to navigate in the new world of right-brained people who are the next business elite - the women and men who will power our organizations.

Another general session featured Billy Beane, with **Moneyball: Lessons for Life and Business from Baseball's Best General Manager**. Mr. Beane is the general manager of Major League Baseball's Oakland A's. Still another general session featured, the **Economic Outlook for Commercial Real Estate...** Where are real estate markets today? Overpriced? Below replacement cost? Exposed to a recession? Roaring ahead full speed? These and all questions were answered in simple and understandable language by renown real estate guru, Dr. Peter Linneman.

In between educational programs, attendees participated in a variety of special events that promoted networking. Mr. Brusco continually strives to keep abreast of changes in the commercial real estate market. The location of the Spring SIOR Conference is our "backyard", Washington, DC.

Leo Brusco, SIOR, President

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We're on the Web!

www.
LandCommercial
.com

"Experience Over 34 Years of Knowledge, Excellence and Expertise"

Specializing in Land

Tax Assessment Review of your upcoming January notice could reduce your taxes.

We can review your property taxes now for an out of cycle review in *EARLY* December. These out of cycle appeals, **MUST** be filed by December 30, 2007. Give us a call now at 301-952-8434.

Spread the Word!

Our main goal is to give you the best possible service and advice for your total real estate needs. We know that your success and security are based upon an efficient investment. We look forward to referring to you as a satisfied client. Remember, we are always here for you!

- Industrial Sites
- Commercial Sites
- Residential Land Sales
- Building Sites
- Subdivision Lots
- Church Sites
- Farms
- Waterfront Properties
- Off-Site Tree Mitigation Easements