

Property Management 7th Edition

Chapter Outline

Chapter 15: Industrial Property

- I. Overview
- II. Nature of Industrial Real Estate
 - A. Classification by Use of Site
 - B. Heavy Capital Investment
 - C. Investor's Risk
 - D. Sale Leaseback
 - E. Functional Obsolescence
- III. Industrial Real Estate Market
 - A. Trends in the Industrial Real Estate Market
 - B. Industry Classification by Location Preference
 - 1. Market-Oriented Industries
 - 2. Resource-Oriented Industries
 - 3. Labor-Oriented Industries
 - C. Market and Property Analyses
 - 1. Site Selection Criteria
 - 2. Speculative Building
 - D. Required Local Market Information
 - E. Transportation Considerations
 - F. Plant Size and Features
 - 1. Shipping and Receiving Facilities
 - 2. Advantages of Multiple Tenancies
 - G. Land-Use Patterns
 - 1. Industrial Parks
 - 2. Business Parks
 - 3. Corridor Development
 - 4. Regional Cooperation
 - H. Industrial Development Incentives
 - 1. Industrial Revenue Bonds
 - 2. Special Tax Incentives
 - 3. Foreign Trade Zones (FTZ)
 - 4. Research and Development Centers
 - 5. Private Industry Councils (PICs)
 - 6. Miscellaneous Other Incentives
- IV. Marketing Industrial Space
 - A. Industrial Advertising and Promotion
 - 1. Specialized Industrial Brokers
 - 2. Regional Development Councils
 - B. Tenant Qualification
 - 1. Total Land Area Required
 - 2. Land-Employment Densities
 - 3. Building-Employment Densities

Property Management 7th Edition

Chapter Outline

Chapter 15: Industrial Property

- 4. Structural Density
- 5. Access to Transportation
- 6. Financial Capability
- C. Environmental Issues
- D. Showing the Property
 - 1. Prequalifying
 - 2. Stress Benefits
 - 3. Group Presentations
 - 4. Follow-Through
- E. Lease Negotiations
- F. Net Leases
 - 1. Forms of Net Leases
 - a) Straight Net Lease
 - b) Net-Net Lease
 - c) Triple-Net Lease
 - 2. Conflicting Financial Interests
 - 3. Calculating Annual Rates
 - 4. Payment Patterns
- V. Maintenance of Industrial Property
- VI. Security of Industrial Property
- VII. Specialized Industrial Properties: Ministorage Centers
 - A. Choice of Name
 - B. Different Types of Storage Centers
 - C. Resident Manager Job Description
 - D. Specialized Computer Software
- VIII. Summary