



**COLDWELL BANKER
COMMERCIAL**



OUR
EXPERTISE
YOUR CRE ADVANTAGE

MEET YOUR COMMERCIAL REAL ESTATE ADVISOR



ESTA CROMPTON

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Esta Crompton is a Commercial Real Estate Advisor with Coldwell Banker Commercial Paradise and CEO of EJM Financial. With 35 years of experience in lending and real estate finance, she has built a career helping investors, developers, and business owners achieve their real estate and business objectives.

Drawing on decades of industry experience, Esta provides clients with strategic guidance, market insight, and alternative financing solutions, particularly in situations where traditional financing may not be the best fit. She is passionate about helping clients navigate commercial real estate opportunities and complex transactions through creative and customized solutions.





OUR COMMITMENT: YOUR SUCCESS

For any business, expanding or forging a new path takes vision, grit, and a strong team behind you. In commercial real estate, you also need knowledge of individual markets, international trends, and a network that can bring you the right transactions, at the right time, in the right way.

For more than a century, Coldwell Banker Commercial® has used all of the above to help turn our clients' dreams into reality. Our brokers pair local expertise with global reach and offer smart solutions that can transform your goals into maximum returns. That's why we've been a force in the commercial real estate industry — and one of the most storied names in the business — since 1906.

Like you, we're business owners with an ownership mentality. We speak your language and understand that your success is our success. We're committed to helping you reach your goals, close deals and build connections within our communities. Developing creative solutions, solving problems, and offering sound advice is our aim — and our pledge to you.



GLOBAL POWER

Coldwell Banker Commercial® is one of the most recognized and well-respected names in real estate, commanding a global geographical footprint with representation in primary, secondary and tertiary markets in North America and around the globe.

40
COUNTRIES

161
OFFICES

3,396
AFFILIATED
PROFESSIONALS

YOUR GUIDES: ACCREDITED PROFESSIONALS. GLOBAL CONNECTIONS. LOCAL EXPERTISE.



ACCREDITED PROFESSIONALS

It's easy to say that our team has knowledge and experience — it's much better for our clients that prestigious organizations agree.

Coldwell Banker Commercial has the third highest number of Certified Commercial Investment Member (CCIM)* accredited professionals in the industry, a recognized mark of excellence within commercial real estate. CCIM professionals complete a rigorous program of advanced coursework and training in financial and market analysis and demonstrate extensive experience in commercial real estate. Only 6% of commercial real estate practitioners nationwide have achieved this certification*.

The benefit to you: the best guidance, insights and business solutions, geared to your needs and goals.

**According to The CCIM Institute 2023.*

STRONG CONNECTIONS

Real estate is one of the most interconnected and interdependent of industries. Our commercial real estate clients have residential needs; our residential clients often have commercial real estate needs. Our vast global network allows us to help each other recognize the resulting economic opportunities and fulfill your needs.

Supplementing and complementing their own expertise, Coldwell Banker Commercial® professionals have access to the extensive Coldwell Banker® network of agents. These include Coldwell Banker Global Luxury® certified Luxury Property Specialists, with network connections at Fortune 500 companies around the globe. Our commercial clients have seen leads for new deals and services via residential referrals and more.

LOCAL EXPERTISE

Just as you are looking to serve your communities, so are we — we're part of them, too. Coldwell Banker Commercial® affiliated professionals are active members of the communities we serve. Our in-depth understanding of urban, suburban and rural local market dynamics and passion for the areas where we work and live, helps us do well for you, while doing good.

"Coldwell Banker Commercial's worldwide network of affiliated brokerage professionals and our unparalleled industry insight, service and expertise across any market can assist with your specific business needs, no matter the property asset." — Dan Spiegel, SIOR, Senior Vice President and Managing Director, Coldwell Banker Commercial®

CAPABILITIES TO SERVE YOUR EVERY NEED

The longevity and breadth of Coldwell Banker Commercial®'s network and expertise allow us to serve you in multiple ways, whether you're a tenant, owner/manager or investor.

TOP REPRESENTATION FOR GROWING BUSINESSES

Success brings a new set of challenges for a growing business — new and larger spaces, more central or prestigious locations, reconfigured floorplans or all of the above. Our competitive research, local market knowledge and analysis and personal relationships allows us to create customized estate solutions consisting of the right buildings in the right locations, negotiated to maximize your return.

LANDLORD REPRESENTATION

The same market knowledge and skills that match tenants to the locations can also help landlords market their properties to and sign leases with the right users at their retail centers, offices and industrial buildings. You benefit from our in-depth analysis of industry trends and comparable properties that identifies your perfect tenant, and our negotiation skills to craft an agreement that is fair and beneficial to all.

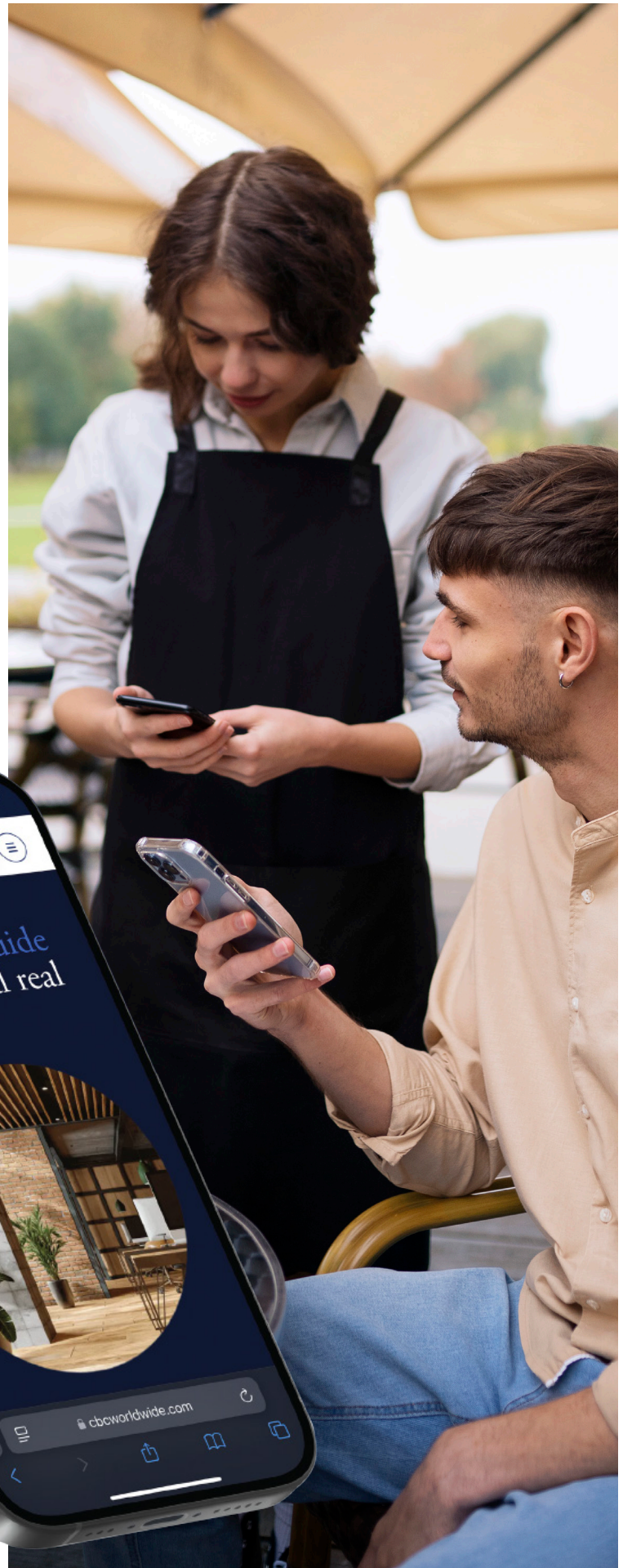
PROPERTY MANAGEMENT

There's a special expertise to managing and maximizing value at a property — creating and sustaining tenant relationships, maintaining facilities, minimizing expenses, investing in repairs and updates as needed, and keeping all who work and visit there safe and secure.

Whether your goals are to maximize value for a sale, or create long-lasting ROI, Coldwell Banker Commercial® affiliated professionals will understand your goals, and create detailed plans to take your property to the next level, keeping you informed and involved every step of the way.

INVESTMENT SALES

A property that has fulfilled its purpose for one investor can be a prime opportunity for another. Whether you're selling or buying, we use up-to-the-minute research, data and analytics to predict the latest trends and create the most accurate valuations for sellers, while recognizing the potential for buyers. We can match availabilities with our database of thousands of national and international investors to maximize the return on investment for property owners — and/or find the best future returns for buyers.





BUILDING TRUST TRUST IN BUILDING

It's never an easy time to be a developer. Fortunately, our team of building professionals can guide you through the process, from concept to opening day, depending on your needs and goals.

Consulting

From timelines, budget, planning and execution, our experienced professionals can advise you through the process to ensure that your short- and long-term commercial real estate goals are met smoothly and promptly.

Construction Management (available in select markets)

Coldwell Banker Commercial® affiliated professionals go above and beyond to assist you throughout your project process with full-service construction management services. From achieving the owner or tenant objectives to closing out the construction process once the renovation is complete, our comprehensive management services include:

- Advising on space design to tenant or owner specifications.
- Advising/commissioning necessary contractors and subcontractors.
- Coordinating and scheduling third-party vendors.



YOUR GOALS. OUR SKILLS.

Working with Coldwell Banker Commercial® gives you the benefit of a global organization with an intense local focus — and a one-stop shop that offers you prowess in marketing, analysis, thought leadership and more to achieve your goals.

Maximum Listing Exposure

- We will position your properties with elevated, professionally designed marketing materials.
- Properties listed on CBCWORLDWIDE.COM are automatically syndicated to a variety of third-party property marketing sites to maximize listing exposure.

Business Analytics and Demographics

Coldwell Banker Commercial® provides a suite of business analytics tools to assist you with real estate analysis and site selection:

- Property intelligence, including ownership, sales, debt and tax information.
- Tools to identify underperforming markets and predict market potential.
- Market research, void analysis, trade area development and market performance monitoring.

Thought Leadership

We love our business and love sharing our expertise with our clients and the industry through various channels:

- Up-to-date market reports.
- Engaging podcasts.
- Informative blogs.



ALL SECTORS, ALL SERVICES

True success in real estate lies in understanding current trends in all sectors but also how all sectors interact. That underlying knowledge helps us find the right spaces and offer the best advice for each aspect of commercial real estate.

Industrial

As the core of the global economy, affecting retail, construction and more, the industrial sector requires an intense knowledge of what is available for sale or lease, when and why. Our team utilizes our vast worldwide economic and real estate knowledge to ensure our clients find the right industrial or warehouse space for sale or lease, based on their needs and investment goals, anywhere in the world.

Land

We're now in the midst of one of greatest transfers of wealth in history, as Baby Boomers pass on their assets to their heirs over the next two decades.* And land is one of the largest, and most complex, assets being transferred.

If you're seeking to sell or acquire commercial land, agricultural and agribusiness land, pasture, groves or timberland, our professionals can facilitate the process with their in-depth knowledge on area growth patterns and due diligence for zoning, land use, environmental and other governmental and regulatory approvals. We also can cut through bureaucratic red tape, acting as liaison with government agencies such as the Department of Environmental Protection and the Department of Transportation.

**Cerulli Associates, "The Cerulli Report: U.S. High-Net-Worth and Ultra-High-Net-Worth Markets 2021."*



Multifamily

Both investment and core element of society, multifamily can provide great opportunities for investors and well as great challenges for its managers. Our professionals provide expertise in both, from assessing trends to expanding your pool of potential investors and tenants through our widespread connections. Whether you're buying, selling or looking to improve your operations, we can help you meet your short- and long-term goals.

Office

The nature of office work is changing — and so must your office spaces so they can attract and retain top talent. At Coldwell Banker Commercial®, we know what's required to get the job done in a work environment. Whether it's finding room to work together, while still maintaining room to breathe and focus, or discovering a unique floorplan for a specific business requirement, we are experienced in office workspaces and fulfilling the needs of unique businesses.

Retail

A great shopping experience is the theater of now, requiring vision, emotional connection and the expertise to implement them. From finding the right tenants for your spaces and helping them to achieve their dreams, Coldwell Banker Commercial can make your retail properties the places your visitors make their own.



POWER IN NUMBERS

Don't just trust us — trust what
others say about us:



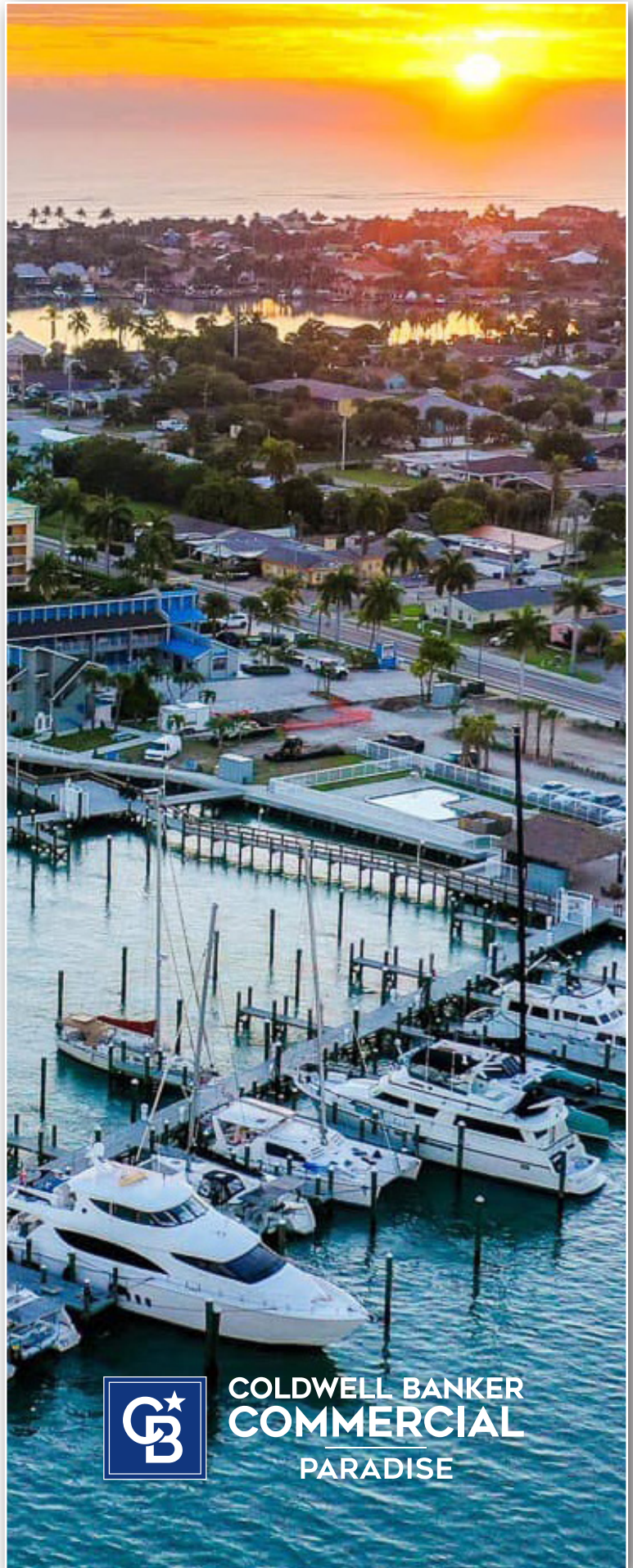
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ABOUT COLDWELL BANKER COMMERCIAL PARADISE

Coldwell Banker Commercial Paradise is the premier provider of commercial real estate solutions on Florida's East Central Coast since 1950. **Coldwell Banker Paradise** is a member of the Schmidt Family of Companies, the largest independently-owned Coldwell Banker franchise by office count. It's also one of the nation's largest real estate firms, with over 76 offices and 1,500+ agents in Florida, Michigan, and Ohio. **CBC Paradise** is an industry expert in commercial real estate sales and leasing for all property types including retail, multi-family, industrial, office, health care, and land. **CBC Paradise** offers an array of services including sales, leasing, property management and investment consulting. **CBC Paradise** is the only full service commercial real estate company on Florida's Treasure and Space Coast offering long-standing in-depth local experience combined with the global presence. For more information, visit: cbcparadise.com

Coldwell Banker Commercial Paradise had over \$42 Million in sales and leases in 2025. We appreciate our clients' continued support, allowing us to reach over 80 transactions this past year. We have a talented team of skilled advisors committed to giving the best experience in real estate.

80 SALES & LEASES
with sales volume over
\$42,900,000
in 2025

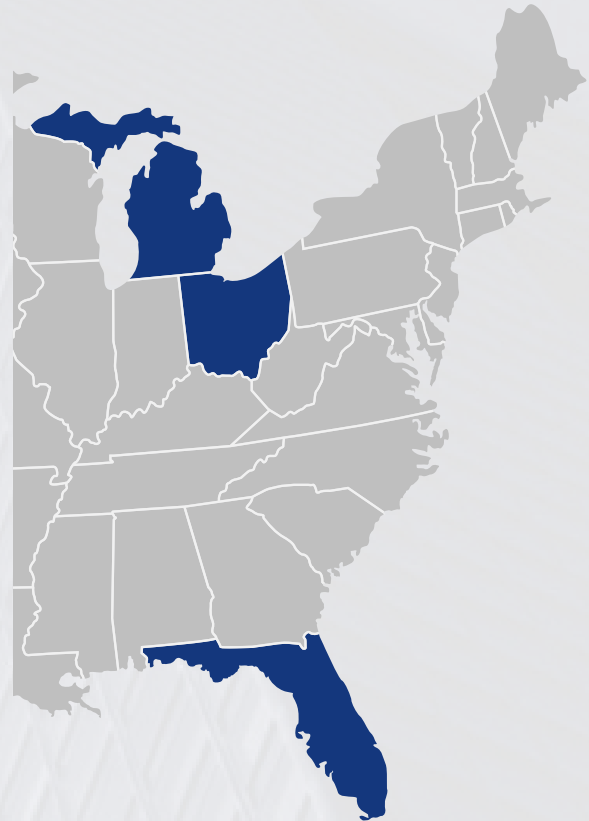


**COLDWELL BANKER
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PARADISE**



ABOUT SCHMIDT FAMILY OF COMPANIES

Schmidt Family of Companies is a sixth generation, full service brokerage firm founded in 1927. We are a commercial leader in real estate business sales and property management in Michigan, Florida, and Ohio. Schmidt Family of Companies has a locally focused, fully committed national network of Commercial agents and support staff providing market leading advisory, marketing, resources, and services. In 2025, Coldwell Banker Commercial Schmidt Family of Companies had an annual commercial and business sales volume exceeding \$346,000,000 and 726 closed transactions.



1,500+

AGENTS

76+

OFFICES

\$4.2 Billion

2025 SALES

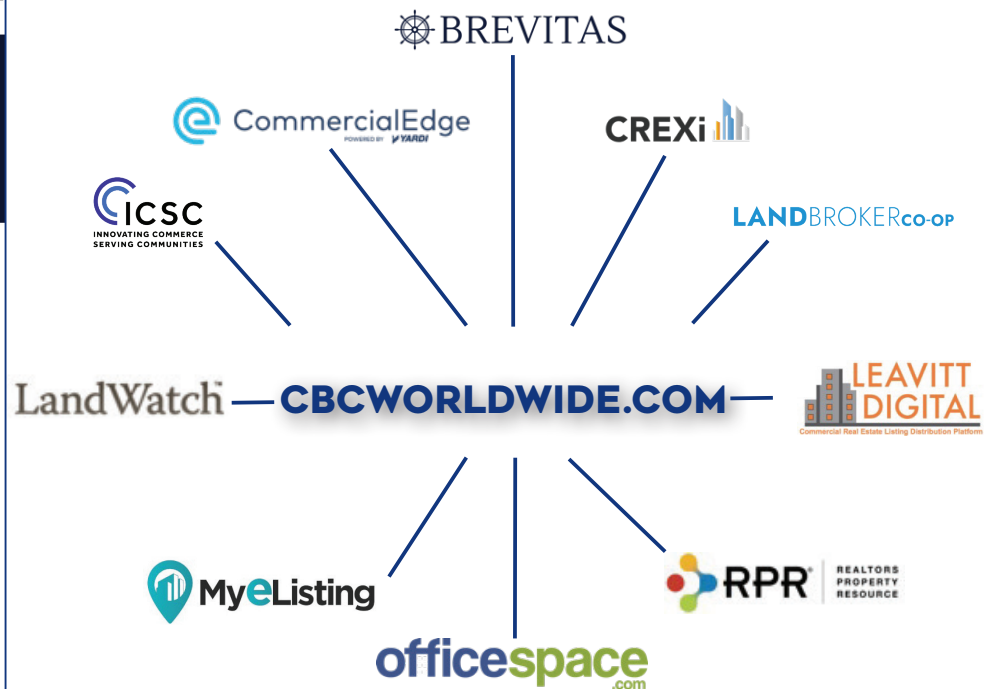
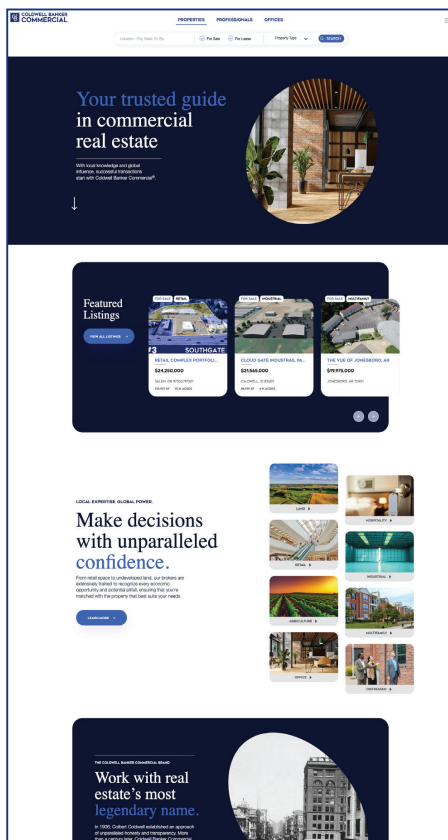
LOCAL REACH

Thanks to our local market expertise and relationships with Coldwell Banker offices and agents across all of our regions, we create more opportunities to show off your property's value to a greater number of buyers.

LISTING SYNDICATION

GAIN MORE EXPOSURE

Coldwell Banker Commercial® provides an extensive online marketing reach for our commercial clients. Listings will be advertised on the following commercial websites depending on property type.

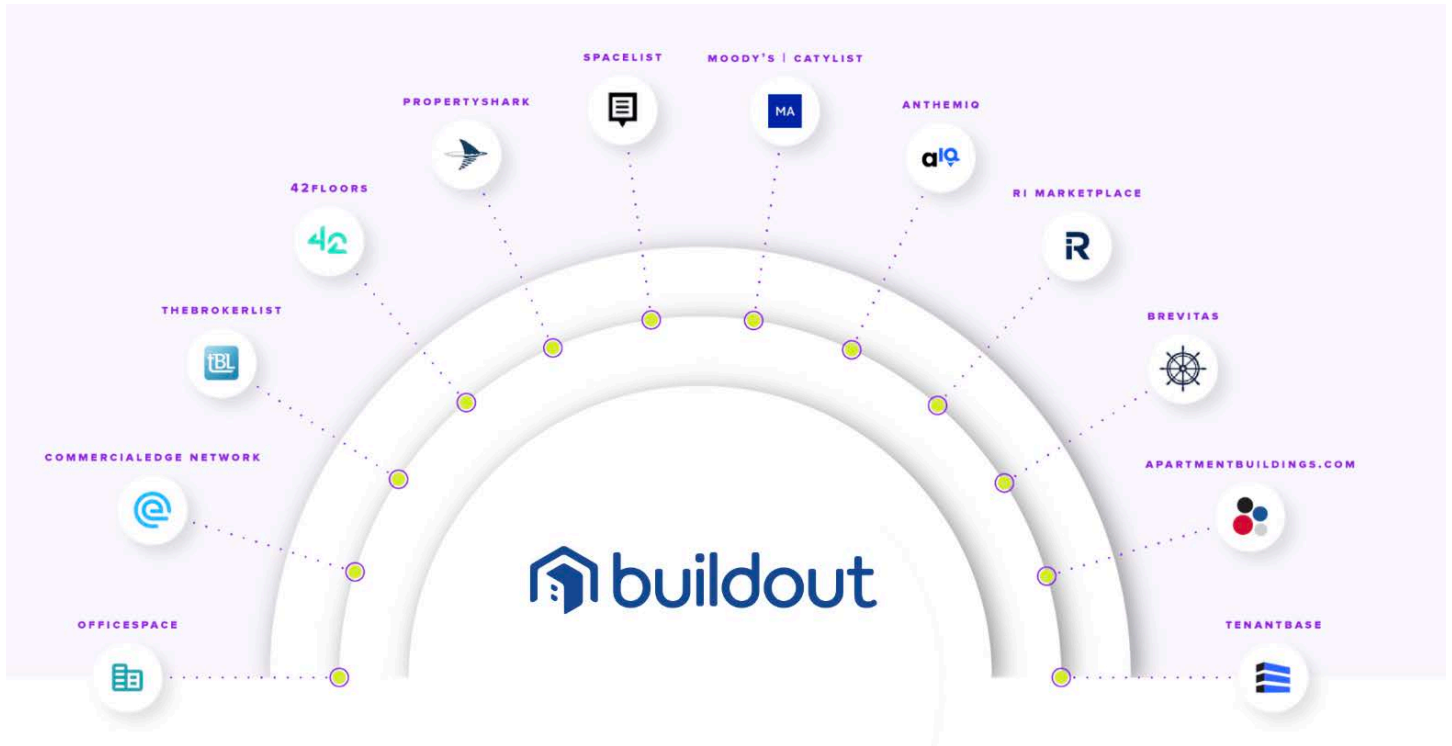


Listings will be marketed on the above commercial property listing websites depending on product type.

LISTING SYNDICATION

GAIN MORE EXPOSURE

In addition to listing syndication through CBCWORLDWIDE.com, listings are added into Buildout which syndicates to these commercial marketplaces.



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