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Determining The Market Value With Appraisal

The purpose of any real estate appraisal is to determine the market value of the property being appraised. The handbook of the Appraisal Institute defines market value as;

"The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (a) buyer and seller are typically motivated; (b) both parties are well informed or well advised, and each acting in what he considers his own best interest; (c) a reasonable time is allowed for exposure in the open market; (d) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (e) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale."

If we put this another way, the value of a particular property is made up of the future benefits that the owner of the property can expect to receive from rental or other income. In determining the future benefits that an owner can receive from a property, the current use of the property is considered, and all other uses that it may be capable of in the foreseeable future. As an example, a property that is being used as farmland could be usable for a residential subdivision in a few years, but later might be usable as commercial or industrial sites.

Decision Making

Knowing the value of property is a vital part of the decision-making process of all buyers, sellers and users of real estate. Therefore, valuation is an integral part of all real estate activity. It is needed for your personal planning. Also, zoning, community planning, taxation require a knowledge and use of appraisal.

If the property is held, or will be held for investment purposes (and most are, even small residential properties) an additional

question might be, "What will it be worth in the future?"

An Appraisal is Needed

There can never be perfectly sure answers, but the closest that anyone can come to it is by the appraisal from a professional appraiser. This trained specialist can give a good accurate estimate of a property's value.

When we refer to "Market Value" we have to remember that it is not necessarily the same as market price. Market price represents the actual dollar amount put on a property by a buyer and a seller at the time of a negotiated transaction. This might be higher or lower than the value an individual appraiser might place on the property. This difference might be due to differences of opinion, or it may be that the property, to this particular buyer or seller, has a greater or lesser value because of some special consideration, such as financing that the buyer can obtain or the need of a seller to raise cash quickly.

While the owner or a prospective buyer can order an appraisal at any time, there are times when it is always required. Here are

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some of the recommended times to get an appraisal;

Purchase and sale

To determine whether a proposed purchase or sale is at a fair price or competitive price. The value fixed by the appraiser may strongly affect the final price, but the financing and tax aspects of the overall transaction may be such that a buyer might offer more or a seller could be willing to take less for the property.

Exchange

Appraisals of each of the properties in a planned exchange should be made if the exchange will have prices on the properties (rather than just equity for equity). A good estimate of value on each will assist everyone involved to establish equities in the priced exchange.

Finance

Always when a new loan is required for a new buyer. Often, the lender will appraise the property conservatively and slightly lower than the new buyer. This can be understandable when the buyer may be prepared to put up as little as 10% of the value, and the lender is being asked to put up all or most of the balance of the purchase price.

Lease

Before entering into a long-term lease, both the lessor and lessee each may need a very accurate idea of the value. This might be a basis for negotiation by either person, to determine if the proposed lease is for a fair rental amount.

Remodel

What if a renovation or modernization of an older building is being planned? The appraisal may be requested to be made on the basis of the property as it is now and as it will be when the renovation is completed. The purpose of the appraisal would be to determine if the additional income would be sufficient to amortize the capital investment and also return a profit to the owner.

For insurance purposes

It may be important to establish replacement costs, less the physical depreciation, to determine how much fire and casualty insurance should be purchased to adequately cover the property. An appraisal, updated on a regular basis, may also be needed to establish proof of loss or to establish the basis for settlement in cases of partial or total loss under insurance contracts.

For condemnation

To estimate damages that are adequate, but not in excess of fair compensation, when negotiating a condemnation award, or seeking the determination of fair compensation for a condemned property in court.

For property tax purposes

To make a proper assessment for local real estate taxes, or to review and contest an assessment to reduce real estate taxes.

Income tax liability

It may be necessary to appraise a property to determine the liability for income taxes in a taxable exchange, or in a liquidation of a corporation owning real estate.

For estate tax purposes

To determine inheritance and estate tax liability when real estate was owned by a decedent at the time of his or her death.

For gift tax

To determine the tax liability when real estate is the taxable gift.

Syndication

As a basis for offering investors an interest in real estate through syndication or participation in a corporation or real estate investment trust. □

Commercial Investment Terminology

Getting familiar with real estate terminology can help investors ask better questions and communicate more effectively. It can also make it easier to go through the acquisition process with confidence.

Knowing a few key commercial real estate terms can make it easier to compare investment opportunities.

- Terms like cap rate, NOI, DSCR, LTV often influence pricing, financing and risk.

- Vacancy rates, lease structures, and value-add strategies can shape future cash flow.

Many commercial real estate terms work together, so it helps to look at the big picture rather than focus on a single term and can lead to more productive communication with brokers, lenders, and advisors. Terms often appear in listings, lender documents, and other documents and are not always explained in plain English. Understanding a few of these

real estate terms can help investors evaluate deals with more confidence.

Whether you're investing in your first commercial real estate opportunity or refreshing your knowledge, the following list covers a few of the most often used commercial real estate terms for 2026.

- **Net Operating Income.** NOI is the income a property generates after operating expenses are paid but before debt payments and taxes.

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- **Cap Rate.** Cap rate is short for capitalization rate. It measures a property's annual return based on its Net Operating Income (NOI).

- **Loan-to-value Ratio.** LTV measures the relationship between a loan amount and a property's value. For example, if a lender finances 75% of a property's purchase price, the loan has a 75% LTV. Lenders use LTV to evaluate leverage and risk.

- **Debt Service Coverage Ratio.** DSCR compares a property's NOI (Net Operating Income) to its loan payments. Lenders use this to determine whether a property generates enough income to cover its debt obligations.

- **Triple Net Lease.** NNN lease requires tenants to pay base rent plus certain property expenses like property taxes, insurance, and maintenance.

- **1031 Exchange.** A 1031 exchange is a tax-deferred, not tax-free, exchange of properties. A 1031 exchange allows a real estate investor to defer the capital gains tax by reinvesting the proceeds from the sale of one investment property into another "like kind" property. Specific tax rules apply. Because tax rules can be complex, investors need to work closely with qualified tax professionals and legal advisors. □

Creative Management

Renting To The Right Tenant

Property managers must always think about the type of tenant that is most likely to reside in that particular building. For example, when apartments in a project rent for \$16,000 to \$24,000 per year, tenants will be concerned primarily with quality shelter. This means a safe, clean, efficient building but without a lot of frills and amenities.

On the other hand, if the apartments will rent for \$35,000 to \$45,000 per year, or more, tenants typically expect and demand much more than just shelter. These tenants want a luxurious life-style, and that means the building should contain a health club, a swimming pool, a private park, and similar conveniences.

In the lower priced units, investors will concentrate more on the basic design, quality and layout of each apartment and on the reliability of such things as the elevator service and good maintenance. For common areas, the workings of the lobby intercom system, the location of the mail-boxes, and safety, for example,

are prime considerations.

However, at the more fully equipped building, the investor faces increased costs of construction and maintenance of areas that produce not direct rental income. If these life-style areas become the slightest bit shabby, it can lead to tenant dissatisfaction and vacancy. The well-equipped, well-maintained building usually has a very low vacancy rate. In fact, it often has a waiting list of prospective tenants that assures full occupancy for a long time in the future—a good sign for investors.

Shared Space Offices

With the revolution in communications, building owners must keep up with the changing needs of the corporate tenant. Often the larger, well-organized businesses do not need office space that was necessary just a few years ago. Computers, faxes and e-mail have substituted for leased office space. Office personal are working from home or a small office near their home and coming into the office once in a while for a meeting.

Tenants in an office suite are offered a private office within

the suite that has a receptionist, secretarial help, conference rooms and other amenities. This can be a big saving for small space users or users who need a small office for only a short period of time.

Another user is from the large corporation that needs small branch offices in different parts of the country. Other users might be individuals who need a private space for investment or other work activities as well as professionals such as attorneys or accountants who work primarily away from their offices.

The concept of shared space can be used by companies that have excess space that cannot be leased in its entirety. The company's existing facilities such as copier rooms, computer rooms, cafeterias already are available. Any income from this type of shared space can be nearly 100% profit.

If this is space that is leased by the company rather than owned space, the lease must be reviewed carefully to see if a sublease could violate the sublease/assignment clause of the lease. □

Analyzing Office Building Vacancies

Office buildings are excellent commercial properties to own. One of the most important jobs of a leasing agent for a building with available space is to analyze other buildings to see if any tenant could be induced to move.

Newer buildings may fill up at the expense of older buildings. Since new buildings cost more to build than the older ones, rents may be higher. The actual dollars-per-square-foot costs must be compared, along with other benefits that the tenant may receive, before a final decision is made by the tenant on staying or moving. Here are some of the items for comparison;

- What is the time factor for employees at the old location? In a business' expansion at

the old location, they may have expanded to different floors or to different buildings as more space was needed. There may be a big loss in employee time due to the inconvenient layout.

- In a similar idea, the tenant may be planning an expansion in the next few years, which will make it necessary to rent space in the old location at then-current rentals, raising the average rental per square foot for the tenant's entire space, in a less than adequate location.
- Don't assume that the new space rentals are not competitive. Cost-of-living clauses in the tenant's existing lease may have escalated the rent level up to the costs in the newer, more modern building.

- The newer building represents more efficient design, better and newer lighting, modern in every way. The intangible improvements in employee morale and efficiency might overcome any slight difference in dollar-costs per month.

- Finally, a change in location to a more, prestigious building in a better part of the community can contribute to the reputation of the tenant—and ultimately to the profitability of the business.

The tenants who could be good new tenants at the new location will usually not be aware of all of the benefits of a move until they are contacted and are given the opportunity to make the comparison. □

Investment Real Estate Experts

Come to our office when you need professional advice and help in commercial real estate. We are experts in values and knowledge of the entire market in this area. If you have been looking for a certain type of property we probably have the full information on several like it already. Our information can help you so that you can make your own decisions on the value of property either in listing your present

property for sale or in purchase of another. If you wish to consider structuring a tax-deferred exchange into that next property, we can guide and aid you with that transaction.

You do not have the time necessary to gather all of the information to make intelligent decisions in today's complex real estate market. Today's investor in real estate must have a grasp of market conditions and potential

that only a full-time professional can furnish. You need assurance about the true condition of the market. With increased competition, the market place is becoming more complicated.

Feasibility studies are essential for commercial office, industrial, resort and hotel investors. With this kind of information, planning is better and there is less chance for error.

Let us be your consultants. □



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A CCIM is a professional real estate practitioner with proven technical expertise in commercial property. A CCIM is a person truly committed to the fundamentals of effective commercial-investment brokerage. The CCIM has completed a full schedule of Post Graduate Level Courses in investments, taxation, development and marketing all types of commercial-investment properties. The designation of Certified Commercial-Investment Member is unquestionably the highest degree awarded in the commercial-investment real estate practice.