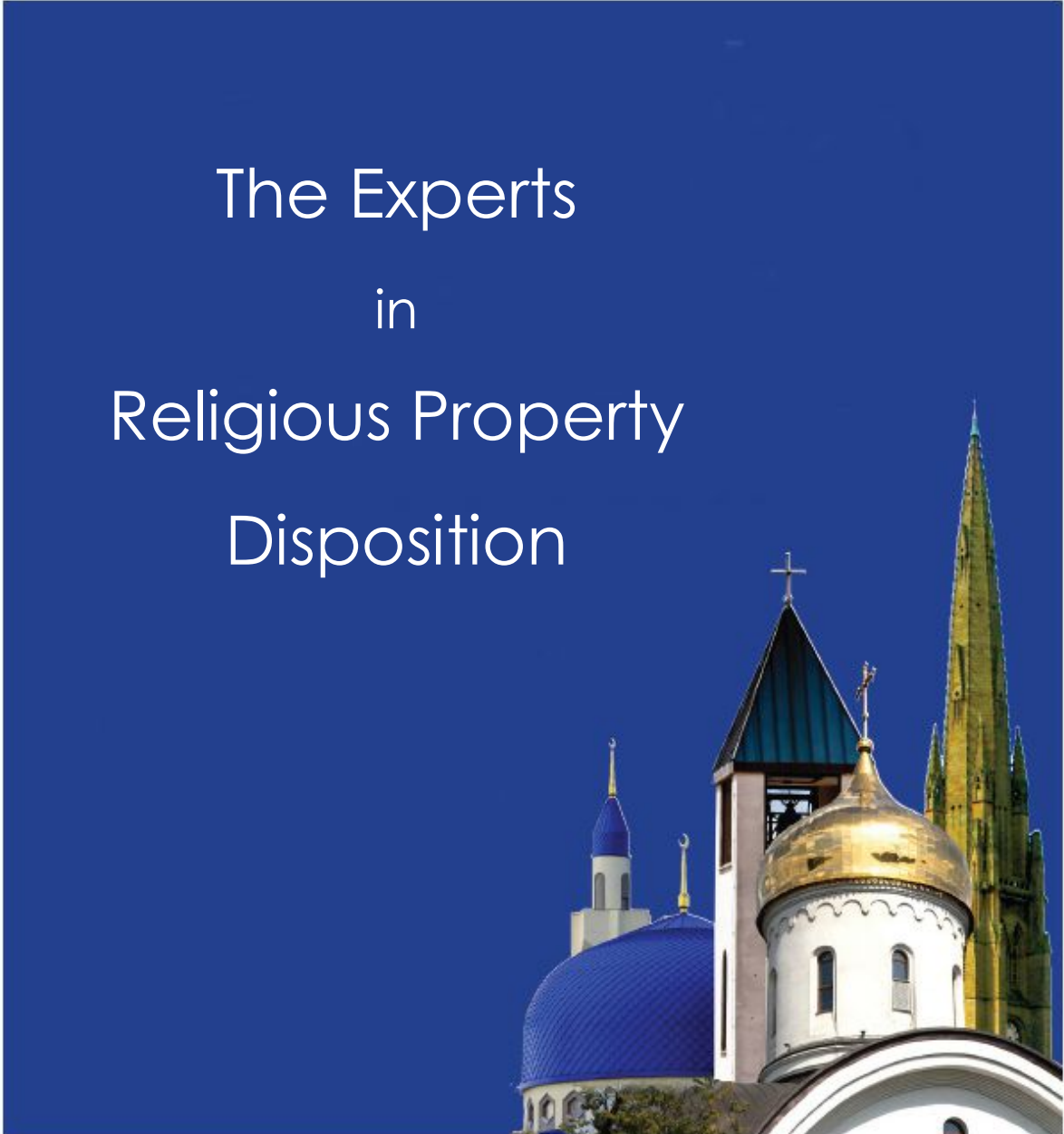


The Experts
in
Religious Property
Disposition



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855.204.2400

410.925.6848

PraiseBuildings.com

TrinityChurchManagement.com

Our Sales Volume

PraiseBuildings Religious Property Brokerage is the only brokerage in the Mid-Atlantic devoted solely to the disposition of religious property. We have been selling houses of worship for over 20 years, and we are the area experts.

In 2021, we sold, leased, or had under contract/LOI over \$10 million worth of religious property.

Because we regularly have anywhere from five to 15 properties in (or coming in) to our inventory, buyers frequently call us or check our website to see what is available. We work in a large geographical area: Maryland, Washington, DC, Delaware, and South Central Pennsylvania.

From CoStar/LoopNet:
For 2018, 2019, and 2020, we brokered **1 of every 2** religious facilities transacted by brokers in the Greater Baltimore metro area.

We broker property valued from \$1 (yes, \$1!) to multiple millions; and we sell and lease houses of worship sized from 2000 SF to over 100,000 SF. Because of the broad range of our inventory – traditional, modern, and adaptive repurposing in all sizes and locations – it is rare that we have listings that compete against one another for the same potential buyer.

For 2021, we transacted the sales of 11 separate religious properties, ranging in price from \$50,000 to \$2.6 million. No one sells more religious property than our firm.

Our Team of Experts

Our religious real estate practice consists of four brokers – Stephen Ferrandi (broker of record), Barb Bindon (director), Josh Halbedel (senior advisor), and Tracy Koch (director of daily operations).

We keep a tight focus on our areas of concentration for religious property: the sale and lease of houses of worship, schools, daycares, summer camps, land, rectories/parsonages, and landholdings. Our team approach to real estate transactions serves clients in a way that a single real estate agent cannot. Since we work as a team, we have the resources to give your sale nearly 24-hour coverage. There is always someone available to show the property, follow up on an email, assist a potential buyer, or respond to a question from your property committee.

What Makes Us Different: Repair It, Clean It, Sell It!

Along with our team of brokers comes an executive assistant, a marketing specialist, a graphic designer, and, through our **property management arm**, a property manager, a handyman and a stable of contractors. We are your problem-solvers.

We have put our problem-solving skills to work for many clients, especially those with neglected properties. Our largest client is the Baltimore-Washington Conference of the United Methodist Church, whose membership owns more than 600 churches, statewide. We handle the sale of their churches, landholdings, camps, and parsonages, in addition to handling their property management needs through our sister company, Trinity Church Management. When the Methodist Conference wishes to sell a church that has suffered deferred maintenance or vandalism, Trinity acts as general contractor and property manager to restore the property to a “saleable” condition. No job is too large. Trinity can do anything from shoring up a failing slate roof to pumping water out of a flooded basement to painting, landscaping, and junk removal.

Our brokerage is also regularly called on to handle the disposition of property by the Archdiocese of Baltimore, the Archdiocese of Washington, DC, the Salvation Army, and other groups and denominations. To prepare properties for market, we have handled repairs, “freshen-ups,” security issues, water damage, site clean-ups, and even zoning and survey work. **No other brokerage offers the services we do.**

Our Ability to Market and Sell Your Property

The single most effective marketing tool we offer is our reach into the religious community. Because we perform a high volume of work as property managers, consultants, and brokers in the worship industry, we are able to gather solid information about the market place: who is shopping, who is ready to buy, who is ready to sell, and what lenders are willing to lend. Our reach into the community is augmented by our ongoing marketing efforts, which ensure that we are always connected to local congregations – the benefit of being a niche brokerage.

In addition to the fact that we sell more churches than any brokerage in the Baltimore-DC metro area, we own sister brokerages Maryland Land Advisors, SchoolBrokers, and EA Commercial. Our sister brokerages provide added value for our clients: we are not limited to selling a church as a church. We can sell it as a school, a daycare, a catering hall, a community center, a multi-family building – or any other adaptive reuse that is supported by zoning. We have the experience.

Because we sell land and commercial properties, we have strong ties to the developer and builder communities, and we are able to connect our clients with well-funded buyers, joint venture partners, and developers for projects that are unique, creative, and require outside-the-box approaches to marketing and deal-structuring. It is one of our specialties.

How We Get the Challenging Transactions to Settle

The one thing that sets us head and shoulders above other real estate professionals is our ability to ensure that deals go to settlement. We are finish-line-focused, and we take charge of the hard work that can be required to get to closing – whether for our client or for the other side of the table.

One example of our dedication is the sale of our client's \$2.7mil church complex. It came to our attention the day before settlement that both the buyer's agent and the title attorney had failed to confirm that the buyer had acquired property insurance. Anyone who has obtained commercial insurance knows it can be a two- or three-week process; thus, we were sure that settlement would be postponed. But in an effort to save the day, our Brokerage Director worked until 9pm the night before closing to secure coverage. And at the settlement table the next morning, she was on the phone, ensuring the insurance agent had everything required to bind a policy. To everyone's surprise, the sale closed that day as planned. We serve our clients to the best of our ability; and sometimes we pull off a minor miracle.

Our strategy for success is two-fold. 1) We create and execute an extensive marketing campaign, and we aggressively vet potential buyers. 2) Once the property is under contract, we intensively manage the requirements for closing: corporate documents, inspections, repairs, financing. Church buyers often come to us underrepresented. They may have a residential agent with no commercial experience; and they may need an attorney, a CPA, an insurance broker, or a lender. It is at this point where we take charge (even if the buyer is not our client), handling what we can in-house, and relying on our Rolodex of attorneys, CPAs, and lenders as needed.

Financing can often make or break a deal. Thus, we work to develop relationships with lenders. By knowing how to fund hard-to-finance buyers, we are able to close more deals. In addition to conventional lenders, we also source faith-based lenders, who lend specifically to congregations or who deal with church bond brokers.

A commercial real estate transaction requires a commercial brokerage firm. Be sure to choose a firm who will cheerfully work late, ask the hard questions, and bring all of their expertise and connections to bear in support of your goals – no matter what.

Our Marketing Campaign to Sell Your Property

For sellers who want to understand the market value of their property before deciding to sell, we will create a Broker's Opinion of Value (BOV). The BOV is similar to an appraisal, but, it is often more accurate, because we understand the nuances of the market and the idiosyncrasies of church values. We are often aware of properties soon to hit the market, and we understand competing listings, buyer demand, and ranked importance of property amenities.

Because we work every day in the worship industry, we have an unmatched understanding of the Baltimore-DC market, and that enables our BOV to provide additional insight onto true market value. Congregations use our BOV to make informed decisions on selling their property; and we use the BOV as the basis for our marketing campaign.

Among other strategies, the components below form the core of our marketing campaigns:

- List the property on our websites: PraiseBuildings.com, SchoolBrokers.com, EACommercial.com, MarylandLand.com, and RedBarnRealty.com.
- List the property on Bright MLS (the residential multiple listing service), CoStar (the commercial multiple listing service), and LoopNet.com Premium (the largest commercial real estate site on the web).
- If the seller desires, we will install a large sign(s) or banner(s), that can be customized to include property details.
- We will create an offering memorandum, flyer, or postcard that can be downloaded by buyers, and also emailed to our tailored database of houses of worship, schools and daycare operators, and others who may have an alternate use for the property (developers, caterers, retreat centers).
- If warranted, we will host open house events by appointment only, and, personally tour potential purchasers when they want to see the property.
- We also have the ability, should the seller desire, to oversee the process of taking a property to auction. In such cases, we work with the auction house to market and show the property to prospective bidders.

FOR SALE

PraiseBuildings
RELIGIOUS PROPERTY BROKERAGE

Offered at
\$849,000

300-Seat Sanctuary
Hall/kitchen/classrooms
Parking for Sunday services

Josh Halbedel & Stephen J. Ferrandi
855-204-2400
www.PraiseBuildings.com

PraiseBuildings is your trusted real estate partner. Contact us for a free Broker Opinion of Value. Barb@PraiseBuildings.com.