



BROWN INVESTMENT PROPERTIES

ESTABLISHED • 1960

COMMERCIAL REAL ESTATE

440 West Market Street • Greensboro, NC 27401 • (336) 379-8771 • www.bipinc.com



Fifty years at the forefront of commercial real estate
brokerage, management, and development since 1960.

Relationships. Knowledge. Trust. History.

RESULTS.



A TRADITION OF INNOVATION AND QUALITY

Our firm has been a fixture of the Piedmont Triad's business landscape since the 1940s, when brothers Chester and Jack Brown first began to envision and develop real estate ventures in Greensboro, NC, as partners in Brown Realty and Mortgage Company. Since then, we've grown to become one of the largest commercial real estate firm in the Piedmont Triad—our influence and expertise extend across the Carolinas, Virginia, and Georgia.

OUR MISSION

The mission of Brown Investment Properties, Inc., is to provide full-service commercial real estate company services, offering quality products and services for a fair profit in development, management, and brokerage. We are committed to honesty, fairness, and professionalism in our relationships with clients, tenants, employees, and the general public.

COMMERCIAL BROKERAGE

Every Brown Investment Properties, Inc., commercial broker/Realtor® works full time selling and leasing commercial properties, and many of them specialize in a particular property type: office, industrial, multi-family, retail, land, or investment property. They bring experience, education, and entrepreneurial spirit to serve our clients in:

- Sales and leasing
- Buyer/tenant representation
- Income/expense analysis
- Lease versus purchase analysis
- Investment property counseling

READY TO BUY OR LEASE?

From the due diligence period through closing, we coordinate all aspects of the lease or purchase process smoothly. This may include working with a mortgage broker or banker, appraiser, inspector, insurance agent, and closing attorney, as well as helping you manage zoning issues, space planning, and surveys.

READY TO SELL OR LOOKING FOR TENANTS?

If we are marketing a property for you, we create a strategic marketing plan that takes into account the current competition, market conditions, and property amenities. We provide all signs, full-color brochures, marketing packages, and website listings; and we promote our clients' properties via NC Economic Development, direct mail, broadcast broker email, market studies, presentations, professional associations, and many other approaches.



PROPERTY CONSULTING

We provide counseling and consulting services to meet a wide range of real estate development, management, and brokerage needs. Whether your firm occupies a small storefront or manages a national portfolio of commercial property, we will focus on developing and implementing the intelligent real estate strategies that further your overall business objectives.



PROPERTY MANAGEMENT

Our property managers preserve and enhance our clients' assets while keeping tenants satisfied with superior customer service. Experience counts in property management, and our results show it:

- **Steady cash flow and increased revenue** result from our diligent attention to accounting and lease administration, as well as proactive communication and collaboration.
- **Quality operations and maintenance that keep owners and tenants satisfied** result from our regular on-site presence and responsive service.
- **Preserved or enhanced property values** result from our attentive building operations and reliable maintenance, as well as our attention to industry and market trends.
- **Lower operating expenses without negatively affecting quality or tenant relationships** result from our focus on maintaining excellent service to tenants and owners while saving money on property improvements, insurance, construction, contracts with service providers, and other efficiencies.

RECEIVERSHIP & ASSET MANAGEMENT

Brown Investment Properties has served as a receiver for lenders and special servicers since 1990, ensuring that distressed assets maintain or increase their value and operational efficiency while containing costs until disposition. Our experience spans all categories of commercial real estate, including office, retail, industrial/warehouse, and multi-family. We can be bonded within 24 hours of appointment by the Court.

Receiver clients include Bank of America, LNR Partners Inc., CRIIMI Mae, GMAC, CW Capital, Wells Fargo, SunTrust Bank, Southeast Mortgage Company, and others.

DEVELOPMENT

The professionals of Brown Investment Properties, Inc., have helped shape the Greensboro, High Point, and Winston-Salem cityscapes for more than 70 years. You've seen our work in multi-family apartment projects, medical office parks, residential condominium units, and shopping centers across the Triad. The company works in all facets of the development process from site selection, architectural design, and permitting, to the building of the development and management of the finished product. Recent projects include: a CBD residential condominium development, the renovation of a 110,000-square-foot shopping center, and land development of a retail village.

CONSTRUCTION

BIP Construction, Inc., offers a wide range of services in construction and related fields with hands-on attention to detail and quality assurance. If you are considering the purchase of a property that requires upfitting, interior renovation, or cosmetic enhancements, our construction arm can handle the work, on time and within budget.

PROPERTIES WE MANAGE

We manage a wide variety of commercial properties, including:

- National-anchored, neighborhood, and stand-alone retail centers
- All varieties of office complexes and office condos
- Mixed-use office and warehouse properties
- >100-unit multi-family properties
- Medical properties
- Industrial facilities
- Student housing



EXECUTIVE TEAM

While Brown Investment Properties, Inc., proudly remains a family-owned business, we are proud of the brokers, property managers, and other professionals who have chosen to join our team over the years. Our directors and senior managers have nearly 200 collective years of experience, as well as expert designations of Certified Commercial Investment Member (CCIM), Certified Property Manager (CPM), Certified Public Accountants (CPA), Society of Industrial and Office Realtors® (SIOR®), and Certified Leasing Specialist (CLS).

- Chester H. “Trip” Brown, Jr., Chairman of the Board, Executive Vice President
- Chester H. Brown, III CCIM, President
- Peter W. Placentino, CPM, Senior Vice President of Property Management
- Jason Whitlatch, CFA, Chief Financial Officer
- Mike Fowler, SIOR, CCIM, Vice President, Brokerage

