



Craig Hummel & Associates

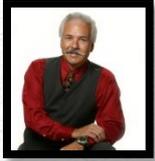
**COMMERCIAL
REAL ESTATE SERVICES**



www.HummelAndAssociates.com

- To provide the commercial, industrial, multi-family and agricultural community with high quality, professional real estate services delivered with care, concern, and experience.
- Integrity will never be compromised in relationships with our customers and clients. Trust, confidence, and truth are essential to building a mutually successful client relationship.
- Whatever your real estate needs are...We are your professional partner!

Mission Statement



- **Craig A. Hummel** - Operating Partner
Broker/Appraiser



- **Craig J. Hummel**- Sales Associate

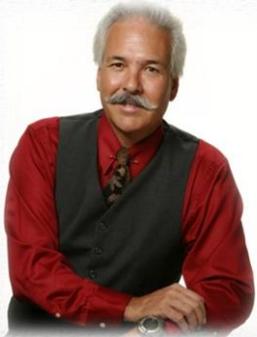


- **Mike Leggett** - Appraiser/BPO Specialist



- **Kellie Weatherly**- Sales, Marketing, Property Management

Team Players



Craig A. Hummel has over 30 years of experience in commercial, industrial, and agriculture real estate in Kern County. Being a Certified Real Estate Appraiser has contributed to Craig's education for determining correct purchase prices and leasing rates. Craig has owned and operated his own mortgage and real estate company with 25 agents. His background and experience give him the well-rounded attributes to handle any of your commercial real estate needs.

Email: ca@hummelandassociates.com



Craig J. Hummel has been a Commercial Real Estate Agent for 5 years. He is part of the Hummel and Associates Commercial Real Estate Team, which specializes in the sale, purchase, or lease of Commercial, Industrial, Agricultural, and Income properties in the Kern County area. Craig J. is currently working towards obtaining his broker's license and CCIM designation.

Email: cj@hummelandassociates.com



Kellie Weatherly has over 13 years of experience and exposure to many elements of the Real Estate field, including Sales, Listings, REO's and Short Sales, Investments and Project Management, Private Money Lending, Business Management, and Marketing! Kellie has won numerous awards for real estate sales over the years and has been involved in several charities. She is detail oriented and extremely excited to be balancing her experience & passion for the Real Estate business, with working in the Commercial, Industrial, Multi-Family & Agricultural side with a very strong & highly experienced team!

Email: ks@hummelandassociates.com

Team Bio

COMMERCIAL
Real Estate



ASSOCIATION AFFILIATION

We are Proud to be members of the following Associations:

- **National Association of Realtors**
- **California Association of Realtors**
- **Bakersfield Association of Realtors**
- **Bakersfield MLS**

To compliment the work experience that we offer to you, we also provide a very strong work ethic!

As Realtors® we pledge to abide by the **Code of Ethics**. Only Realtors® are held accountable for their ethical behavior. Some of the basic principles of the Code of Ethics include:

- **Protect and promote your client's interest, but be honest with all parties.**
- **To be careful at all times to present a true picture in their advertising and representations to the public.**
 - **Assure, whenever possible, that transactional details are in writing.**

Today, the **CALIFORNIA ASSOCIATION OF REALTORS®** includes more than 117 local member Associations and more than 155,000 **REALTORS®**, **REALTOR®**-associates and affiliate members who abide by a rigid code of professional ethics.



ADVERTISING YOUR PROPERTY

Your property will be actively marketed throughout the duration of our agreement with you! Exposure is what will bring the highest possible price.

WORLDWIDE WEB EXPOSURE

Your property will be advertised on MANY websites that are depended on by buyers & buyer representatives alike on a local, national & even GLOBAL level including;

- LOCAL MLS coverage w/full photos & info. Bi-Weekly Insert in the Bakersfield Californian newspaper
- NATIONAL / INTERNATIONAL Commercial Property sales and lease sites such as LoopNet & CoStar
- GLOBAL Coldwell Banker has a vast network of Agents who stay connected through internal marketing websites.
- www.CommercialSource.com , www.cbcblueprint.com , and Many, Many More websites & search engines!

BROCHURE PACKAGES

A Full Color Brochure Package is put together for every listing with information that has been thoroughly researched. Produced both in hard copy print for our **Customized Direct Mail Campaigns & personal handouts**, & also in pdf format to allow for world wide distribution through our **Customized Email Campaigns!**

Included information will be:

- Maps & that will highlight the Zoning, Parcel & the Vicinity.
- Photos
- Property Operating Data & Demographics
- Property Features & even Property History if you desire!



LOOPNET ADVERTISING

Advertising on Loopnet our listings are seen by an audience of real estate professionals nationwide.

This website has better than **450,000 unique visitors per month**: buyers, sellers, tenants, brokers and service providers. Loopnet also has flexible tools that meet different types of advertising needs. Loopnet offers different levels of membership from basic to premium.

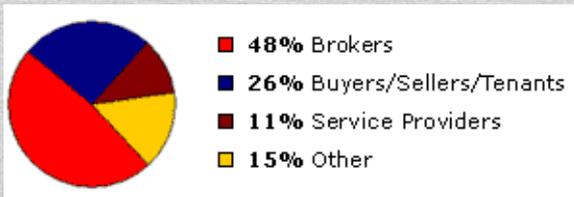
Our Team has been a premium member since 2000 & we bring ALL of these benefits to YOU!

Why a premium membership?

- Reach more than 3500 users instantly
- Generate 4X more listing exposure and leads
- Get access to ALL properties when searching- \$ 115 billion of properties for sale and 2.2 billion for lease.

Premium Membership Features Include:

- Maximum Exposure
- Unlimited searching access
- Listing exposure reports
- Professional quality reports
- Prospect list lead generation



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PREFERRED, REALTORS®

CO-STAR SHOWCASE ADVERTISING

About CoStar Group

The world leader for commercial real estate intelligence CoStar Group, Inc. (NASDAQ – CSGP) is the number one provider of marketing/information services to commercial real estate professionals in the United States and the United Kingdom. Our suite of services offers CoStar customers convenient online access to the most comprehensive database of commercial real estate information--space available for lease, comparable sales information, tenant information, properties for sale, property information for clients' web sites, industry professional directory, analytic information, data integration, property advertising and industry news--throughout the United States as well as in the United Kingdom and France.

Co-Star Offers

- An average of over 625,000 visitors each quarter
- Reach over 400,00 potential prospects not found on any other site.
- One click access to your property from CoStar.com, Google, Yahoo! And other major websites



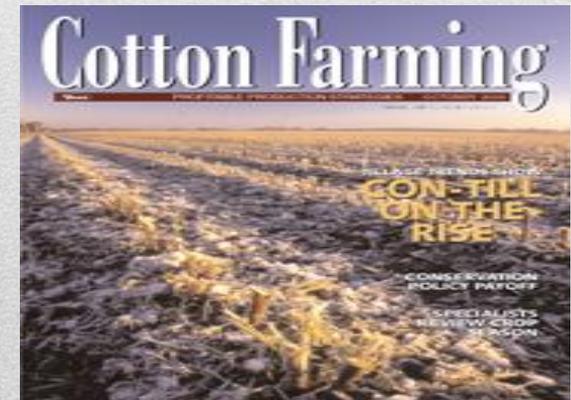


PREFERRED, REALTORS®

COTTON INDUSTRY MAGAZINES

There are several publications specifically catered to the Cotton Industry and many that are **“General Ag.”** The following are just a few that we can utilize to market your property in the classifieds section. The following are just a few samples of these publications.

- ❖ California Farmer
- ❖ Western Fruit Grower
- ❖ Country California
 - ❖ Grower Shipper
 - ❖ Ag Alert
- ❖ Ag Source Equipment
- ❖ Agribusiness Dairyman
 - ❖ Almond Facts
 - ❖ American Vineyard
 - ❖ California Grower
 - ❖ Capital Press
 - ❖ Grape Grower
 - ❖ Packer
 - ❖ Nut Grower
 - ❖ Tree Fruit
- ❖ Western Farm Press
- ❖ Western Grower & Shipper



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Our listing service also reaches these sites...



Trulia – Real Estate Search Engine
LIVE!



GoogleBase – World's largest search engine
LIVE!



Yahoo Real Estate - use Yahoo! Real Estate to find real estate
LIVE!



Homescape – Provides local, comprehensive property listings and rich content to home buyers and sellers nationwide through affiliation with 125 online newspaper partners and 23,000 advertisers.
LIVE!



Cyberhomes – Website powered by Fidelity National Financial, Inc that provides home valuation and neighborhood information.
LIVE!



AOL Real Estate- Homepage of AOL.com which is Web services company that runs one of the country's largest Internet access businesses.
LIVE!



Yuvie.com – Helps home buyers find open houses nationwide, schedule visits and find homes for sale.
LIVE!



Zillow - Zillow.com is an online real estate service dedicated to helping you get an edge in real estate by providing you with a Zestimate® home valuation as a starting point for anyone to see — for free — for most homes in the U.S.
LIVE!



Point2Homes.com – Provided by Point2NLS as national marketing and advertising platform exclusively for real estate professionals.
Under Construction



Unique Global Estates - largest aggregator of international property listings in excess of US \$1 Million.
Under Construction