

STEVE MURPHY

COMMERCIAL PROPERTY EXIT PLAYBOOK

For Smart Owners Making Informed
Decisions Without Pressure

FROM PATRIOT PROPERTY BUYER





COMMERCIAL PROPERTY EXIT PLAYBOOK

Hi, I'm Steve, Co-Founder of Patriot Property Buyer.

If you own a commercial property and are weighing what to do next, you're not alone.

Deferred maintenance, tenant uncertainty, market timing, or simply deciding if now is the right moment to sell can make commercial property decisions complex. The stakes are higher, the variables are layered, and clarity can be hard to find.

At Patriot Property Buyer, we believe owners deserve clear information before making big decisions. Not pressure. Not sales tactics. Just a straightforward understanding of their options.

We don't just buy properties. We help owners regain control by understanding value, timing, and fit.

Unlocking Value. Honoring Freedom.

Selling a commercial property is more than a transaction. It's a strategic decision that impacts capital, time, and flexibility. Whether you're holding a stabilized asset, managing a transitional property, or evaluating an off-market opportunity, our goal is to help you understand the key levers that drive value and choice.

This guide outlines the primary paths available so you can decide what makes sense for you, on your terms.

3 PATHS EVERY COMMERCIAL PROPERTY OWNER CAN TAKE

When it comes to selling a commercial property, there are three common paths to consider:

1. Traditional Broker Sale

The Benefit: Broad market exposure, competitive bidding, and the potential for top-of-market pricing if timing and conditions align.

The Tradeoff: Longer timelines, uncertainty, market friction, commissions, inspections, and deal fatigue. Not every asset benefits from a full market process.

2. Self-Managed Sale

The Benefit: Full control over pricing, negotiations, and buyer selection.

The Tradeoff: Owners carry the entire burden of marketing, underwriting, buyer qualification, and execution risk. Missed pricing signals and stalled deals are common.

3. Direct Buyer Review with Patriot Property Buyer

A Clear, Certain Path: We provide a disciplined review process designed to determine fit, value, and feasibility. No obligation. No pressure. Just clarity around whether a direct transaction makes sense.

Speed, certainty, and alignment. Not every property is a fit and that's by design.

THE FAST-TRACK TO CLARITY

Moving efficiently doesn't mean cutting corners. It means working with a buyer who is prepared, decisive, and aligned.

Here's how our process works:

1. We Review the Property

You share the basics of the asset. We evaluate size, layout, market, tenancy, and positioning to determine initial fit.

2. We Align on Timing

If there is alignment, we discuss timeline flexibility and transaction structure so expectations are clear from the start.

3. No Listing. No Guesswork.

When a property fits our buy box, we move forward directly. No marketing cycles. No unnecessary delays. Just a clear path forward.



THE STRATEGIC ADVANTAGE OF A 1031 EXCHANGE

Executing a 1031 exchange isn't about rushing decisions. It's about working with a buyer who understands timing, structure, and alignment.

Preserve more capital at sale

A 1031 exchange allows owners to defer capital gains taxes, keeping more equity available to reinvest rather than losing it at closing.

Reposition without resetting

Owners can transition into assets that better align with current goals, whether that's reduced management, stronger markets, or improved cash flow, without starting over.

Turn a sale into a strategic move

When structured correctly, a 1031 exchange creates flexibility and leverage, transforming an exit into a planned step forward instead of a forced decision.





SECURING YOUR FUTURE: UNDERSTANDING COMMERCIAL PROPERTY VALUE

Selling a commercial property isn't about exiting an asset. It's about understanding what drives value and choosing the right moment to act.

Here are the core factors owners should evaluate:

Assess the Asset

Building size, layout efficiency, clear heights, condition, and functionality all impact buyer demand and pricing.

Consider Your Timeline

Some owners prioritize certainty and speed. Others focus on maximizing price over time. Understanding this upfront changes the right strategy.

Understand the Market

Submarket dynamics, tenant demand, population growth, and rental rates all influence how buyers underwrite value.

Evaluate Optionality

Sometimes the best decision is not selling. Sometimes it's selling off-market. Clarity creates leverage.



TAKE CONTROL OF YOUR NEXT MOVE

At Patriot Property Buyer, we believe freedom comes from optionality.

Whether you are considering a sale now, later, or simply want to understand where your property stands, information creates leverage.

Action Plan

1. Clarify your priorities: timing, certainty, and outcomes
2. Understand your asset and market position
3. Request a property fit review to determine next steps

No pressure. No obligation. Just clarity.





PATRIOT PROPERTY BUYER



At Patriot Property Buyer, we believe commercial property owners deserve fair, transparent, and disciplined transactions.

Founded on service, integrity, and accountability, we focus on properties where alignment exists and certainty matters.

Rooted in military discipline and long-term thinking, we operate with respect for owners, brokers, and partners alike.

We treat every opportunity as a relationship, not a transaction.

We Promise Clear Communication, Fair Evaluation, and Respect for Your Time.



STEVE "MURPH" MURPHY
COO



JOE EVANGELISITI
CEO



Fair Cash Offers

Straightforward numbers based on real data. No games. No delays. Close on your timeline without brokers, repairs, or lengthy negotiations.



Creative Financing Options

Flexible structures such as seller financing, leasebacks, or hybrid arrangements that support cash flow, tax planning, and long term goals.



Partnership and Equity Buyouts

Clear pathways for dissolving partnerships or exiting shared ownership without disruption.



Tenant Resolution and Transition Support

We help owners navigate tenant complexities so you can sell without stress, conflict, or legal uncertainty.



Tax Conscious Exit Planning

We align your sale with strategies like 1031 exchanges, installment sales, and equity rollovers to protect and optimize your position.



As Is Sale for Problem or Distressed Properties

For properties with vacancies, deferred maintenance, or operational challenges, we create a direct and simple exit plan.

Get Your Complimentary Consultation



(856) 856-5339



PatriotPropertyBuyer.com