

HAVE YOU BEEN APPROACHED BY A DEVELOPER?

One trend that we continue to see across growing markets is developers approaching churches. When this occurs, we sometimes see what we call “the tyranny of the urgent” kick in. This can often consume the pastoral team, leadership staff and the congregation in trying to understand how to best steward their assets. Real estate shouldn’t be the number one focus of a pastoral team. That’s why Foundry has the resources to help the team make the best decision possible in regards to its real estate.

Our team likes to ask these key questions when a church reaches out after being approached by a developer:

- Are other developers interested? (If one is interested, the answer is most likely ‘yes’.)
- Will selling, leasing or joint venturing with this developer help our church accomplish the mission we’ve been called to?
- If our ministry is the lens that everything should be looked through (including real estate), how do our ministry goals impact our real estate needs?

If you’d like to discuss any of these questions or if you have been approached by a developer, please give us a call. We’d love to talk through them with you.

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