

Smart Notes

How to Win Work With Pattillo Industrial Real Estate, with Larry Callahan

1. Retail and industrial are converging to support the needs of e-commerce, spurring up demand for new developments.
2. With an average of 200,000-250,000 sq/ft, some of the new developments are reaching 1M sq/ft with 100-acre parcels of land
3. The last-mile delivery and technological evolution are driving the warehouse needs, including size, how they are laid out, and how the office space is structured. It is an ideal that is very hard to meet
4. Fulfillment center location preferences are starting to change, moving from the rural outskirts of town to close proximity of population centers.
5. When it comes to working with Pattillo and other industrial real estate developers, the scope demands team players who are engaged in the project and their community.
6. If you are seeking work with Pattillo, expect to have roughly three people involved in the selection process, all looking for relationships that can be built, project-over-project.

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