

# Integrated Brokerage Services

**We recognize that each assignment is of critical importance, whether for a first-time tenant or experienced landlord. It is vital that we cover each aspect of your transaction in detail, and that your dedicated leasing and management team have the capability to handle your other real estate needs as they arise.**

We live and breathe the day-to-day happenings of landlords, tenants and the local market - keeping us one step ahead of our competition. This enables us to anticipate and formulate a proactive plan of action with regards to new leases, tenant relocations, downsizing or expansions.

Our clients range from institutions and pension fund advisors to private developers and individuals. Their needs are as diverse as their businesses and our intent is to provide custom solutions that are focused on their business objectives and financial bottom line.

Our brokerage experts provide a full spectrum of transaction expertise including single building and portfolio acquisitions, dispositions, leases, subleases, lease renewals, lease expansions, land acquisitions and dispositions, build-to-suits for purchase, build-to-suits for lease, sale/leasebacks, tax-free exchanges, and sealed bids.



## Project Leasing

Our leasing philosophy is to address every assignment as though we were the owner and to view each assignment from a focused, strategic angle. Our goal is not just to fill the vacant space in a property, but rather to increase the value of the asset by assessing the owner's needs and objectives and satisfying those goals.

## Tenant Representation

Depending on your real estate size requirements, we scale our services to fit your needs. Our unique consultative process offers security and direction from local experts on the ground. We navigate the details of relocation competitive properties, market data, rental rate negotiation and TI options. We are equipped to cater to our clients locally and to handle larger issues' such as legal and local codes compliance as they expand across state or international lines.

## Acquisition & Disposition

We bring experience from all sectors of business, and our knowledge of various points of view gives you an advantage starting with site selection and acquisition. And when your project is prime for disposition, we ensure a process of sophisticated financial modeling, underwriting, commercial judgment and negotiating skills to produce maximum results.

## Advisory & Planning

We start by listening and then proceed to develop the best plan of action for your circumstances. Our strategic consultation method presents valuable options aligned with your goals which fosters your potential to be a more effective and successful business producer within your own core competency.