

THE EXPERIENCE CIRCLE

Leasing or Selling Property - Owner Representation



Property Amenities Review Understanding Property Characteristics

You attain to a deeper awareness of how the Property's current amenities stack up to market demand, and we provide suggestions on any improvements that could enhance its desirability.

Current Lease or Occupancy Review Comprehensive Breakdown of the Availability of Property

We review the existing occupancy arrangements and provide you the calmness that comes from knowing a realistic timetable to complete any potential transaction.

Market Fundamentals Overview Trends and Market Dynamics Analysis

We provide insights and interpretation on the immediate marketplace so that you have a clear picture of current supply vs demand fundamentals.

Competing & Completed Transaction Comparison How the Subject Property Compares to Other Activity

We provide a concise explanation of how the Property compares to other similar recent transactions and competing projects in the area, so you have an accurate interpretation of the value of your property.

Valuation of Rental Income or Sales Price ('BOV') Clear Expectation of Achievable Price Range

Secure a realistic and timely professional opinion of value based on key features and location of the Property, relevant market activity and trends, and competing projects; this brings focus and clarity for decisions.

Follow-through and Commitment Completing the Process and Ensuring Performance

To reduce complexity and give you peace of mind, we offer a timely review of the existing project obligations and a pledge to ensure that future projects are handled with the same care and thoroughness.

Qualifying, Negotiating, and Execution of Agreement Experienced Review and Strategies for Successful Outcome

To reduce false starts, we leverage our experience on similar transactions to both obtain the best outcome for you in the negotiation and to ensure the performance of the agreement by each party.

Marketing Approaches & Offering Presentation Professional Delivery of the Opportunity to the Market

We employ our Client's Advantage system to strategically display your offering across a multifaceted platform in an efficient and engaging way, so as to maximize exposure, interest and the price for your Property.

High Quality Agency Representation The Owner's Interests and Objectives are Well Represented

You experience the benefits and trust that comes from having a fiduciary relationship throughout this process as this will ensure that your intentions and objectives are executed professionally and timely.

Understanding Financial Objectives Motivations and Financial Analysis of the Lease vs Sale Alternative

Working alongside the owner's tax and estate planning team, we help you understand and be comfortable with the income or tax ramifications of various transactions, so you don't leave money on the table. don't leave money on the table.

