



CALL Avery Murrah @ #210-900-9505

10 Reasons for Broker Assistances

1.) Our services save you time and money.

When you call on advertised space for lease, that Listing Broker has a fiduciary responsibility to the Landlord to use all of his expertise to negotiate for him the highest and best price for his space. As your Tenant Representative, it is my fiduciary responsibility to use all of my expertise to work for your best interests and get for you the best price and terms. I use my market knowledge, experience and the proper research tools to bring you the options you need to consider when making a lease or purchase decision, which saves you time and money.

2.) We help you find the right fit for your business needs.

Chasing "For Lease" signs seldom result in the efficient use of your time because all space is not created equal. We consult with you to determine what your business needs are and then find options for you in a given area of interest that meet those needs thereby conserving your time and energy.

3.) Our market knowledge is your best resource.

Many times, depending upon the market, there are Landlord concessions that are used to make deals happen. Seldom are they advertised outside the brokerage community. We track vacancies and know which Landlords have pain and where the deals are.

4.) As your representative, you have one call to make and we do the rest.

Imagine the number of calls you would have to make to set up a 6 building tour, which is all time away from your business. Dealing with 6 different brokers, all calling with 6 different sets of terms, all trying to monopolize your time. It is our responsibility to manage all aspects of the negotiations and organize the facts so that they are easy for you to read.

5.) Our market access can be used to increase your options.

We subscribe to industry specific databases to keep up with vacancies, rates and other opportunities. We are involved with city groups, networking organizations, and industry leaders that enable us to know of properties that may not be on the market now or properties that may soon have space available.

6.) When we represent you, there is no conflict of interest!

As your agent, we owe allegiance only to you. All of the information we obtain in the search process is given to you. The listing agent is bound by his duty to the Landlord to not give you information that would disadvantage the Landlord's position. Since we are not obligated to represent one property, we are free to bring you all options so that you can decide what is best for you. Knowledge is power and you having an agent to advise you is powerful!

- 7.) Using our service will reduce stress and frustration which is common in real estate transactions. There are many aspects of a move that impact the decision process. We meet with you to understand your needs and the needs of your business. Location, build-out, parking, access, visibility, light, access to power, utilities, just to name a few all impact the decision to accept a location. Once we understand your objectives and needs, we sift through the options while you run your business. Our whole reason for being is to link business to solutions.
- 8.) It is important to ask the right questions when evaluating options. City rules and regulations, zoning, utility capacity, special use permits all impact what can be done at a given location. Don't risk making a commitment and then find out your use is not permitted at the location. Let us do the work that reduces your risks.
- 9.) Many times we can be your resource for additional services. It is our objective to be your "go-to" source for business needs – a valuable asset to the business. Through our network of sources, we vet the providers of those services typically needed by the usual and typical tenant. When we think you would be benefited by one of our contacts, we offer you the information.
- 10.) Last but not least, our service is very cost effective! Most generally, there is not a cost to you for our services! Almost every listing agent factors in a commission to pay for the Tenant Rep Broker, which is paid by the Landlord or Owner. This is just the marketing costs for the property. If you were to negotiate your own deal with the Landlord's agent, it would be uncommon for them to allow you any credit for any portion of their commission and the base rate you pay will most likely not include all of the incentives and discounts typically given.



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