

# Tenant Representation

## The Key to Finding the Right Real Estate Solution for Your Business

No matter the size or location, our team understands the specific technicalities that come with each corporate sector. Our brokerage team has the local market knowledge and vast experience to ensure our clients secure the highest caliber and most cost-effective office space to fit their needs.

Here are just a few of the many tenant representation services we handle for our clients:

### Tenant Representation

- Needs assessment, creation and definition of requirements
- Location analysis and state selection, including labor analytics, proximity to transportation nodes, government incentives and real estate costs
- Site selection and identification of alternatives
- Building due diligence and evaluations
- Proposals, negotiations and financial analysis
- Tenant improvement planning, pricing and scheduling
- Employee demographic analysis
- Lease review and negotiations
- Portfolio management across the nation and globe

### Leasing a Building or Space

- Renewals and restructurings
- Relocations
- Expansions in an existing building
- Contractions and consolidations
- Lease buyouts and terminations
- Build-to-suits
- Sale leasebacks
- Building purchases

### Purchasing Land and/or a Building

- Feasibility studies
- Lease vs. purchase evaluation
- Lease-to-own structuring
- Purchase and sale agreements
- Property due diligence

## No Cost to You

Many companies are not aware that our expert tenant representation services don't require payment by them. Our services are paid by the building owner—who typically pays a fee whether you hire representation or not—so there is no additional cost to you. Similar to home sellers, the seller/landlord pays the commissions—not the buyers (or in leasing, the tenant).

For an extensive collection of our office client case studies, please contact us directly.



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Working with Hughes Marino these last five years was a fantastic experience. They are responsive, loyal, professional and understand client needs that achieve our goals and objectives. I had the privilege to work with them on our most recent lease renegotiation and expansion. They did an excellent job of negotiating very favorable results—all while insulating us from a tough negotiating landlord. The fact that they only represent tenants speaks to their success in achieving client satisfaction. Our transaction included a significant multi-floor occupied remodel, and Hughes Marino's Planning + Design and Project Management teams worked together with the brokerage team to bring our office up to date and emulate our brand and values. We can't recommend Hughes Marino enough!"

**STEVEN COLOGNE**  
MANAGING PARTNER  
HIGGS FLETCHER & MACK, LLP