

A close-up photograph of two hands shaking in a firm grip, symbolizing a business agreement or partnership. The hands are positioned in the center-left of the frame. The person on the left is wearing a white long-sleeved shirt, and the person on the right is wearing a blue and white striped suit jacket. The background is a bright, out-of-focus office environment with windows. The image is overlaid with a large blue geometric shape on the right side, which contains the company name.

# TENANT REPRESENTATION

Ackerman & Co.

## DELIVERING EXPERT CONSULTATION FOR EVERY SITUATION.

The cost of real estate, the second highest expense after personnel, can significantly affect a company's bottom line. You can manage this expense and turn it into an advantage by putting an expert in your corner.

Regardless of your company's size or need, our goal is to match your objectives with the optimal real estate solution while you stay focused on what matters most – running a successful business.



### ➤ WHY DO YOU NEED TENANT REPRESENTATION SERVICES?

A tenant representation broker is your central point of contact, helping you navigate the complexities of the occupancy process at every step for a seamless and successful transaction.

Most buildings have listing agents representing the landlord's best interest. This puts you at a disadvantage without representation. Let Ackerman advisors advocate for you, at every transaction and every stage!

### ➤ HOW MUCH DOES A TENANT REPRESENTATION ADVISOR COST?

Nothing; there is no cost to you! The tenant representation broker's fee is paid in the form of a shared commission by the landlord's broker.

# DEEPLY VESTED IN YOUR SUCCESS

Since 1967, Ackerman & Co. has been the exclusive agent for tenants locally and nationally ranging in size from 1,000 to more than 200,000 square feet. We offer a unique and flexible step-by-step process that focuses on the needs of your organization. **Whether seeking new space or to renew existing space, relocate, expand, consolidate, sublease, buy or sell**, our experts are fully committed to your interests.



We start by getting to know you, your business and understanding your requirements. We follow with up-to-date real estate research, local and in-depth market expertise backed by deep industry relationships to develop a tailored occupancy plan specific to your needs.

## OUR VALUE-ADDED TENANT REPRESENTATION CAPABILITIES INCLUDE:

- Lease negotiation, analysis and execution
- Reviewing and restructuring existing lease
- Performing lease audits
- Analyzing existing space requirements
- Surveying and investigating available properties
- Conducting property tours and evaluation
- Site selection
- Management of tenant improvement
- Financial and market analysis
- Portfolio management
- Property acquisition & disposition
- Cost-saving initiatives

## OUR BROKERS SPECIALIZE IN THE FOLLOWING PROPERTY TYPES:

- Office
- Medical
- Retail
- Industrial



## MULTI-FACETED EXPERIENCE. AGILE INSIDERS.

Ackerman brokers are respected, award-winning industry experts with extensive transaction experience and unsurpassed market intelligence. Our tenant-driven advisors bring years of solid lease negotiation skills guaranteeing the most advantageous rental rates and lease terms.

We will represent your interests with the same tenacity **whether your lease requirements are small, large or in the pre-commitment phase.**

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