



Real Estate Advisors

Consulting Services

In instances when it is determined that Centric Real estate Advisors is not the right fit as the “outside broker” for a specific real estate leasing transaction, we are available as an adjunct to your internal real estate department offering a project management approach to the **entire** process.

Process Framework:

Assembling the team

There is no shortage of highly qualified real estate brokerage companies to help accomplish your real estate objectives. However, the decision has become more critical and complex as rental rates have skyrocketed and brokerage providers have become global corporate conglomerates.

For companies not in the real estate market on a daily basis, hiring real estate providers can be a daunting task. We can help.

Broker Selection Process/Hiring the Broker

Centric Real Estate Advisors can orchestrate the broker selection process with brokers selected by you or make recommendations based upon who has specific expertise in working on transactions with similar objectives. In essence, as industry insiders we know who would be “the right tool for the task”.

Procedure

- Create a Proposal for Services document to be submitted to candidate brokerage companies
- Conduct formal interview process
- Due Diligence
 - Check client references provided
 - Conduct tours of recently completed transactions of a similar nature by the proposed project team

- Make brokerage recommendations based upon the interview process and other due diligence
- Negotiate brokerage employment contract (in conjunction with your real estate attorney or general counsel) and provide fee comparisons for services provided
- Identification of potential conflicts of interest which may impact the selection process
 - Instances in which a candidate broker represents your current landlord
 - Instances in which a candidate broker represents a potential future landlord
 - Instances in which a candidate broker represents other tenants in your building (if you are looking to expand)
 - Instances in which your candidate broker represents other clients with similar or identical space needs to your own
 - Instances in which your candidate broker represents your major competitors

Additional Services

After the internal team is assembled, there is a comprehensive “menu” of other transaction services that may be provided to you. A representative sample of some of these services includes the following:

- Validation of Sarbanes-Oxley principles (despite the appearance of conflicts of interest)
- Providing a second opinion on various candidate locations i.e. transaction appraisals or opinion of market value
- Overseeing and conducting internal project meetings
- Producing internal project meeting notes and status reports
- Establishing and monitoring internal comprehensive project budget
- Overseeing and adhering to internal project schedule
- “Conflict of Interest Buffer” in instances in which your broker represents both sides of any transaction
- Lease provision benchmarking (in conjunction with your general counsel or real estate attorney)

- Due diligence investigation on the financial condition of building owners and/or partnership structures

Compensation

Compensation models are **Fee based vs. Commission based** and determined in accordance with services provided.