

Tenant Representation Services



Colliers



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We Listen. We Learn. Then We Talk.

A lease is often the second largest expenditure for a business after payroll, so it must be more than a cost center. We strive to make your real estate a competitive advantage and a tool to be used to recruit and retain talent. Working on your behalf, we will form strategies to meet your current and future needs, provide market conditions, trends analysis and identify potential hurdles to ensure minimal disruptions.

Delivering expert advice is important and while we are experts in commercial real estate, you are the expert on your business. So, we begin by asking questions. This enables us to analyze your situation and needs, as well as market characteristics and trends. By understanding these key fundamentals, we are well positioned to provide a distinctive level of service that allows us to do what matters most: **develop actionable plans that optimize results for your organization.**

The Tenant Rep Guide Process

Fact Finding

- Understanding your business needs
- Determine your property needs
- Identify decision makers and confirm critical time path

Evaluation

- Conduct requirement evaluation
- Produce real estate brief
- Evaluate market alternatives: relocate or renew

Relocate

- Confirm real estate requirement evaluation
- Brief preferred lessors
- Confirm development sites/existing building options and assess via inspections
- Begin offer/counter-offer process
- Short-list options, work with design consultant to evaluate space plan

Renew

- Confirm existing premises as most desirable opportunity
- Brief existing lessors
- Confirm real estate requirement evaluation
- Work with design consultant to evaluate space efficiency
- Begin offer/counter-offer process

Commit To Premises

- Commit to new (or existing) premises
- Complete new (or variation of) lease documentation
- Complete tenant improvement design and project management

Our Mission

Maximize the potential of a property to accelerate the success of our clients and our people.

Our Commitment

At Colliers, we see real estate from your perspective. Occupying the ideal space, in the right location and within an optimal structure can elevate your brand, streamline operations, attract leading talent all while making a meaningful impact on your bottom line. We examine the dynamics of your industry, business and market to align real estate solutions with your business objectives. Our experts serve occupiers and apply specialized knowledge and efficient service offerings to ensure you achieve a competitive advantage.





We Understand Occupiers

In today's highly competitive and evolving business environment, our proven performance and methodology allows us to serve occupiers in any scenario.

We start by listening to and understanding your unique situation. Then, we leverage our enterprising platform to develop a custom solution to meet your needs.

Our Market Knowledge

What sets Colliers apart is not what we do, but how we do it. Our advisory approach is focused on the unique needs of occupiers. We bring specialized expertise across property types and global geographies.





Office

Helping you find the right office or flexible workspace to grow your business and brand, retain talent and maximize productivity.



Industrial

From manufacturing and warehouse facilities to final-mile distribution centers and supply chain and logistics consulting, we guide you to the right industrial solution.



Retail

Retail is more than physical space; it drives the consumer experience. Our experts advise you to define, implement and execute your retail strategies.



Healthcare & Life Sciences

We understand the strategic drivers of this sector and the unique relationships between these environments, partnering with you to enable research and innovation.



Data Centers & Technology

Providing technology solutions to help you align your organization's needs, crafting real estate strategies to intersect your business and cloud services and keeping you in front of the digital revolution.



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