BALKE BROWN
TRANSWESTERN®
COMMERCIAL REAL ESTATE

TENANT REPRESENTATION SERVICES

Balke Brown Transwestern tenant representation services capitalizes on our market knowledge to create leverage in negotiations in order to minimize your occupancy costs and maximize employee productivity.

Balke Brown Transwestern professionaly represents your interests in the following scenarios:

- Renewal and/or renegotiation of an existing lease
- Relocation of your firm to a new building
- Purchase of a building for tenant's occupancy/ownership
- Site selection for construction of new building
- Sale/disposition of current building

Project Approach:

Balke Brown Transwestern focuses on obtaining a thorough and informed understanding of our clients requirements and objectives.

These objectives typically include:

- Square footage requirements
- Space design
- Growth projections
- Financial goals
- Location preference
- Project timeline

Tenant Representation Process

Existing Property Review & Lease Analysis

Market Analysis / Property Tours

Financial Analysis of Selected Properties

Deal/Lease Negotiations

Finalize Lease

Project Coordination

Determine main objectives/requirements in order to develop project strategy

Submit Requests for Proposal's (RFP's) to Landlords of selected properties to create a competitive environment

Narrow alternatives and assess all deal points and ancillary issues

Leverage market knowledge and competition to achieve most favorable lease terms

Complete negotiations of lease documents and commence construction process

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St. Louis, MO 63110
314.621.1414
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Why Balke Brown Transwestern:

- Over 30 years experience in every major St. Louis sub-market
- Long term relationships with the most experienced local contractors and architects
- In-house resources including financial analysis, construction management, development, property management and incentive procurement
- Experience with complex development / re-development assignments
- Significant acquisition experience including structuring partnership and loan agreements

Partial Client List

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