

Build-to-Suit Real Estate Developer Commercial and Industrial Real Estate

We like to think of ourselves as a user-friendly developer with a hands-on, personal approach to the business. We don't need to consult with third parties or a board of directors to make decisions. As your representative, we will dedicate ourselves to achieve your standard of excellence.

We have been full time real estate entrepreneurs since 1977. Below are some of the business categories we have been involved with:



- Successfully owning and operating a real estate brokerage business
- Listing and selling properties
- Conducting site selection
- Tenant and buyer representation
- Land work transactions such as assemblage, completion of due diligence, rezoning and permitting
- Purchase and sale of real estate
- Development of real estate on a build-to-suit basis

Site Selection

We have procured sites for our clients throughout the United States. The experience we've gained since 1977 allows us to go to any city and find the perfect site for any type of user. Each client that we represent has specific needs and site selection criteria. We are able to quickly learn the needs and criteria and find—or create—the best locations within the market. It is often the case that the best site or space is not available for sale which would preclude us from being a developer/landlord. In these situations, we act as our customer's agent and negotiate the best lease terms available.

Tenant Representation

Site selection is the same process whether we are acting as a developer/landlord or as a Tenant Representative. One of the most important aspects of the Tenant Representation service is the ability to properly and professionally negotiate the business terms of a lease for our clients. Having been in the real estate business since 1977, a build-to-suit developer and owner of many commercial properties, we can negotiate any lease with tremendous skill and knowledge. This skill is truly the most valuable aspect of Tenant Representation.

Build-to-Suits

Anyone familiar with the build-to-suit business can confirm that there are hundreds of details involved in the process! Our best description of the service we provide would come from our clients. Upon request, we are happy to provide you with the names and telephone numbers of the people we have created stores for.



Past and current tenants include:

- The Goodyear Tire and Rubber Company
- Kinko's, Inc.
- Valvoline Instant Oil Change
- Parts America (AKA Advance Auto Parts)
- Pier 1 Imports
- Ace Hardware
- American Automobile Association (AAA)
- Gander Mountain
- Bank of America
- The Men's Wearhouse
- U.S. Cellular
- Marquette University
- Walgreen's
- Office Depot
- Best Buy



References

- Pier 1 Imports
- Advance Auto Parts
- Marquette University
- Ace Hardware
- Office Depot
- Gander Mountain
- Target Stores
- Kinder-Care Learning Centers
- Valvoline Instant Oil Change
- Hank Aaron Enterprises
- Rocky Rococo
- Enterprise Rent-A-Car
- Amoco Oil
- American Automobile Association (AAA)
- Super America
- Beverly Enterprises
- Batteries Plus
- The Goodyear Tire & Rubber Company
- Bonanza Restaurant
- Pick n' Save Warehouse Foods
- Honey Baked Ham
- H & R Block
- The Great Frame Up
- Kinko's
- J.C. Penney Company
- Best Buy
- The Men's Wearhouse
- Walgreen's
- Bank of America
- U.S. Cellular

Please contact us for additional reference information.



Our goal is to have every customer associate the word "Quality" with all of the services we provide and all of our business relationships. Please contact us for additional references or information.

We are happy to answer your questions!