

Tenant Representation

ABOUT TENANT REPRESENTATION



Central Florida

THE CFI TEAM

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Our goal is to convert our market knowledge into a client advantage, providing the best creative solutions to take advantage of current market conditions and opportunities.

The key to successful Tenant Representation is knowledge - knowledge about the client's business plan, operational issues, funding, employee base, and more. The CFI Team combines our dedication to each client's interests with our thorough understanding of the Central Florida area, our knowledge of the economy and current real estate trends. Then we go to work.

After understanding our clients' objectives and issues, we begin the following process:

DEFINE REQUIREMENTS

We carefully assess your company's specific facility needs and preferences.

MARKET ANALYSIS

We survey all of the properties that fit our clients' initial facility requirements taking into account current market trends, submarkets and other logistical issues. We then compile this information in a highly customized, concise, easy to analyze and understand format complete with asking rates, floor plans, site characteristics and other selected information about each individual property.

SITE SELECTION

We tour the properties that best fit the clients' needs based on the preliminary information included in the Market Analysis.

REQUEST FOR PROPOSALS

Based on the Site Selection tour we formulate several Request for Proposals to the most qualified properties outlining the clients' individual needs and preferences.

COMPARATIVE ANALYSIS

After receiving proposals from the shortlisted properties, Colliers International Central Florida prepares an in depth analysis with comparative software of the opportunities and how they compare to one another.

REFINING PROPOSALS

Our goal is to maximize the return to our clients and we do this by understanding the market and creating the best deal possible with superior market knowledge and expert negotiations.

PROJECT EXECUTION

We execute the deal that provides the best opportunity for our client which includes the following process: Letter of Intent to top properties, negotiate lease terms along with legal council, and monitor construction/ build out timeline.

POST TRANSACTION SERVICES

We provide ongoing market data, updated market rate comparisons as needed, and lease abstracts.

The CFI Team at Colliers International Central Florida is proud of our reputation as energetic and respected tenant representatives and corporate real estate advisors. Our goal is to create a transaction that is economically beneficial to our client as well as making the transition as smooth as possible with as little business interruption as possible.