



NATIONAL SERVICES

CAPABILITIES

Does your organization have satellite offices? Are you currently examining how to break into a new market? Are you frustrated with having to find space in other regional markets? Lee Partners has many years of experience assisting local companies understand the vagaries of other regional markets, and can provide you with market research and other brokerage services. With advances in communication technology many of our services can be tendered remotely. If it is in our client's best interest, we can also contract with other regional providers to get the right information at the right time.

Services Provided:

- Needs Analysis
- Local Site Selection
- Background Space Checks
- Surveys of Regional Markets
- Localized Space Comparisons
- Remote/Local Negotiation

CASE STUDY – MRO SOFTWARE

When Bedford, MA based MRO Software required brokerage services in Herndon, VA, they called on Lee Partners. We carefully analyzed their most current local lease information and consulted them on their forward looking needs and requirements.



After discussing the costs and benefits of moving to prime space versus moving to less expensive space, we demonstrated the differences by providing MRO Software with a survey of all available properties in the Herndon, VA area. By working closely with the client, we were able to rapidly dismiss unsuitable properties, and focus only on the most promising sites. We selected the top 5 candidates, and sent each one a request for proposal – from the responses we received, we negotiated terms and conditions, eventually settling upon a space that offered our client unparalleled value.

Due to the success of that transaction, MRO Software returned to Lee Partners seeking assistance in further expanding to other national and international locations. To date, Lee Partners has brokered or co-brokered space in Houston, Atlanta, Miami, and London, ONT. We have also done extensive market research in other sites like Los Angeles, Surry, England, and Sao Paulo, Brazil.

