

PRIMARY SERVICES

NEEDS ASSESSMENT



Lee Partners takes the time to listen to exactly what you need, taking special care to ask the relevant questions that other brokers may not. We firmly believe that clarity of vision comes not from a formulaic question and answer period, but rather, as a net result of multiple conversations. We recognize that needs change over time, and we have developed feedback loops that ensure that we can mutually overcome any obstacle throughout the transaction.

LEASE ANALYSIS

A crucial step in understanding the options available to the client is to review the current lease. Our lease analysis activities include a review of the base lease data (size, term and cost) and a determination of what notices may be required for expansion or lease extension. We then review all exhibits and addendums and look at any existing sublease clauses or restoration provisions that may have an impact on what options you have available.

STRATEGIC PLANNING

Experience has taught us that downstream problems are best addressed before they are even recognized as issues. Our strategic planning exercises start early, and our questions are the direct result of many years of practice. We know that little details such as ADA specifications, utility considerations, occupant history, loading dock size, ceiling height, and property management personnel can have much larger consequences than originally anticipated.



SPACE PLANNING

Our core capabilities as a service firm center around our ability to holistically look at how your needs match the current market opportunities. Each space comes full of character that may or may not match your requirements. We have worked extensively with architects, program managers, construction managers, designers, builders, furniture wholesalers, and network engineers and can help broker their services. We will carefully listen to your needs and put together a plan that cost effectively meets those requirements in a timely manner.



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RESEARCH SERVICES



In conjunction with traditional field-based and web-based research methods, Lee Partners utilizes industry standard technologies like CoStar to marry your requirements with current market opportunities. Never content to statically deliver stock information, Lee Partners goes the extra mile to explain the meaning and impact behind the information. Our back office systems combined with our experience and market savvy ensure that you get complete information enabling you to make the best possible decisions.

SITE SELECTION

Where you ultimately decide to expand or relocate to is dependent upon many factors. In addition to the obvious ones like price, location, term, and availability, you also must take into consideration some less evident features such as parking, environmental concerns, transportation proximity, local amenities, HVAC systems, and ownership nuances. Our extensive experience has sharpened our eyes and our ears and we can help to point out the sometimes subtle differences between multiple sites. We will clearly articulate those differences, enabling you to confidently make the right decision.

LEASE NEGOTIATION



At Lee Partners, we understand that lease negotiation begins well before the introduction of an available property. It underscores each conversation and is culminated only after a series of blunt conversations and some legal wrangling. At every turn of events we can steadfastly navigate through objections and straw-man arguments to ensure that your requirements are met. Our record clearly indicates that our attention to detail, firm grasp of client requirements, and extensive experience will translate into the best possible deal for you and your organization.

PROJECT MANAGEMENT

Though many brokers treat the signing of a lease a something of a finish line, Lee Partners understands that the transition to new space is exactly when further broker services are required. We can help you line up the right resources to manage the new project of relocating, building out new space, or renovating existing space. At a time of much anxiety, it is reassuring to know that Lee Partners will be there for you to help with all aspects of a move.

