

# BROKERAGE ADVISORY SERVICES

At some point your lease will expire and you will need to negotiate to stay in your current location, business expansion, potentially relocate, purchase, or sell properties.

We help companies save valuable time and money by negotiating their leases and simplifying an arduous process.

## What makes us different?

### Local Ownership

We own our firm and make all decisions more quickly and effectively than large corporate firms.

### Talent

We have negotiated over 3,500 transactions - more than our competitors. This wealth of experience and wisdom will be put to work for you.

### Velocity of Work

We operate at a faster and higher level of velocity, creating more interest and deeper levels of trust.

### Deep Bench

5 Principal brokers  
2 Jr. Brokers  
5 Support Staff  
Directly working on your assignment!

### Local & National Market Experts!

## GREGG KAFKA, CCIM, Office Real Estate Expert

PRINCIPAL | 602.954.3777 | [gkafka@leearizona.com](mailto:gkafka@leearizona.com)



Mr. Kafka specializes in the representation of landlords and tenants, specifically in the leasing and sales of office properties in the metropolitan Phoenix real estate market. Mr. Kafka's extensive knowledge of the Metropolitan Phoenix market is complemented by thorough analysis and marketing skills involving tenant relocation, tenant expansion, lease negotiations, market analysis and property marketing. These qualities, along with a significant background in constructive management, have enabled him to become a respected presence within the market. ethical standards to which we remain accountable.

### PARTIAL CLIENT LIST

- AFS Technologies
- BerryDunn
- BHHS Legacy
- Buchanan St. Properties
- Churchill Mortgage
- Cypress
- Fairway Independent Mortgage
- Flex Technology Group
- Furst Properties
- Irgens
- Lincoln Properties
- Mainspring Capital
- Mark IV Capital
- McCarthy Cook
- North American Title
- Oaktree Capital
- Opus
- Orsett Properties
- Regent Properties
- Ryan Companies
- Sequoia Consulting Group
- State Farm Insurance
- Thomas Title
- Velocis
- Via West

## MARC PIERCE, Industrial Real Estate Expert

PRINCIPAL | 602.954.3750 | [mpierce@leearizona.com](mailto:mpierce@leearizona.com)



Mr. Pierce is a licensed Arizona Real Estate Broker with over 30 years of commercial real estate experience. He is the Senior Leader of the Property Solutions Team at Lee & Associates and has completed 880 transactions totaling 13 million square feet and 290 acres. He is an active member of the Arizona Technology Council, Greater Phoenix Economic Council, Arizona Israel Technology Alliance and Accelerent Partner. Mr. Pierce specializes in the representation of clients in the leasing and sales of industrial, office, land, build to suit and investment properties in Metropolitan Phoenix and Central Arizona. Mr. Pierce's extensive knowledge of the Metropolitan Phoenix market is complemented by thorough analysis and marketing skills involving tenant relocation, tenant expansion, lease negotiations, market analysis and property marketing. These qualities, along with a strong work ethic, have enabled him to become a respected presence within the market.

### PARTIAL CLIENT LIST

- Intel Corporation
- Daifuku America
- ProperSys Corp, a Taiwan Puritic Company
- Allied Waste
- Arizona Commerce Authority
- Arizona Industrial Properties
- Boeing Corporation
- MD Helicopters
- Bombardier Motor Corp.
- Bravada Yachts
- City of Mesa Economic Dev.
- City of Phoenix Economic Dev.
- EastGroup Properties
- Edelbrock Corporation
- First Industrial Dev. Services
- Greater Phoenix Economic Council
- Hewson Company
- Koll Management Services
- Leybold Corporation
- LGE Design Build
- Daedalus Development
- (Longbow Business Park)
- New York Life Insurance
- Peabody Hotel Group
- RF Micro Devices
- Silagi Development
- Sun State Builders
- Timken
- Wilson Property Services
- Majestic Realty Co.

## BY THE NUMBERS

**#1** TOP  
PRODUCING  
BROKER IN  
LEE & ASSOCIATES  
36 YEAR HISTORY

**NAIOP**  
AWARD OF EXCELLENCE  
WINNER

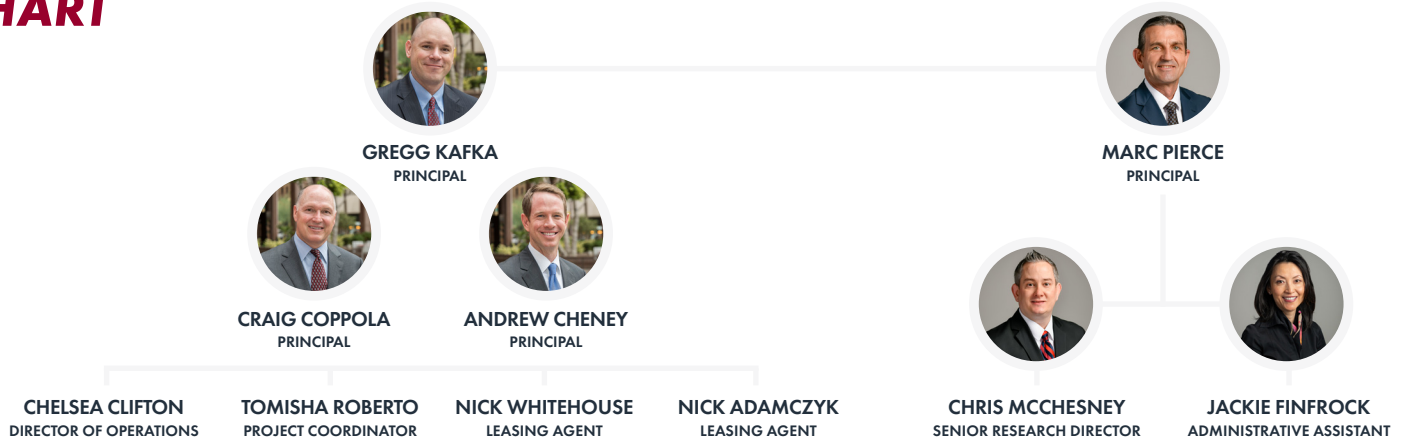
**4000+**  
TRANSACTIONS

**6** TIME  
NAIOP ARIZONA  
OFFICE BROKER  
OF THE YEAR

**OVER 50** YEARS  
COMBINED  
EXPERIENCE



# TEAM CHART



## Thought vs. Reality

**"WE DON'T NEED ADVICE,  
WE'VE DONE THIS BEFORE"**

**"I HAVE A GOOD RELATIONSHIP  
WITH MY LANDLORD AND THEY  
GAVE ME THE COMPARABLE  
DEALS DONE IN THE MARKET"**

**"I DON'T WANT TO GO  
THROUGH THE HASSLE WHEN I  
KNOW I'M GOING TO RENEW"**

Tenants and Buyers represented by real estate advisors provide the impression to landlords and owners that they're serious about transacting, motivating the landlord and owners to offer the most competitive rate or price to our clients.

Landlords and owners will only cite lease comps most favorable to their position. In order to get a complete view of the market activity and trends, our clients need a trusted advisor representing their interests who can find comps favoring their position.

The real estate advisor minimizes the hassle while also generating leverage needed in order to drive a more favorable transaction. It is when the owner sees a credible offer that they sharpen their pencils and give better terms.

## WHY USE COPPOLA-CHENEY AND PROPERTY SOLUTIONS TEAM TO REPRESENT YOU?

### What

SAVES TIME



CREATES COMPETITION



KNOWS POSSIBLE ISSUES



EXAMINES PRELIMINARY PRICING



TAKES THE LEAD



### How

Review requirements and compare potential locations in order to screen and eliminate options that don't fit or are unwanted solicitations.

Shows every property available to meets requirements and notifies the landlord of those opportunities.

Navigates the pitfalls from issues that arise in lease negotiations, and protects tenant.

Ensures the tenant build-out of improvements is maximized in an allowance from the landlord.

Gives tenant more time to focus on core business because real estate transactions are time consuming and require constant attention.