

## Tenant Representation Services

The goal of our tenant representation services is to lead you through the successful acquisition of the right space in the right location with fully negotiated business, financial and legal terms and conditions.

Whether you are buying or leasing, we represent you as the occupant and make sure your interests are served. Allegro Realty Advisors is with you through every step of the real estate process—from concept, to implementation, to occupancy and beyond. We help you:

### Define Project Requirements

- Clarify project objectives and core business drivers
- Identify critical location, facility selection and transaction criteria
- Identify, engage and coordinate additional team members (such as attorneys, architects and cost estimators)

### Identify Alternative Solutions

- Provide a comprehensive survey of market opportunities
- Apply a disciplined screening process to short-list viable alternatives
- Develop and distribute RFPs to building owners and developers
- Secure consistent, measurable proposals and responses

### Negotiate Optimal Outcome

- Position the project for maximum leverage in negotiations of both real estate terms and economic incentives
- Incorporate all team members' input (such as attorneys, architects and cost estimators)
- Analyze the financial, operational and qualitative aspects of each alternative
- Rank and prioritize alternatives to focus the negotiation efforts
- Negotiate transactions and lease documentation through a competitive process to maximize client's leverage
- Close the deal and assist with addressing any open issues through occupancy

Allegro has built an exceptional reputation in Tenant Representation by providing services to clients ranging from start ups to *Fortune 1000* companies on some of the most unique projects in the United States.

Allegro Realty Advisors is committed to helping you make the right real estate decisions. Call 216.524.0710 today and talk to one of our experienced principals or visit [www.allegrorealty.com](http://www.allegrorealty.com) for more information.

Business Advisors for your Real Estate

[www.allegrorealty.com](http://www.allegrorealty.com)

