



# Tenant-only representation. Always conflict-free.

Cresa is the world's largest Occupier only commercial real estate firm. We think of real estate as a business tool, one that goes well beyond operational need. Deployed strategically, real estate will drive profitability, enhance the Occupier's image and presence, and will attract the highest level talent.

In the past year, Cresa has worked with:

**Over 2,300**  
clients

**Covering 60**  
industries

**In 1,091 cities**  
worldwide

## The future of office space is different.

We understand you are an emerging growth company and will create a real estate strategy to:

- Maximize flexibility
- Minimize overhead and drive profitability
- Attract and retain top tier talent



# We take your business further.



Cresa stands behind an occupier-only commercial real estate model. Strategically doing so provides:

- No contractual obligations with landlords
- Freedom to negotiate more aggressively
- Time and focus solely dedicated to Occupiers
- Unbiased objective client representation
- Consistent and proven cost savings to Occupiers

**cresa**

WASHINGTON BUSINESS JOURNAL



2020 BEST PLACES TO WORK

## Workplace Strategy

Whether designing a functional and inspired space for your team or helping you with a corporate relocation, our workspace planning experts are committed to developing a space that enables flexibility, enhances productivity and supports your business objectives.

## Project Management

From the start we are by your side, protecting your interests and managing the entire process from ideation through relocation, including budget, schedule, design/construction, installation and relocation.

## Location Strategy & Economic Incentives

Choosing the optimal location for an operation takes more than reviewing real estate options. We can help you apply economic incentives, labor market analysis and network optimization into your real estate strategy.

## Remote Advisory Services

As companies evaluate real estate plans in the wake of the health crisis, they will consider how to take advantage of remote work experiences – and how they can positively affect their future office space. We help our clients take advantage of a new culture for remote work and its positive implications for operations, human resources, finance and real estate.

## Contact us.



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## Cresa's Real Estate Process

1

### Strategic Planning

#### Needs Analysis

- Questionnaire
- Assemble Team
- Visioning Session
- Space Programming

#### Strategic Planning

- Define Goals
- Review Alternatives
- Project Schedule
- Determine Strategy
- Recommendations

2

### Transaction Management

#### Identify Solutions

- Market Survey
- Market Tour
- Financial Analysis

#### Consulting Services

- Prepare Strategy
- Feasibility Plans
- Building Audit
- Budget and Analysis
- Review Lease Form
- Lease Negotiations
- Recommendations

3

### Project Management

#### Project Collaboration

- Select Team
- Concept Design
- Construction
- Design Execution
- Resolve Deficiencies

4

### Post-Transaction Management

#### Lease Enforcement

- Remaining Liability Analysis
- Critical Date Management
- Lease Provision Enforcement
- Annual Lease Audit
- Market Update
- Estoppel Certificate Review