COUGHLIN

TENANT REPRESENTATION



NO LANDLORDS
NO CONFLICTS
JUST TENANTS

Coughlin-Advisors.com

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TENANT REPRESENTATION

Local Agency. Global Reach.



Global Offices

26

Continents

3

Global Representation

OVER 2,000 Tenants Annually

Global Revenue

OVER $100 Million

10

Countries Serviced

400

Global Professionals

OVER 75 Million Sq. Ft. Annually

Global Volume

YOU

Sole Responsibility

coughlin-advisors.com
(407) 599-7100

Global Worldwide Network.



Global Representation

We are a proud member of Exis Global, an international unified group of advisors. As a member of Exis Global, we have the resources to handle all of your commercial real estate needs, both domestically and internationally. From Orlando to Ottawa, from Paris to Sydney, our team of tenant representation specialists are among the most trusted names in tenant representation from every corner of the world — and they are all on-call and ready to assist you!

We represent you. Not your landlord.



Our Tenant Representation Services

At Coughlin, we exclusively represent tenants who lease, purchase and build facilities for their own use. Our team supports each client with the dedicated resources necessary to design, manage and construct its facilities. Managing risks and liabilities to ensure you save time and money is what we do best.
Allow us to help you find the perfect office space that meets your unique needs. Our exclusive tenant-only focus means no conflict of interest because our sole responsibility is to our clients, not landlords.

- Facility Location & Acquisition
- Renewals/Expansions/Lease Restructures
- Relocations/Buyouts
- Build-To-Suits
- Land/Site Selection & Analysis
- Facility Design & Engineering
- Subleasing
- Lease vs. Purchase
- Feasibility Analysis
- Economic Incentives & Location Analysis
- Project/Construction Management
- Financing

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Results That Deliver.



Strategic Planning

- Determine requirements
- Select team
- Decide strategy direction
- Address financial and timing considerations
- Analyze market



Survey Market

- Conduct market survey
- Inspect properties – tours
- Select most qualified alternatives
- Begin discussion with landlords



Select Most Qualified Alternative

- Analyze efficiencies and layouts
- Evaluate building infrastructures
- Understand property ownership
  - Motivations
  - Financing
  - Service track record
- Prepare recommendations



Initiate Negotiations

- Send request for proposal to candidate landlords
- Analyze lease proposals
- Reduce alternatives
- Project management
  - Architectural
  - Construction
  - Cost
  - Furniture
  - Telecom-voice
  - Data
  - Move



Finalize Negotiations

- Coordinate lease review and comments with client's attorney
- Complete due diligence
- Develop construction documents
- Execute lease



Ongoing Service and Maintenance

- Abstract lease
- Perform annual operating reviews

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Partial Client List.





































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