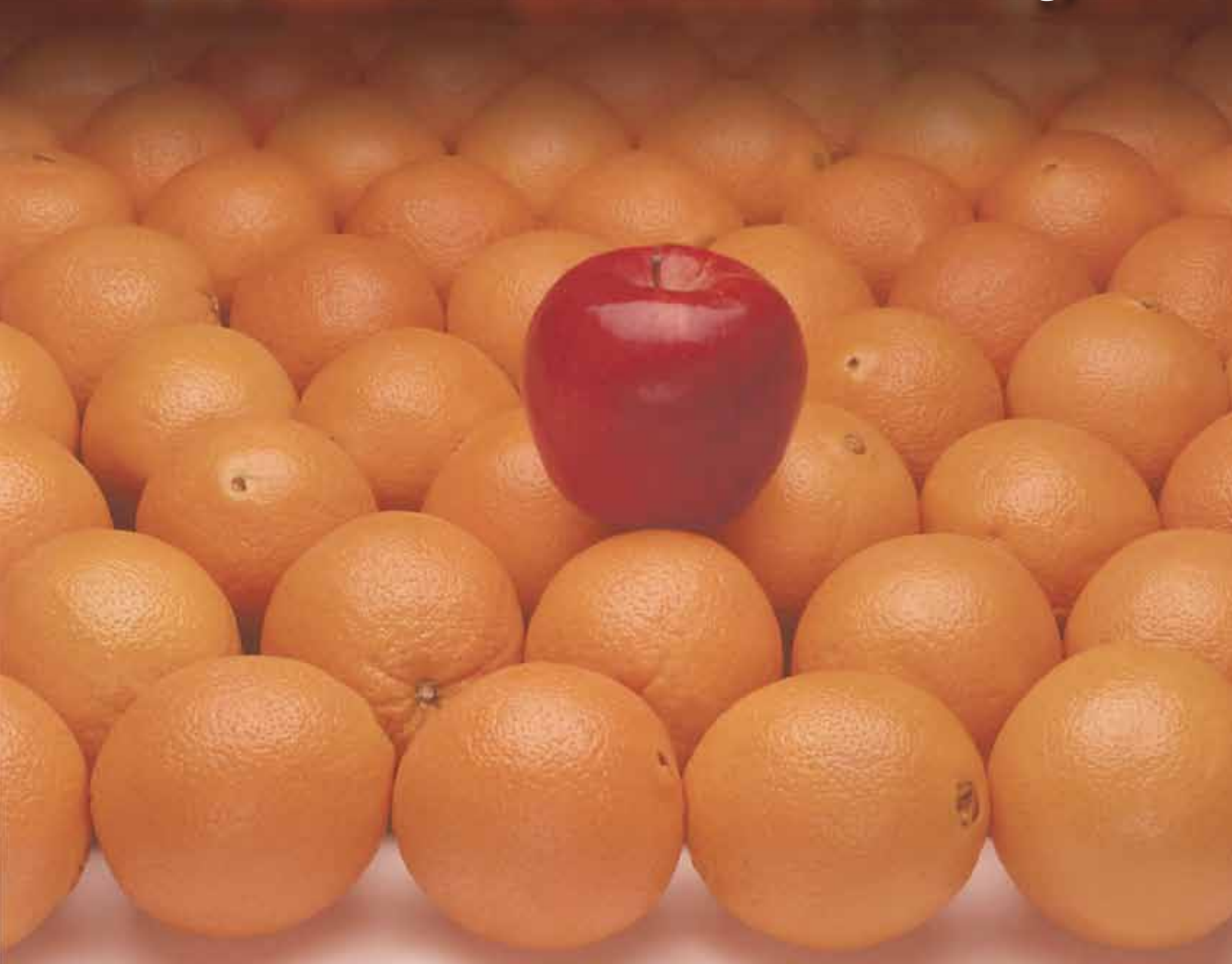




Our Difference Is Your Advantage.



 **ITRA[®] | MARTIN PROPERTY ADVISORS, INC.**

Exclusively Representing Corporate Tenants and Users of Commercial Real Estate



*“ITRA/Martin Property Advisors, Inc. is an **Apple** among **Oranges** in Today’s Commercial Real Estate Brokerage Industry.”*



ITRA/Martin Property Advisors, Inc. was founded by real estate professionals who share a mutual vision different from the traditional real estate broker: they wanted to **represent tenants and buyers exclusively with no conflicts of interest**. The differences may appear subtle, but when weighed against the importance of a commercial real estate decision, they substantiate the high value that ITRA/Martin Property Advisors, Inc. So brings to each transaction.



MISSION STATEMENT:

To provide our clients with the most complete, unbiased real estate advice and the most effective and efficient systems in business real estate, combining international reach and local knowledge to obtain the best possible space at the best possible terms.



Our Difference...

- We only represent tenants and users of commercial real estate—all day every day.
- We never represent landlords or developers—ever.
- We use our expertise to negotiate on your behalf, focusing on lowering your real estate costs.
- We are seasoned professionals with an average of 20 years experience.
- We provide broad geographical coverage with offices in major markets around the world.

Your Advantage...

- You will always receive conflict-free representation with total objectivity.
- You get the necessary negotiating leverage to reduce your real estate costs.
- You reduce the risk of making a costly mistake.
- You benefit from having an experienced professional as your trusted advisor.
- You receive seamless representation in multiple markets.

ITRA Affiliates Have Represented...

AOL
Automatic Data Processing
Bank of America
Booz Allen Hamilton
CNN
Caterpillar
Cendant
Cisco Systems
3COM
Disney
ENSR International
Electrolux International
Ferrari UK
Gentex
GSA
IBM
JDS Uniphase
Korn Ferry Int'l.
LSI Logic
McLeod USA
Netscape
Northrop Grumman
Metropolitan Life
Pinkerton USA
Royal Bank of Canada
Southwest Gas
Sun Microsystems
Sysco
Travelers
Valspar
Wachovia
Wells Fargo Mortgage
Xerox and many more...

Our Services...

Office, Industrial and Retail Facilities

- Regional, National, International Headquarters
- Research & Development
- Life Sciences
- Warehouse / Distribution
- Manufacturing

Real Estate Market Analysis

- Acquisitions
- Dispositions
- Lease Renewals

Negotiations

- Proposals
- Leases
- Dispositions
- Acquisition Contracts
- State & Local Incentives
- Sale / Leasebacks
- Work Letters
- Operating Expense & Taxes Audits
- Architectural Engineering Contracts
- Developer Agreements

State & Local Incentive Negotiations

- Statutory and Negotiated Incentives
- Cash Grants
- Infrastructure
- Tax Credits and Abatements
- Workforce Grants and Training
- Subsidized Land and Building Costs

Lease Management

- Lease Abstracting
- Financial Reports
- Tax & Operating Expenses

Strategic Planning

- Model Development
- Acquisition/ Consolidation Analysis
- Policies & Procedures Manuals
- Space Planning

Location Analysis

- Labor Market Analysis
- Transportation Costs
- Utility Costs & Availability
- Quality of Life
- Taxation
- Market Accessibility

Financial Analysis

- Buy vs. Lease
- Build-to-Suit
- Equity Participation
- Sale / Leasebacks

Surplus Property Analysis

- Marketability
- Highest & Best Use
- Disposition Strategies

Project Management

- Needs Assessment
- Project Budget Management
- Selection and Oversight of Design Team, Contractors and Vendors
- Move Coordination



Call us today to find out how "Our Difference is Your Advantage"

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