



Reno/Sparks Subleasing

It's not uncommon for a Tenant to need a larger or smaller facility during the term of their lease.

We can help.

We can help you secure a subtenant for your space, freeing you to move into the space that suits you best, without the added costs of paying for a space you just moved from. The selection of your real estate firm is your important first step towards that goal, in order to position yourselves for the greatest opportunity to secure a subleasee.

How do we find the subtenant for you ?

We believe that success stems from a clear focus on and attention to these 5 key factors:

- Increase the prospect base through a well conceived, organized marketing plan.
- Maximum exposure to the potential prospect base is critical.
- Professional and qualified service to potential subleases.
- High quality, complete, timely and attractive lease / sales package for prospects.
- Hard work through diligent follow up and ongoing prospecting.



Let's look at how we achieve success in these areas:

An effective Marketing Plan that offers this property to the largest potential subleasee group is critical. We look at the all possible scenarios to get the desired results for our clients. Many times this approach will make a property much more attractive to subleasees through more flexible alternatives for the subleasee.

Maximum exposure to the potential customer base is achieved through a multi-tiered approach for national, regional, statewide and local customer base penetration.

National exposure: We list your space with national commercial websites. Our website, as well attracts much activity. Our associations with national Industrial Broker organizations get our property listings linked to industrial brokers throughout the nation. These databases and our existing relationships with other brokerages assure that we get all of our properties strong exposure at the national level.

Regional and statewide exposure: We have numerous existing relationships that achieve strong exposure for our properties such as:

- State of Nevada Economic Development Agency.
- Sierra Pacific Power Company, economic development in Northern Nevada.
- EDAWN, economic development agency for Northern Nevada.
- NNDA, economic development agency for Carson City, Nevada.
- Douglas County Diversification Council.
- Advertising our properties in regional publications.
- Direct mail campaign into the western and Midwest states.

Local exposure: The last area for achieving complete exposure for the property is from our strong, fully developed local network. We have been here for 22 years addressing the building needs of distributors and manufacturers. If a local firm has a real estate need, we will know about it. We also have developed a database representing approximately 96% of all local distributors and manufacturers that will be made aware of this property availability immediately through our computer based faxing program. Of course we are active in all local Chambers and groups that promote new business as well.

Service to potential buyers is very important. The areas we focus on as a company is a high degree of professionalism in everything we do.

A quality sales package helps facilitate any sale. We can quickly develop detailed professional sales materials that accurately describe the property. We use a 5 color printed sales brochures with a high quality photograph, floor plans, site plans, area map, and a complete list of all the building features and systems. These are distributed to all potential Subleasees. Our properties have large 4'x8' real estate signs. We also will have a highly visible banner installed on the building to attract attention.

Hard Work is at the basis of my company. We work hard to find subleases for our clients. This is born out by our success rate and the fact that we locate our own buyers or tenants for approximately 95% of the properties we list, with no other brokerages involved.