

The Tenant / Buyer Specialist ~ Los Angeles

Encon Commercial Real Estate Services has completed successful transactions for clients throughout Southern California and nationwide; we represent only tenants and buyers of commercial/industrial real estate. Because of our 'single-minded' business philosophy, we excel at creating value for our clients, and avoid inherent conflicts of interest by exclusively representing the tenant/buyer's interest.

Assignments range from multi-market requirements to single transactions, whether a lease or a purchase. We fulfill our clients' objectives from inception of the transaction through execution of lease, or close of escrow, and transition management.

Services Provided - Lease

- Strategic Planning & Space Projections
- Layout Optimization
- Market Research & Comparable Analysis
- Site Selection, Touring and Space Planning
- Lease Commitment & Improvement Analysis
- Lease Negotiations & Transaction Management
- Operations Overlay and Feasibility Study
- Operating Expense Review
- Lease Review & Administration
- Transitional Management & Move-in Coordination

Services Provided - Purchase

- Strategic Planning & Space Projections
- Lease vs. Purchase Analysis
- Market Research & Comparable Review
- Site Selection, Touring and Space Planning
- ROI/ROE Analysis and Future Value Projections
- Purchase Negotiations & Transaction Management
- Escrow Monitoring
- Due Diligence Review
- Transitional Management & Move-in Coordination

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