



iCORE GLOBAL



# TRANSACTION SERVICES

## ALIGNING REAL ESTATE NEEDS WITH KEY BUSINESS OBJECTIVES

### TRANSACTION SERVICES

You work hard to keep your company on track and find savings for your bottom line. Why leave one of the most expensive pieces of your business to chance? Rather than risk paying more than you need or getting stuck with an asset that doesn't meet your needs, let our Real Estate Professionals handle all of the details while you do what you do best, focus on your business.

We provide strategic Transaction Services that align your real estate needs with your key business objectives. Experienced Transaction Advisors drive the entire negotiation and transaction process to deliver uncompromising results that meet or exceed goals.

Our team will work with you to identify real estate requirements, expansion and contraction opportunities, and areas of cost reduction. We then deliver transaction recommendations that reduce facility costs and minimize both short and long-term risk.

As dedicated client advocates, we operate solely on your behalf to deliver financial and operational advantage in each transaction. The flexibility of our Transaction Services can be tailored to deliver on single transactions as well as portfolio-wide strategies.

### TRANSACTION SERVICES:

- TRANSACTION ADVISORY
- ACQUISITIONS & DISPOSITIONS
- LEASING & SUBLEASING
- SITE SELECTION
- ECONOMIC INCENTIVES

## TRANSACTION ADVISORY

Whether renewing your lease, expanding existing space or relocating, our Transaction Advisors have the experience and resources necessary to secure the optimal real estate solution for your company.

As local market experts, our Advisors are in a prime position to deliver a cost-efficient real estate solution within your timeframe and location, and built around your unique needs. Dedicated Transaction Advisors operate, at all times, as your advocate. We work with you to evaluate goals, identify opportunities, implement strategies, mitigate risks, and negotiate the best deal and terms possible for each transaction.

## ACQUISITIONS & DISPOSITIONS

When buying or selling your real estate assets, it can be difficult to know that you're getting the best deal possible. That's where our expertise comes in. As industry-leading experts, our Transaction Advisors have the experience and skills to handle the acquisition and disposition of single locations as well as complex, multi-location transactions.

If financial and business strategies call for you to own rather than lease your property, our team will spearhead the due diligence, planning, negotiating and closing to purchase the optimal real estate.

When you need to improve efficiency and reduce the overall cost of your real estate, your dedicated Advisor will manage the sale, trade or leaseback of your facilities.

## LEASING & SUBLEASING

When you need to eliminate surplus real estate from your balance sheet, leasing or subleasing your property is often the best solution. To be successful, you need a committed partner that will proactively market your property and work hard to secure the optimal tenant for your space.

Being in constant connection with real estate brokers and companies in your market gives us a leg up on the competition. Our Advisors know exactly how to position your property for maximum value and will focus their efforts on the exact pool of tenants that are ideal for your property – saving you time and money.

Leveraging our in-house marketing team, we create targeted sales and marketing tools that highlight your property's strengths. We'll quickly get the word out, negotiate optimal terms, and ultimately close the deal with the best tenant for your property.

## SITE SELECTION

Finding the perfect new site for a move or expansion is not as simple as location, location, location. It's also about information. Knowledge is power, and researching a site for economic incentives, logistics, labor resources, and other demographics can give you a powerful advantage over your competition.

Leveraging the expertise of our team of professionals, we narrow down the playing field and focus only on the site locations that fit your business and personnel needs. Labor retention rates, competing employers, education levels, available transit, and other factors can have a direct impact on the success of your facility – and many companies are putting these criteria first in the decision making process.

iCORE has conducted studies for corporate headquarters, call centers, back offices, medical facilities, distribution centers, and manufacturing plants. We'll target the right site for your business – then get you there first.

## ECONOMIC INCENTIVES

Are you confident that you're taking advantage of all economic incentives available to your company? Far too often, companies miss out on valuable incentives simply because they were unaware that they qualified or missed the submission deadline. Frequently, our competitors lack the key expertise or ability to collaborate to take full advantage of incentive opportunities.

iCORE Transaction Advisors have long-standing relationships with economic development committees and experience negotiating incentives across every industry sector. We work hard to stay on top of incentives and movements within each market so that we can help you get the most out of available incentives.