



Dan Weil  
310-792-9400

# 10 Reasons For Hiring an Exclusive Real Estate Broker

For many companies, the leasing or purchase of a property can be unnerving, chaotic, and perhaps lack a documented relocation plan. Fundamentally, many firms put less management, analysis, planning, and implementation into a company move than they do selecting a piece of equipment. Without a good plan of action and the proper tools to implement the plan, your move can cost you thousands of dollars and many hours of wasted time. Don't let this happen to you.

Here are 10 reasons why you can financially benefit by retaining an experienced exclusive broker.

## Market Knowledge

An exclusive broker with many years of experience can help you objectively evaluate all the alternatives without potentially self-serving points of view. A broker's market knowledge is a critical factor in assuring you will be submitted all the available properties for your consideration. Maximize your brokers knowledge base by having them focus on you.

## Accountability

An exclusive broker is directly accountable to you. You cannot expect responsiveness, dedication and accountability with a non-exclusive broker.

## Added Value at No Cost

Think of the real estate broker as your very own real estate department without paying for it. The owner of the property typically compensates the real estate broker. Most owners already have included a real estate fee in their operating budget or development pro forma.

## Broker Selection

Using an exclusive broker allows you to select and retain the best professional available. Consider interviewing at least three (3) brokers prior to the relocation project. Your broker of choice may not be the broker that has been calling on you for years. Retain the real estate professional with the best track record in the area, regardless whether or not they're the first in the door.



Commercial Real Estate Services  
Local Market Knowledge Global Affiliations



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#### **Indicates a Serious Prospect**

Hiring an exclusive broker will indicate to the owner's and brokerage community that you are a serious prospect. This may place you at the head of the pack if you find yourself competing for a property.

#### **Negotiating Experience**

The experience of a broker in negotiating a lease or purchase will result in obtaining better terms and conditions for you. The broker's "deal making experience" is vital to you achieving your economic goals.

#### **Efficiency/ Minimizes Legal Entanglements**

An exclusive broker provides you with a single point of contact. Without an exclusive broker you are faced with wasting your valuable time screening a multitude of brokers, ownership calls and or proposals.

#### **Extensive Industry Contacts**

A experienced broker will have extensive contacts with the owners of properties and the brokerage community. The broker's long term contacts in the industry is a major benefit to your company.

#### **Lease Ownership Analysis**

A knowledgeable broker has the financial analysis tools and access to information which will help you evaluate the best real estate solution for your company.

#### **Selection and Coordination of Space and Design Firms.**

An exclusive broker can assist you in the selection and coordination of space planning and design firms.

The use of an exclusive broker will maximize the leverage you will need to reposition your facility at the best economic terms and conditions possible. Your relocation will be fully documented and best of all, most of the time these services are provided at no charge to you. An exclusive broker on your team will minimize the risk of wasting your time and money moving your company-saving you thousands of dollars on the bottom line. TRY USING AN EXCLUSIVE BROKER ON YOUR NEXT MOVE.

**Dan Weil, CCIM**  
**dan@weilcommercial.com**  
**310) 792-9400**

