

We like landlords.
We just don't represent them.

TRA
Tenant Realty Advisors



Boise's only commercial real estate firm focused entirely on the tenant's best interests.

OUR FOCUS IS ON THE TENANT

Is it time for your company to renew its lease? expand? consolidate?
Do you know the average rental rates in your area?
Ever wonder if your office space occupancy costs could be reduced?



TENANT REALTY ADVISORS WILL:

- Consult with you to understand your business goals and objectives.
- Analyze your space needs and provide advice to find the right space for your business.
- Uncover available properties and determine which are the most appropriate for your needs.
- Use our extensive experience and market knowledge to negotiate the most competitive lease terms currently available.

AT TENANT REALTY ADVISORS we don't represent landlords or building owners. We work exclusively on your behalf, representing your interests only, without compromise. We help you avoid pitfalls, uncover economic opportunities, save time and money, and help your space become an asset.

WHY YOU NEED YOUR OWN REPRESENTATIVE

Unlike traditional brokerage firms that represent landlords and owners, Tenant Realty Advisors avoids conflicts of interest by only working with tenants. Dual agency occurs when one or more agents from a firm represent both parties in a transaction. It's not possible to fully serve two parties with opposing interests. Landlords want the highest rent possible, for the longest amount of time. Tenants want the lowest possible rent, with the most lease term flexibility.

Tenant Realty Advisors doesn't represent landlords, therefore we never have a potential conflict. With a TRA advisor, your best interests are our interests.

OUR ADVANTAGE IS YOUR ADVANTAGE

- Tenant Realty Advisors is the only real estate firm in the Boise area with a 100% tenant focus: We are dedicated to serving tenants.
- No conflict of interest: We only represent tenants and buyers—never landlords

HOW WE GET PAID

Landlords include a brokerage fee in the transaction. If you have an advisor on your side, the landlord's and the tenant's agents split the fee after the contract is signed. If you don't bring your own advisor to the table, the compensation goes exclusively to the other side's agent.

OUR EXPERIENCE

With a combined 50+ years of experience, the principals of Tenant Realty Advisors have the market knowledge and expertise to deliver results for our clients.

We are Tenant Realty Advisors. Our job is to look after the tenant. For detailed information on factors to consider for your next move visit www.TenantRealtyAdvisors.com

OUR CLIENTS:

Better Business Bureau
Cisco Systems
Clifton Larson Allen
D. B. Fitzpatrick
Intermountain Gas Company
Merrill Lynch
Microsoft
Perkins Coie
Power Engineers
Principal Financial
Progressive Insurance
Regence Blue Shield of Idaho
Stoel Rives
Sun Microsystems
Tates Rents
United Healthcare
United Way of Treasure Valley
Wedbush
Wevorce

BILL BECK, Founder

(208) 333-7050
beck@tenantrealtyadvisors.com



Bill Beck brings more than 35 years of experience to the bargaining table on your behalf. Bill has expertise in lease, purchase, and sale negotiations and has represented

hundreds of clients in commercial transactions ranging from 1,000 to over 72,000 square feet. He has successfully represented clients in transactions totaling over 2,500,000 square feet.

Former and current clients include Fortune 500 companies to mid-sized local companies and the majority of Boise's legal firms.

KAREN WARNER, Principal

(208) 333-7055
karen@tenantrealtyadvisors.com



Karen Warner exclusively represents tenants in the leasing and acquisition of commercial office properties and has successfully completed over 1,500,000 square feet of office lease transactions throughout her 18-year career. Karen's

skill and experience as a commercial real estate broker has helped many businesses manage smooth transitions to new locations.

Her extensive industry knowledge and unique talent as a tenant representative allows her to expertly assist clients in finding the ideal office space and negotiating the best lease terms available.

GREG GADDIS, Principal

(208) 333-7052
greg@tenantrealtyadvisors.com



Greg has over 10 years of experience representing tenants in the Boise market. He has completed over 1,200,000 SF in transactions totaling nearly \$100 million in consideration. By leveraging his experience, resources and passion for the job, Greg delivers service above and beyond his client's expectations.

His attention to communication, detail and follow through has saved his clients significant time and money when working through a facility solution. Greg considers himself successful when his clients view him as a trusted and creative member of their team.