

OFFICE SERVICES

Newmark Grubb Phoenix Realty Group



Newmark Grubb Phoenix Realty Group's Office Services is an integrated brokerage platform which provides seamless, beginning-to-end corporate services solutions to clients. The office division comprises expert real estate advisors with a strong reputation for buying, selling, managing and leasing office assets in Northeast Florida. We are committed to meeting the needs of office tenants, property owners and investors by providing comprehensive real estate services specifically tailored to the market.

We are qualified to handle any client requirement, from a portfolio review of existing locations to the sale of a single property. Through detailed analyses and consistent support, Newmark Grubb Phoenix Realty Group's Office brokers guide clients through the real estate decision-making and implementation process.

Invaluable Expertise

For tenants, we analyse the financial implications of their current leases and handle relocations, renewals, lease restructures or dispositions as needed. We are familiar with how market conditions, changing financial circumstances and the physical characteristics of office real estate impact our clients' operating costs and decision-making process. Whether our client is expanding, contracting, consolidating or upgrading its facilities, Newmark Grubb Phoenix Realty Group can assist with securing the most suitable space.

Our team of professionals brings crucial local expertise and an in-depth understanding of their market, creating an environment which is conducive to making quick and efficient business decisions. This highly integrated, senior-led organisational structure is based on effective communications and proactive measurement of goals and objectives, ensuring the highest level of quality and consistency for our clients.

For owners, our team brings an intimate understanding of the tenant base, enabling us to market space effectively, resulting in quick transactions, maximum interest generation and tenants optimally suited to our clients' property investments. As investment sales experts, we are equipped to assist with building acquisitions, dispositions and build-to-suit assignments. Investors interested in buying or selling office assets also rely on us to optimise asset value, benefitting from our extensive relationships with institutional and private capital providers.

Broad Knowledge for Specific Needs

Our team is acutely aware of the needs specific to our office tenants, owners and investors. Through our partnership with Newmark Grubb Knight Frank, we are supported by a platform of strong market research, advanced technology and practice groups dedicated to specific industry segments. Armed with an intimate knowledge of all facets of the local and national marketplace, including new developments in office technologies and markets, Newmark Grubb Phoenix Realty Group is an invaluable asset for clients throughout Northeast Florida and nationally.

Office Services Include:

- ◆ Tenant and Owner Representation
- ◆ Buyer and Seller Representation
- ◆ Strategic Planning and Building Repositioning
- ◆ Asset Acquisition and Disposition
- ◆ Property Management
- ◆ Due Diligence Services
- ◆ Project and Construction Management
- ◆ Financial and Economic Incentive Analysis
- ◆ Asset Evaluation
- ◆ Strategic Market Analysis
- ◆ Debt and Equity Sourcing



The City of Jacksonville and EverBank Financial Corp. had been working on a relocation of the Bank's Southside offices to Downtown for more than a year, a proposal heralded as a possible tide-changing success for struggling Downtown. A high-profile brand expansion for a local bank with a burgeoning national brand would be a huge addition to Downtown. Newmark Grubb Phoenix Realty Group represented the landlord of the former AT&T building located at 301 W. Bay St. The strategy was to put in place the Everbank Center by leasing 9 floors covering 270,000 SF of space. Newmark Grubb Phoenix Realty Group successfully negotiated the lease and helped reduce the office vacancy rate Downtown and bring to the area over 1,500 new jobs.

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Newmark Grubb Phoenix Realty Group is a full-service commercial real estate company serving Northeast Florida and Southeast Georgia. The firm has completed more than 80 million SF of transactions since its inception in 1993. Today, Newmark Grubb Phoenix Realty Group provides industrial, office, retail and investment brokerage services representing tenants, buyers, landlords and sellers, as well as third-party and institutional investors of every size.

Through Newmark Grubb Knight Frank, one of the world's leading commercial real estate advisory firms, our clients have access to opportunities in every major market throughout the country, as well as across the globe. For further information, visit www.phoenixrealty.net or call 904.399.5222.