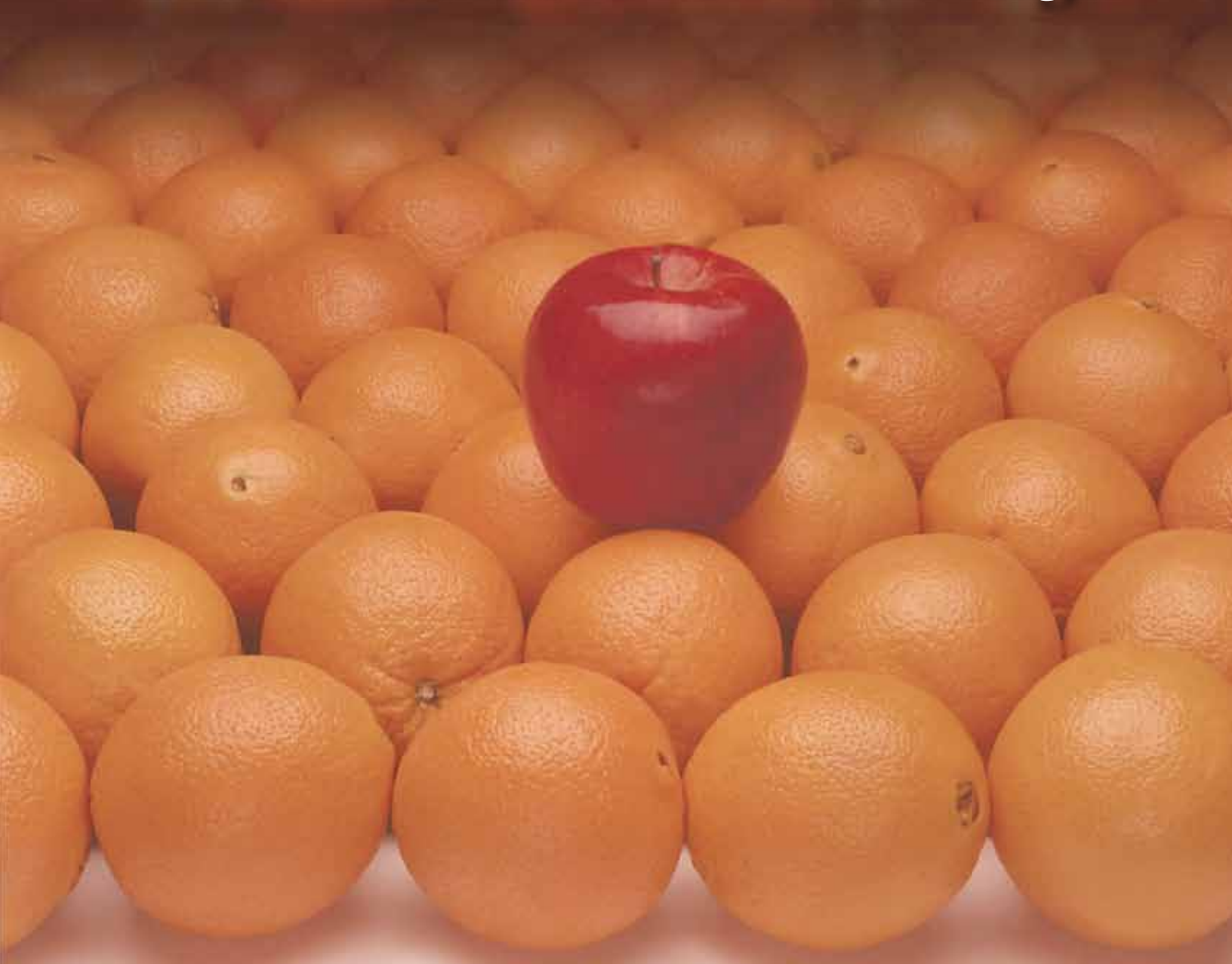




Our Difference Is Your Advantage.



 **ITRA**® | **MARTIN PROPERTY ADVISORS, INC.**

*Exclusively Representing Corporate Tenants and Users of Commercial Real Estate*



*“ITRA/Martin Property Advisors, Inc. is an **Apple** among **Oranges** in Today’s Commercial Real Estate Brokerage Industry.”*



ITRA/Martin Property Advisors, Inc. was founded by real estate professionals who share a mutual vision different from the traditional real estate broker: they wanted to **represent tenants and buyers exclusively with no conflicts of interest**. The differences may appear subtle, but when weighed against the importance of a commercial real estate decision, they substantiate the high value that ITRA/Martin Property Advisors, Inc. So brings to each transaction.



**MISSION STATEMENT:**

*To provide our clients with the most complete, unbiased real estate advice and the most effective and efficient systems in business real estate, combining international reach and local knowledge to obtain the best possible space at the best possible terms.*



## *Our Difference...*

- We only represent tenants and users of commercial real estate—all day every day.
- We never represent landlords or developers—ever.
- We use our expertise to negotiate on your behalf, focusing on lowering your real estate costs.
- We are seasoned professionals with an average of 20 years experience.
- We provide broad geographical coverage with offices in major markets around the world.

## *Your Advantage...*

- You will always receive conflict-free representation with total objectivity.
- You get the necessary negotiating leverage to reduce your real estate costs.
- You reduce the risk of making a costly mistake.
- You benefit from having an experienced professional as your trusted advisor.
- You receive seamless representation in multiple markets.

## *ITRA Affiliates Have Represented...*

AOL  
Automatic Data Processing  
Bank of America  
Booz Allen Hamilton  
CNN  
Caterpillar  
Cendant  
Cisco Systems  
3COM  
Disney  
ENSR International  
Electrolux International  
Ferrari UK  
Gentex  
GSA  
IBM  
JDS Uniphase  
Korn Ferry Int'l.  
LSI Logic  
McLeod USA  
Netscape  
Northrop Grumman  
Metropolitan Life  
Pinkerton USA  
Royal Bank of Canada  
Southwest Gas  
Sun Microsystems  
Sysco  
Travelers  
Valspar  
Wachovia  
Wells Fargo Mortgage  
Xerox and many more...

# Our Services...

## Office, Industrial and Retail Facilities

- Regional, National, International Headquarters
- Research & Development
- Life Sciences
- Warehouse / Distribution
- Manufacturing

## Real Estate Market Analysis

- Acquisitions
- Dispositions
- Lease Renewals

## Negotiations

- Proposals
- Leases
- Dispositions
- Acquisition Contracts
- State & Local Incentives
- Sale / Leasebacks
- Work Letters
- Operating Expense & Taxes Audits
- Architectural Engineering Contracts
- Developer Agreements

## State & Local Incentive Negotiations

- Statutory and Negotiated Incentives
- Cash Grants
- Infrastructure
- Tax Credits and Abatements
- Workforce Grants and Training
- Subsidized Land and Building Costs

## Lease Management

- Lease Abstracting
- Financial Reports
- Tax & Operating Expenses

## Strategic Planning

- Model Development
- Acquisition/ Consolidation Analysis
- Policies & Procedures Manuals
- Space Planning

## Location Analysis

- Labor Market Analysis
- Transportation Costs
- Utility Costs & Availability
- Quality of Life
- Taxation
- Market Accessibility

## Financial Analysis

- Buy vs. Lease
- Build-to-Suit
- Equity Participation
- Sale / Leasebacks

## Surplus Property Analysis

- Marketability
- Highest & Best Use
- Disposition Strategies

## Project Management

- Needs Assessment
- Project Budget Management
- Selection and Oversight of Design Team, Contractors and Vendors
- Move Coordination



*Call us today to find out how "Our Difference is Your Advantage"*

 **ITRA**® | **MARTIN PROPERTY ADVISORS, INC.**

7530 E. Turquoise Avenue  
Scottsdale, AZ 85258 USA  
+1.480.368.1899

[www.martinpropertyadvisors.com](http://www.martinpropertyadvisors.com)