



*You've got a business to run. Where you choose to run your business is paramount to your success. That's where we come in. The Katsias Company is a full-service commercial real estate brokerage firm with over 25 years of experience. We know the office, industrial, retail and investment climate of Southeastern Virginia. Founded in 1980, we built our business with a commitment to integrity and a strong work ethic. By constantly meeting and exceeding the needs and expectations of our clients, we have been fortunate to prosper and grow.*



512 S. Lynnhaven Road • Suite 101  
Virginia Beach, Virginia 23452  
757.490.3585 • Fax 757.490.3676  
info@katsias.com • www.katsias.com



The **KATSIAS**  
C O M P A N Y  
*Brokerage with vision. Real estate with results.*



**FINDING THE  
RIGHT LOCATION.**



**TENANT AND BUYER  
REPRESENTATION  
LEADERS.**



The **KATSIAS**  
C O M P A N Y  
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## TENANT AND BUYER REPRESENTATION – WHO NEEDS IT?



• As your business grows you may need to relocate your space. Katsias specializes in relocation.



• You maintain smooth operation of your day-to-day business, while our team of specialists helps you step-by-step through the moving process.



• We represent businesses of all sizes – small family-owned operations, franchisees of national brands, private counsel, Fortune 500 corporations.



• The Katsias Company can work on making sure you are in the right place at the right time while you continue business as usual.

## TENANT AND BUYER REPRESENTATION – WHAT IS IT?

At a glance, we'll show you just a few of the steps we use to find the right real estate location for you.

### • Needs Analysis/Data Gathering –

*The Katsias Company will ask all the right questions to establish the guidelines for your real estate search.*

### • Site Selection –

*Based on the criteria we set and data we collect, we will conduct market studies and leverage our business relationships to determine which real estate is right for your business.*

### • Presentation of Findings –

*Using the latest technology available, we will present all pertinent information available for each individual location and its importance for making your decision:*

- the latest aerials
- traffic counts
- demographics
- comparables

### • Proposal Submission –

*With our vast experience, we can submit proposals or Letters of Intent tailored specifically to give you an edge during the negotiation process.*

### • Negotiation –

*Our relationships and expertise come together to ensure that all of the terms of your agreement are met, down to the smallest detail.*

### • Lease/Contract –

*We complete negotiations and your deal by working with attorneys, architects, contractors and all parties involved to make sure your best interest is in focus.*

### • Fee Structure and Compensation –

*Our expertise is the biggest benefit to your company. We save you money by offering you the cost benefits found through our working relationships with building owners. We save you time by handling all the details so that you can continue to focus on seamless operation of your business. Compensation is usually paid by the seller or the landlord and no fee is due until the deal is finalized.*

## OUR CLIENTS

Take a look at the broad spectrum of businesses\* small and large that benefit from our Tenant Representation:

- AVIS Rent-a-car
- Azars
- Back Bay Pizza
- Baker's Crust
- Cuts Fitness for Men
- David Nygaard Fine Jewelers
- Edward Jones Investments
- Emerson's of Norfolk
- H & R Block
- Medical & Professional Office Tenants
- NAPA Auto Parts
- Ruby Tuesday
- Sundays Tanning Resort
- TAPS
- Tropical Smoothie Café
- Weight Loss Forever

\*Just a sample. See full list at [www.katsias.com](http://www.katsias.com)

## LET'S TALK ABOUT YOUR FUTURE.

It is our goal to establish and maintain a thriving business relationship with our clients. Our family tradition and work ethic inspire us to diligently pursue your best interests.

Call (757) 490-3585 or email us at [info@katsias.com](mailto:info@katsias.com) and let's get started today.



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