

NAI PARTNERS

Industrial Leasing

Maximizing Potential. Delivering Results.

NAIPartners

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Industrial Leasing Services

NAI Partners will have Ed Bane, Jon Michael and Jake Wilkinson directly handle all new leases and renewals. NAI Partners believes our clients are better served by having new leases and renewals worked by an agent who is in the marketplace on a daily basis and recognizes ever changing market conditions.

Project Leasing

Our leasing philosophy is to address every assignment as though we were the owner and to view those assignments from a focused, strategic angle. Our goal is not just to fill the vacant space in a property, but rather to increase the value of the asset by assessing the owner's needs and objectives and satisfying those goals.

The majority of Landlord Leasing Brokers wait for the phone to ring...

...We Don't!



Distinguishing Qualities

Cold Calling - Is your current provider hitting the users in

the market? We believe an aggressive canvassing of users in the market is the most important activity that a leasing agent will do for your project. "Activity Creates Activity"

Specialization - Our Industrial Project Leasing Division has only one function - to lease industrial facilities. In a market where industrial brokers may be Landlord representatives one day but the next day they represent

a buyer or seller in a transaction for a free standing metal manufacturing building, we remain focused on project leasing.

Capacity - If you are with the masses and using one of the largest five leasing companies in Houston, your properties are a small piece of portfolio that averages 8,000,000 square feet. We control our portfolio to make sure that the clients we are working with stay informed on a DAILY basis when necessary.

Experience - Our leasing division focuses solely on industrial real estate and has over 35 years of experience. During the course of our career we have completed over 32 million square feet of leases, \$400 million in leases and acquisitions, along with developing and leasing numerous speculative industrial developments.

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Our full evaluation process is implemented for every project no matter the size or scope.

Types of Structures:

- Individual Asset Disposition
- Portfolio Marketing
- Joint Ventures
- Investment Sales
- Sale-Leasebacks
- Build-to-Suit/Design-Construct

Property Types

- Warehouse buildings
- Service Center/Flex Buildings
- Distribution Buildings

Marketing Implementation

- Specify objectives
- Establish listing term
- Order "For Lease" sign
- Identify target market
- Prepare marketing materials
- Direct mailing/faxing/emailing, internet advertising
- Door to door cold calling campaign
- Telephone canvassing
- Follow-up on all inquiries
- Reporting progress/activity reports
- Identify and qualify prospective users
- Negotiate terms and conditions of lease agreement
- Complete the lease transactions

Your Leasing Team

Team Member	Responsibility
 <p>Ed Bane, SIOR Sr. Vice President</p>	Oversee the leasing and marketing efforts including property tours, developing tenant relationships, positioning the assets for long term appreciation in value and assisting property and construction management team.
 <p>Jon Michael Vice President</p>	Integral component of the leasing and marketing efforts including property tours, developing tenant relationships, position the assets for long term appreciation in value and assisting property and construction management team.
 <p>Jake Wilkinson Associate</p>	Specific contribution to the team is dedicated time for cold calling and canvassing the market area.

Ed Bane, SIOR

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