



Sperry Van Ness

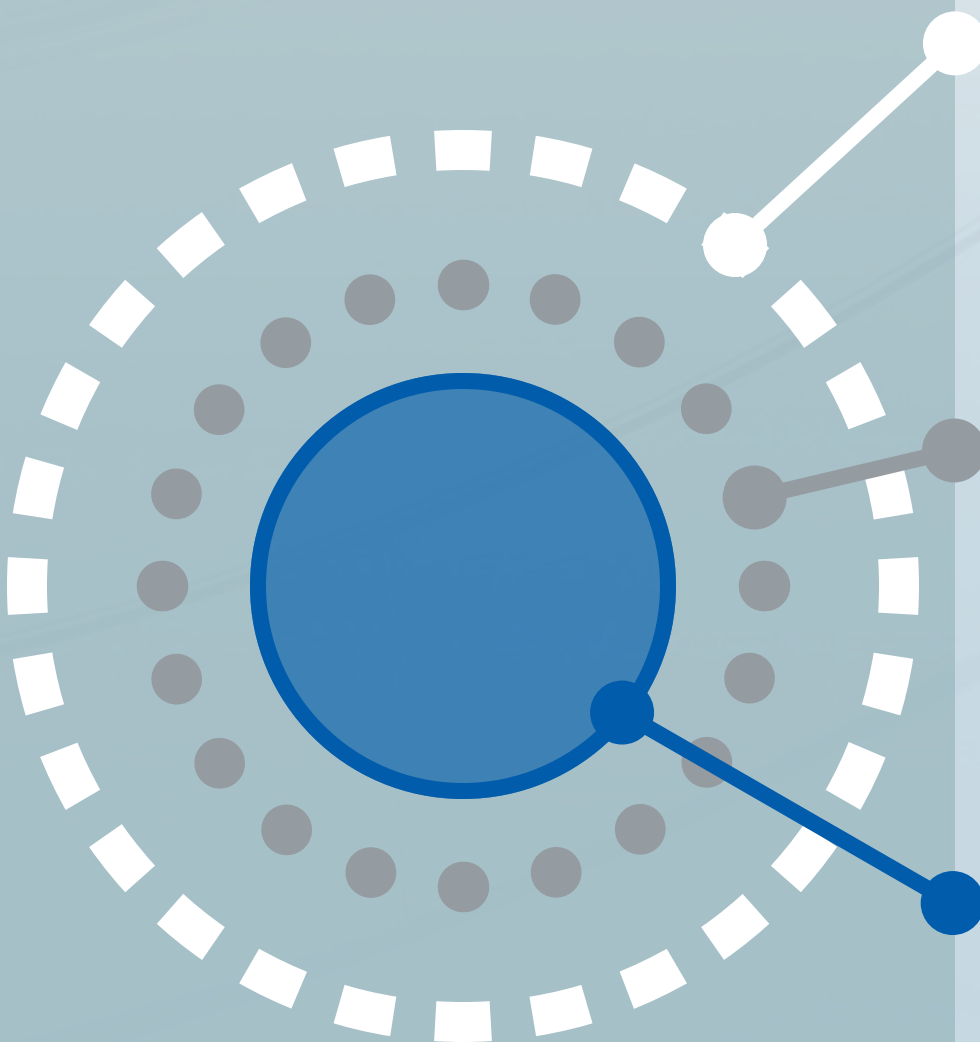
Commercial Real Estate Advisors®

All Sperry Van Ness® Offices Independently Owned and Operated

The Sperry Van Ness Difference.



Why Choose Sperry Van Ness?



What.

We are a National commercial real estate firm offering outstanding local expertise to our clients.

How.

We succeed for our clients by removing the barriers and accelerating the process; maximizing the results.

Why.

Because It's Right.

Wall Street to Main Street.

Offering you the vast experience of Sperry Van Ness delivered to you with local market expertise.



The power to think globally, broker nationally and act locally.

There is only one way to ensure the maximum price for your property and we're the only company that **can** do that.

SVN has Revolutionized CRE.

Doing what is right | Breaking down barriers
Offering complete transparency
Industry leading ethical doctrine.

Who We Are.

Collaborative
Local Market Experts
Proactive
Proven
Trustworthy
Transparent
Authentic

What We Are.

Client Centric
Innovative
Immersed in a Culture of Sharing
Responsive
Strategically Unique
Results Driven

How We Lead.

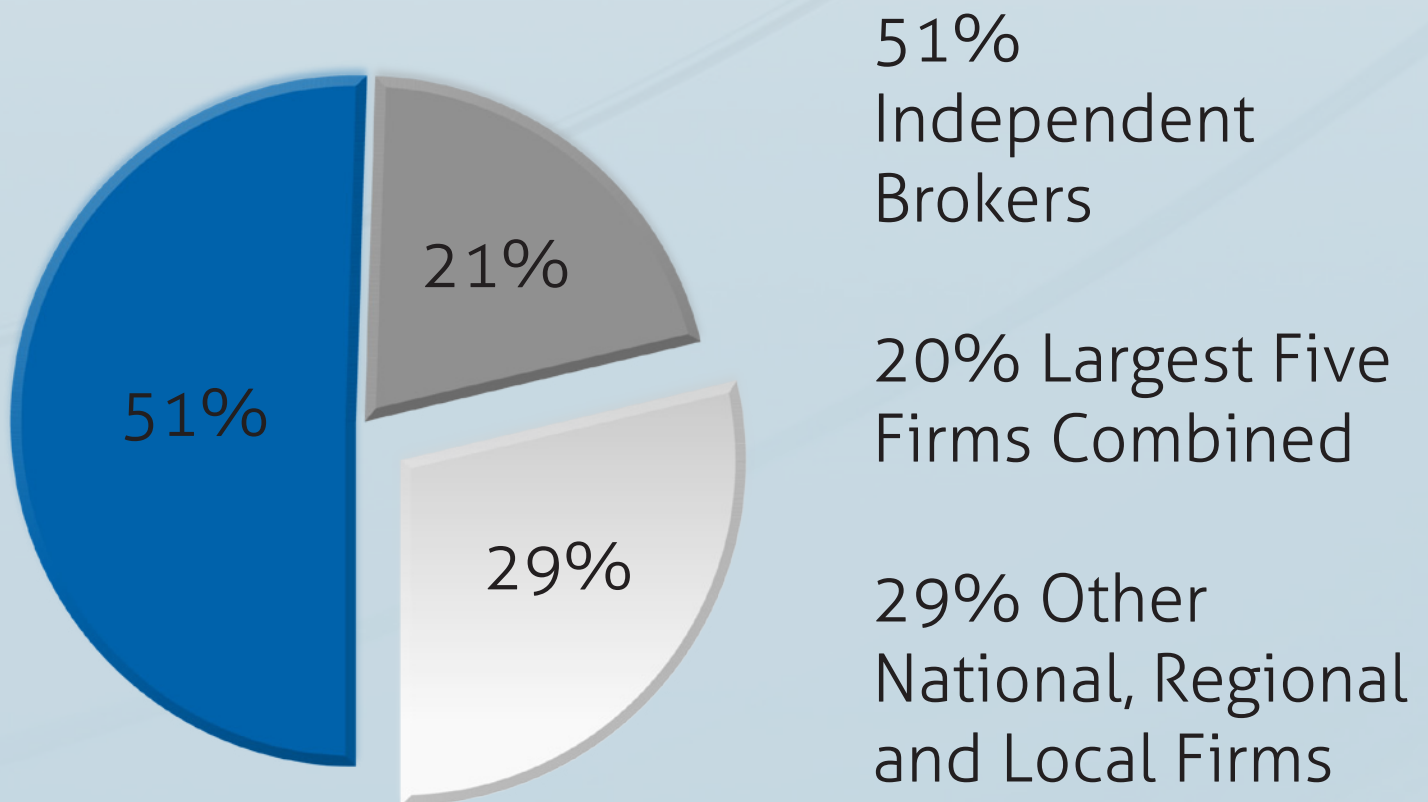
Proactive Cooperation
By Example
National Platform
As Entrepreneurs
Seasoned Veterans
With Optimism

The SVN 'Why'.

Transparency
Authenticity
Core Covenants
Doctrine of Fairness
Track Record
Environment of Inclusion
Leading Edge Technology

No One Company Knows All The Buyers.

Brokered Transaction Share



The Distribution System for CRE Opportunities...

Must include the entire brokerage community to be successful.

Only Sperry Van Ness Proactively Includes All Brokers.



The SVN Business Model Breaks Down Barriers.



Innovative &
Aggressive



Competing
Offers &
Maximum Price



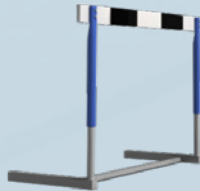
Versus the Traditional Brokerage Model



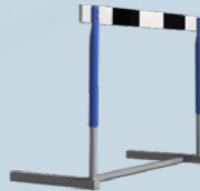
Pocket Listings
Quiet Showings



Usual
Suspects



Confidentiality
Agreements



Broker & Buyer
Registration



No Co-Op Fee
Buyer Must Pay
His Broker



Indemnifications
Required From
Buyer and Broker

The SVN Proprietary Platform of Services.

SVN Connect.



Complete Real Estate Services Delivered Nationally.

The Commercial Real Estate Advisors of Sperry Van Ness (889 of them today) have been empowered to provide any client with access to a '**Full Service Platform**' for the effective enhancement of their real estate assets including:

- Advisory Services
- Investment Sales
- Leasing
- Asset Management
- Property Management
- Valuation Services
- Tenant & Buyer Representation
- Auction/Accelerated Marketing
- Corporate Real Estate Services
- Equity and Debt Solutions

National Leadership with Local Representation.

Sperry Van Ness believes in its hallmark of advisor “specialization” and provides free and open access to all Advisors to its leadership within each ‘practice’.

The Sperry Van Ness National Directors of Product Type or Practice include:

- Apartments
- Retail
- Single Tenant Net Leased
- Office/Industrial
- Hospitality
- Self Storage
- Sale Leasebacks
- Medical Office
- Distressed Assets (SVNART)
- Charter Schools
- Auction/Accelerated Marketing
- Corporate Real Estate Services
- Finance/Lending
- Property Management

Sperry Van Ness Asset Recovery Team.

Innovative adjustments to today's market reality.

The '**Asset Recovery Team**' at Sperry Van Ness (SVNART) has been created to provide any client a "single full service source" for the effective disposition of any distressed real estate asset including loans, portfolios, and individual properties of all asset types.

- Client Consultation
- Needs Assessment
- Market Research
- Asset Evaluation and Pricing
- Accelerated Marketing/Auction
- Full Service Brokerage
- Asset Management
- Property Management
- Receivership
- Loan Sales

Why Sperry Van Ness? Because it's right.

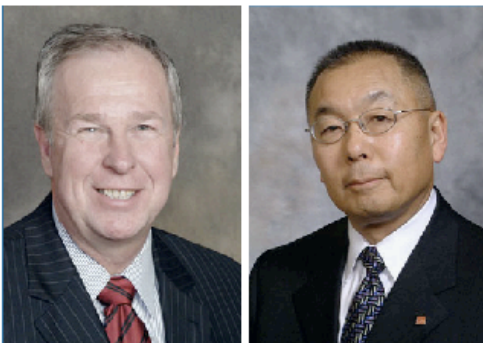
Get Started With The SVN Difference.

Create an
Account
Account Benefits

Account Holders Log-In:
Log In Password:
[Forgot Password?](#)

- Home
- Find Properties
- Find Offices
- Find Advisors
- Our Services
- About Us
- Saved Properties

Home



Partnering with clients

Collaborating with 100,000 national brokers



Sperry Van Ness® – Commercial Real Estate Advisors

Character – Competency – Certainty

It's a different world out there which requires a different kind of commercial real estate firm working on your behalf in order to be successful. The Lipsey Co., has ranked the Sperry Van Ness Organization as one of the most recognized commercial real estate brands in the US for a reason – we know how to deliver a certainty of execution for our clients. Sperry Van Ness International Corporation is one of the largest commercial real estate franchisors in the world with franchisees in 3 countries, 38 states, and 153 markets. Sperry Van Ness franchisees and their Advisors have completed more than \$39 billion dollars in sales volume on more than 12,000 transactions in the last 4 years alone. [Contact us today...](#)

Sperry Van Ness® Advisors.

It's a different world out there – the commercial real estate landscape has changed; it has perhaps changed forever. We don't need to tell you times are challenging, your own experience has proven the need for different strategies and direction. You have demanded a different kind of broker – a proactive, collaborative, and proven advisor with deep local knowledge and a broad national footprint. The Sperry Van Ness® organization has what you need.

Defined.

We could waste a lot of space citing the resumes and professional accomplishments within our network of affiliates, but our message isn't about us – it's about you. We understand that your success is our success and we never lose sight of that. We like to think that we have some of the brightest minds in the industry, an innovative approach, a culture of sharing and collaboration, and a relentless commitment to service; but we prefer to let our actions and results speak louder than words.

Vision.

Our vision can be best summarized by our clear recognition that we have only one niche – our client. The bottom line is that we are built to serve your needs across asset classes, practice areas, and geographic boundaries. If you have a need we have both the capability and the competency to insure a successful execution. If you don't believe the Sperry Van Ness firms are the most progressive and aggressive in today's market place, we invite you to test us – connect with a local Advisor, ask us a question online, engage with us on Twitter, Facebook, LinkedIn, YouTube, etc., interact with us via our blog, or read our research and market reports.

Leadership.

Sperry Van Ness International Corporation has the youngest CEO of all major commercial real estate brands. In addition, we have an executive team with tremendous integrity, continuity and experience. We have retained the experience and domain expertise of our industry veterans, while simultaneously embracing the next generation of leaders. This

leadership can be found in every Sperry Van Ness office and Advisor. You asked us to harness the incredible power that comes from the blending of institutional talent with a results-driven, entrepreneurial approach to doing the business – and we listened.

Because It's Right.

Our culture, the entirety of our focus, our very ethos – is designed to ensure that our interests are aligned with those we serve. Why? Because it's right. At no time in history has transparency and authenticity been more important to how business is conducted than it is today. We have a long and very public history of setting the industry standard in this regard. Every Sperry Van Ness® business owner must agree in writing to abide by our Core Covenants – the first of which is this primary covenant: "I place my client's interests above my own..." Departure from this primary directive will never be tolerated. These covenants are more than mere words, they allow us to breathe and align as one organization – the core of collaboration. They offer you the confidence of knowing our entire organization is always thinking of what is best for

you. It's a different standard, driven by a different focus and supported by a unique, committed and passionate culture built to challenge the status quo. Why? It's the reason to hire a Sperry Van Ness business. To create an advantage for you – and Because It's Right.

Wall Street to Main Street.

We believe the Sperry Van Ness Network simply has the best footprint in the market. At Sperry Van Ness International, we realize that transactions don't just occur in major markets, and as such we have uniquely built our brand around a platform that focuses on your needs. Our affiliates have offices in major markets, second tier markets and tertiary markets as well. Whether you're seeking acquisition, disposition, advisory, management, or capital markets assistance, we stand ready to serve your needs. Lipsey Co. has ranked the Sperry Van Ness organization as one of the most recognized commercial real estate brands in the US for a reason¹ – we know how to deliver a certainty of execution for our clients.

¹ Top 25 Commercial Real Estate Brands Survey, The Lipsey Company, 2011

Tenacious.

There are many things that go into creating a best-in-class commercial real estate Organization or Brand. While our brand offers proven and emerging technologies, an innovative business model, and a strategic footprint in the business and a culture of collaboration and sharing, it is our tenacity that is the defining difference. Our network understands our value is in breaking down barriers and accelerating results for our clients. We know that we don't earn your business by telling you how wonderful we are, but by creating a certainty of execution you can depend upon. We learned long ago that it doesn't cost anything to work hard; it just takes a commitment to a work ethic that is deeply ingrained in the Sperry Van Ness® culture. It is this tenacious approach to relentlessly earn your business that has built the numerous long-term client relationships for our business owners, and which continues to validate our beliefs and efforts. If you want evidence of our tenacity, look no further than our comprehensive approach to marketing. Every asset marketed within our system receives its own custom online presence cross-linked to a variety of other industry portals and fully integrated into state-of-the-art social media and search engine marketing

campaigns. We further augment our marketing efforts with National marketing opportunities, email and telesales efforts to proprietary investor and broker databases, and options like our accelerated marketing platform. We simply leave no stone unturned.

Get Started With The SVN Difference.

Contact Us Today | www.svn.com