

# GEGRACE

CORPORATE REAL ESTATE SERVICES

**G.E. Grace & Company, Inc.** provides brokerage and consulting services for the office and retail market and for real estate development.

Your real estate transaction will:

- meet or exceed your strategic goals
- provide economic value
- be handled efficiently

We achieve this through:

## Responsiveness, Communication and Flexibility

Having an advocate that is able to respond quickly, knows the market and has years of experience dealing with construction issues, lease negotiations and financial analyses ensures an efficient real estate transaction.

Rick Garapedian and George E. Grace are both attorneys. Steve Rowland, an architect in our office, is an expert on zoning and the NYC building code. He is available for all technical questions. His firm, like ours, has over 20 years experience in NYC real estate. We have worked with him on scores of transactions ranging in size from 3,000 to 200,000 square feet. As a result, we are able to give immediate and accurate responses to technical questions.

## No conflicts of interest

By only representing tenants and employing appropriate incentives, we provide objective information that our clients can use when making important decisions about their real estate. Unlike our large competitors, who are rife with internal and external conflicts, our sole interest is getting the best deal possible for our clients.

## Access to Data

Today, 85% of brokerage companies use the same database. Because of our experience, we have developed relationships with other brokers, owners and tenants. We are active on many deals and keep apprised of market conditions. With up-to-date market information, our clients make informed decisions.

## Confidentiality and Ethics

What starts at GE Grace stays at GE Grace. Your sensitive information is safe with us. We do not compromise our values or our tenant's goals to make a deal. We are careful to make sure that our client's transactions are handled expertly and that they get the best opportunity that the market allows.

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## Space and Leasing Analysis

Our tenants are provided with assessments and comparisons that make the negotiation and decision making process efficient. Each client receives tailored analyses conforming to their strategic needs.

## Background

George Grace's formative experience was with Pattison Partners. In the 1980's, we handled tenants such as Davis Polk Wardwell, Dewey Ballantine, Ogilvey & Mather, DMB&B, the MTA and Health & Hospitals Corporation in transactions of 200,000 square feet and more. These companies chose us because we were responsive, matters were handled confidentially, we knew the market, the principals were experienced and we had no conflicts of interest.

Similarly G.E. Grace & Company, Inc. has a long history of providing responsive service to clients such as Citibank, Gilford Securities, Louis Capital, Laidlaw Capital, Trinity Hotel Investors and Oak Tree Capital.

For more information, please visit our website at [www.GEGrace.com](http://www.GEGrace.com).