



Standard

Commercial

A HIGHER STANDARD
IN COMMERCIAL REAL ESTATE BROKERAGE

ABOUT US

WHO WE ARE

Standard Commercial is a commercial real estate consulting and brokerage firm based in Minneapolis | St. Paul, Minnesota that specializes in helping companies and investors with their commercial real estate requirements, including acquisition, disposition, lease and extension negotiation, in-depth location analysis, space expansion and consolidation and subleasing. Our focus is office, industrial, warehouse/supply chain and retail real estate assets. Since its founding, Standard Commercial has separated itself as a client-focused, detail-oriented partner for commercial property owners and commercial tenants in the Minneapolis | St Paul market.

UNDERSTAND

We believe in candid, executable expectations

In an industry where closing the sale is often prioritized over the client's needs, human interaction becomes merely a means to an end. Breaking with tradition, Standard Commercial offers something distinctly different. We breakdown your business, ask important and sometimes difficult questions about your objectives and market-positioning, and form a strategy.

EXECUTE

Our boots-on-the-ground, roll-up-your-sleeves approach is integral to our process

Our brokers, administrators, and contractors work as one. Our principals, agents, staff, myriad outside contractors, vendors, and industry experts collaborate on every assignment. We know what we do best, and likewise we know where to turn for help. We have trusted relationships with professionals across our broad industry to whom we turn unabashedly, to bring a powerhouse team to your brokerage assignment. Lastly, we fully cooperate with external brokers allowing us to create market leverage and gain insights from our shared experiences to deliver exceptional outcomes.

EXCEED

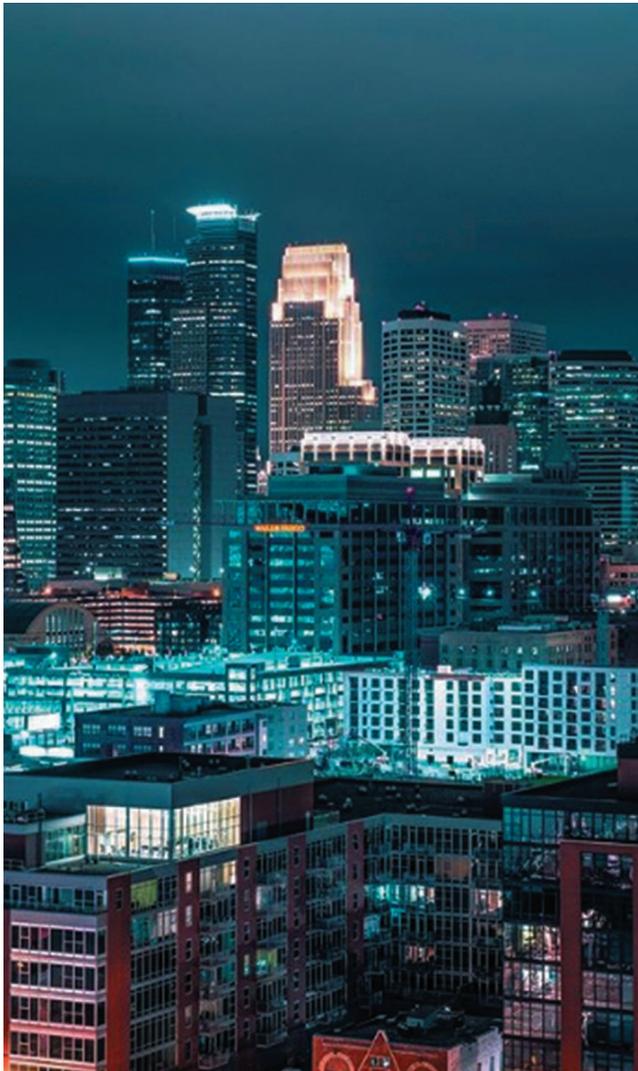
We are a client-focused, detail-oriented, well-connected partner

Because we are not a volume based brokerage, we have the bandwidth, focus, and resources to provide you exceptional service and help you realize your commercial real estate objectives. Having worked with Trammell Crow Company, Union Pacific Railroad, Premier Bank, Bank of the West, Metro Plains, FTK Properties, and Sand Hill Property Company, to name a few, we look forward to adding you to our list of satisfied clients and showing you how our innovative way of doing things sets us apart from the status quo.

OUR SERVICES

WHAT WE DO

Standard Commercial is a client-focused, detail-oriented partner dedicated to a higher standard of service. We specialize in helping companies and investors with their commercial real estate requirements, including acquisition, disposition, lease and extension negotiation, in-depth location analysis, space expansion, consolidation and subleasing. Our focus is office, industrial, warehouse/supply chain, and retail commercial real estate assets.



Investment Sales, Seller and Buyer Representation

SELLING AND BUYING COMMERCIAL REAL ESTATE

Financial analysis, strategic positioning, national marketing, negotiation of purchase and sale agreement.

Landlord Representation

LEASING VACANCIES FOR LANDLORDS/OWNERS OF COMMERCIAL REAL ESTATE

Marketing, tours, analysis and negotiation of letter of intent, request for proposal and lease negotiation.

Tenant Representation

HELPING TENANTS FIND AND NEGOTIATE SPACE

Site selection, market analysis, sale/lease financial analysis, negotiation of letter of intent, request for proposal and lease negotiation.

Consulting and Corporate Advisory

Advisory services related to debt, development, site selection, real estate strategy, multi-market acquisition and disposition, environmental, multi-store roll-outs, build-out/construction, renegotiation and extension, consolidation, expansion.

OUR PROCESS STEP BY STEP



Step 01

Define requirements and investment/
divestment objectives



Step 02

Determine positioning in market
relative to peer group



Step 03

Financial analysis/valuation to
determine range of expected prices and
ten year cash flows, IRR, equity multiple,
and other measurement ratios



Step 04

Determine marketing strategy and best tools



Step 05

Launch offering and bespoke marketing
strategy in partnership with vendors and
contractors



Step 06

Refine strategy based on
results and analytics



Step 07

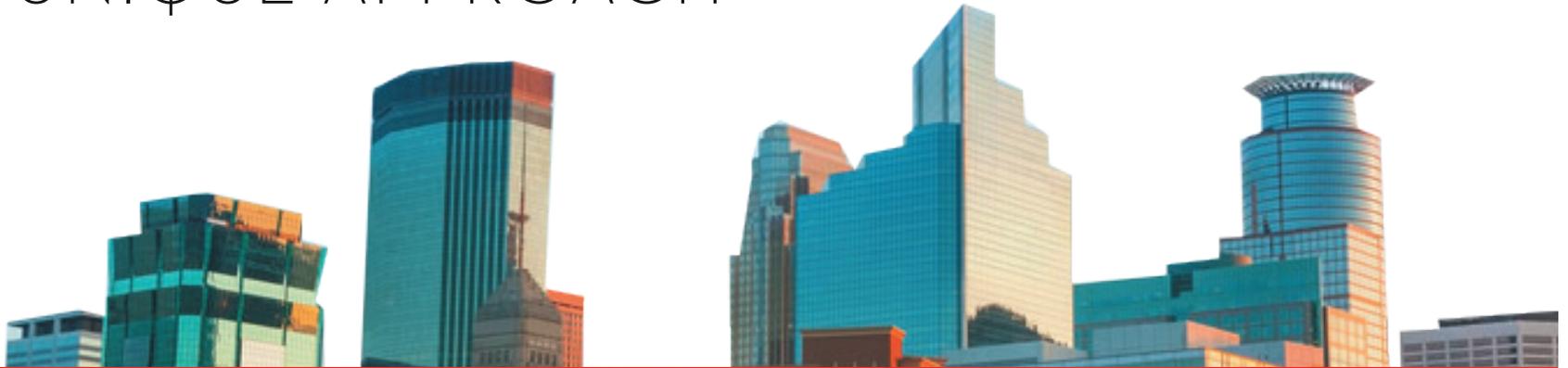
Successful Closing



Step 08

Follow up to determine best practices

WHY US OUR UNIQUE APPROACH



DISTINCT DIGITAL MARKETING

Our experienced digital marketing team uses the latest technology and strategies to give you cutting edge solutions that keep you and your property ahead of the competition. Each property receives a custom marketing campaign that leverages multiple platforms: custom websites, 360 virtual tours, custom videography, email marketing, direct mail, and online marketplaces like Platinum LoopNet, CoStar Suite, MNCAR, Redi, Catylist, Crexi, Brevitas, Ten-X, and Real Capital Markets, all designed to get eyes and dollars attracted to your property.

GUIDANCE. STRATEGY. EXPERTISE

Many brokers can find and sell space, but few have advanced degrees, Fortune 500 experience and are equipped to deliver a holistic set of strategic and creative solutions that your business requires.

PERSONAL RELATIONSHIP. PROFOUND RESULTS.

We are not a volume-based brokerage; we are a services company that focuses on people, and real estate. You can expect candid, data driven advice to help realize your commercial real estate objectives. You are our focus and you should settle for nothing but the best.

CONNECTED TO CAPITAL

Leveraging our coastal connections we create an audience in capital markets typically overlooked by other brokers. Utilizing our network of cooperating brokers, financiers, developers, wealth managers, and direct buyers around the country, we unlock the untapped potential of your asset.

BACK TO THE BASICS, BUT BETTER

In a world of endless emails and distractions, physically getting in front of people is sometimes the best way to do business. We don't sit still and wait for the phone to ring. We pick up the phone, network, think creatively about connecting property and people, and aren't afraid of paying real money for expensive media. Sometimes opportunity comes from the strangest places, and we're willing to put the time, energy and resources to cast the widespread - but personal - outreach that drives results.

EFFICIENT & EFFECTIVE EXECUTION

Unparalleled marketing, a robust network of vendors and capital sources, and a focus on the people of commercial real estate is how we provide a Higher Standard of commercial real estate brokerage the competition simply can't match.

OUR VALUES

WORDS WE LIVE BY

- Business will go where invited and return where appreciated
- Reputations will continue to be made by many acts and lost by one
- People will go right on preferring to do business with friends
- Performance will continue to outsell promises
- Enthusiasm will remain as contagious as ever
- Trust, not tricks, will keep customers loyal
- There is less to fear from outside competition than from discourtesy, inefficiency, and poor service



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