

SCOPE OF *Services*

The Tenant / Buyer Specialist

Encon Commercial, Inc. has completed successful transactions for clients throughout Southern California; we represent tenants and buyers of commercial/industrial real estate. Because of our 'single-minded' business philosophy, we excel at creating value for our clients.

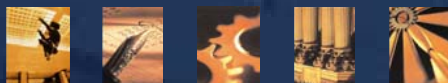
Assignments range from multi-market requirements to single transactions, whether a lease or a purchase. We fulfill our clients' objectives from inception of the transaction through execution of lease, or close of escrow, and transition management.

Services Provided - Lease

- Strategic Planning
- Market Research
- Lease vs Purchase Analysis
- Consolidation
- Expansion
- Relocation
- Lease Renegotiations
- Lease Renewal
- Sublease / Disposition
- Lease Administration
- Operating Expense Review
- Lease Review
- Transition Management

Services Provided - Purchase

- Strategic Planning
- Market Research
- Site Selection
- Purchase vs. Lease Analysis
- Transition Management
- Real Estate Investment Acquisition
- Return on Investment Analysis
- Transaction Management
- Escrow Monitoring



Encon Commercial, Inc.