

Tenant Representation

Local Focus

Worldly Knowledge

Cypress Real Estate Group offers Tenant Representation services for office and industrial tenants.

What is **Tenant Representation**?

In commercial real estate, the majority of national brokerages have multiple listings with institutional landlords. In other words, a large percentage of their commission business is driven by a number of multi-tenant properties within a portfolio of multiple properties.

In this case, if you are agent working for a national brokerage and you also represent a tenant, a business owner looking for space, where would you direct them? If you as the agent directed them to your landlord client (who owns multiple properties which makes up a significant portion of your annual business) and they liked the space, who are you now representing? Who's best interest do you have in mind? Who are you working for?

At Cypress Real Estate Group, we avoid these conflicts by working almost exclusively with owner/users, tenants, and local landlords. Less than 3% of our listings have included properties within a portfolio owned by an institutional type landlord, which means we are almost never faced with the obvious conflicts presented by such scenarios.

Conflicts are common in many business practices and of course they may still arise, but with our Tenant Representation service they can be effectively managed with with honesty, transparency and professionalism.