



THE GUSTAFSON GROUP

THE COMMERCIAL TENANT'S SINGLE SOURCE SOLUTION
IN HOUSTON SINCE 1971

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***THE COMMERCIAL TENANT'S SINGLE SOURCE SOLUTION
IN HOUSTON SINCE 1971!***

WOULD YOU LIKE THIS TEAM TO WORK FOR YOU?

Robert L. Avary, CCIM® - 18 Years Commercial Real Estate Experience

James W. Gustafson, CCIM®, JD - 32 Years Commercial Real Estate Experience

Jeff E. Sotier, CPA - 18 Years Commercial Real Estate Experience

We work as your tenant representative during the search for new headquarters or the expansion/renewal of your current lease.

THE MARKET:

The Houston Metroplex has 2,963 office buildings containing 216 million square feet, and 9,981 industrial or flex buildings containing 390 million square feet, all of which house an estimated 28,000 tenants. There are 39 defined market areas reaching into 4 counties (Harris, Fort Bend, Montgomery and Galveston). Written leases, we have seen, range from 1 to 147 pages. Lease terms such as "net", "gross", "triple-net", "net rentable area", "add-on", "repairs", "management fees", "insurance", "subrogation", "subordination" and "escalation" ARE ALL subject to, and in fact receive, individual landlord interpretation. There is no standard lease. We explain these terms, and navigate the leasing process with you and for you.

THE ISSUE:

The Landlord's team is, and has been, in place. The Landlord's attorney produced the "standard" lease; the Landlord's architect designed a building and space which the Landlord knows well; the Landlord's management team knows the "expense" and "cost" items which are "passed through" to the Tenant; the Landlord's agent is charged with renting (selling) the space to the prospective Tenant (YOU?) with "building standard" finishes at rental rates and on terms all favorable to . . . guess who? The Tenant's team, normally, is not in place. The Tenant's attorney, architect, building management expert, and office lease expert (tenant representative) are assembled, if at all, on a transaction-by-transaction basis.

THE SOLUTION:

With THE GUSTAFSON GROUP on your team, you, the Tenant, will have two CCIMs® (see "ABOUT CCIM®" for the value of this), one CPA, and one Attorney - Board Certified in Commercial Real Estate Law by the Texas State Bar Association. We know commercial leasing . . . well. And with THE GUSTAFSON GROUP, you will not find that your tenant representative ALSO represents a Landlord. We don't represent Landlords!

THE RESULT/THE BOTTOM LINE:

OUR CLIENT TENANTS OBTAIN THE LOWEST COST SPACE
USING THE LOWEST COST TENANT REPRESENTATIVE . . . US.
OUR FEE IS PAID BY THE LANDLORD AND
THE LANDLORD IS ADVISED THAT WE REPRESENT THE TENANT
NOT THE LANDLORD!

ABOUT CCIM®

Since the National Association of Realtors (NAR) is the largest trade association in the United States (840,000 members), it has the money and the clientele to create and administer on-going and excellent Real Estate educational programs. An option available to Realtors is to work toward becoming a CCIM® designee. A CCIM® designee obtains the CCIM® designation by taking five separate week-long courses and passing the exams at the end of each course. Then the CCIM® candidate sits for a comprehensive, 6 hour exam, and if successfully passed, receives the "red pin" which says "CCIM®". The courses are taught by highly successful practicing CCIM® (having various college degrees) that are carefully screened, trained and tested by the CCIM® institute. Attendees include employees of Fortune 500 companies, brokers for large and small firms, investors, developers, site selectors, landlords, tenants, architects, tax consultants, attorneys, accountants, property managers, appraisers . . . anyone who wants comprehensive, hands-on knowledge about commercial real estate! **Of the approximately 125,000 commercial real estate practitioners in the United States, 6,500 have earned the CCIM® designation. An additional 5,500 candidates are pursuing the designation. In the entire Gulf Coast region, only 150 people have successfully completed the CCIM® coursework. Each of the five courses costs about \$900 plus hotel and travel for an estimated total CCIM® "red pin" cost of \$10,000. CCIM®'s comprise less than 1/2 of 1% of all 1,500,000 real estate licensees. That is why the CCIM® is sometimes referred to as the Ph.D. of commercial real estate.**

A CCIM® is a professional who may specialize in commercial real estate brokerage, leasing, asset management, valuation, and investment analysis. The CCIM® community is worldwide with the majority of members residing in the United States and Canada.

WHO WE ARE

ROBERT L. AVARY, CCIM®

BUSINESS EXPERIENCE (Examples)

- Tenant Advisor (on a team of four) to a public entity leasing 160,000 square feet in west Houston
- Tenant Advisor for a publicly traded company consolidating two divisions into 25,000 square feet in a Greenspoint area building; subleased former space and saved company over 65% of remaining lease obligation
- Tenant Advisor for a publicly traded company leasing 28,000 square feet in the Westchase area
- Tenant Advisor for aerospace contractor leasing 32,000 square feet in the Clear Lake area
- Represented 37 office, warehouse and retail buildings totaling over 2,500,000 square feet
- Consultant for family trust acquiring a 115,000 square foot class A office building
- Consultant for private investor acquiring 11 acres of land and a 60,000 SF office building
- Consultant for investor acquiring 35 acres of land
- Consultant for Netherlands Antilles company selling a 47,000 square foot shopping center
- Consultant for local bank selling a 60,000 square foot industrial building
- Consultant for local bank selling a 27,000 square foot office building
- Consultant for a local bank selling a 24,000 square foot office building
- Consultant for school district on acquiring 15 acres for new middle school

JAMES W. GUSTAFSON, CCIM®, JD

BUSINESS EXPERIENCE (Examples)

- Consultant to investment builder on acquisition/lease for NYSE client's largest (45,000 square feet) U.S. regional office. Acquired site, retained architect and general contractor, presented to CEO of Tenant.
- Tenant advisor for NYSE client. Consolidate two divisions from CBD & Greenway to 39,900 square feet in Galleria area. Evaluated 6 premium buildings, hired space planner, worked with in-house counsel.
- Partner in real estate development firm that successfully developed five separate speculative office buildings totaling 415,000 square feet over a three-year period (1968-71).
- Contract acquisition specialist and project development consultant to NYSE vertically integrated community developer on successful \$125,000,000 residential real estate development in Memorial area.
- Tenant advisor for 25,000 square foot user in Galleria area.
- Tenant advisor for 17,000 square foot user in Westchase area.
- Tenant advisor for a NYSE client . . . acquired site, retained local legal counsel, the civil engineers, the architect, and the structural engineers thereby resulting in biddable plans and specifications for a 70,000 square foot office building in FM 1960 area. Counseled Tenant on lease terms and market rates including option to purchase.
- Tenant advisor to NYSE client . . . buyout of existing lease in Galleria area.
- Tenant advisor to NYSE client . . . relocate legal section to office building in CBD, lease of 9,100 square feet.
- Tenant advisor to NYSE client . . . evaluate 17 buildings resulting in Galleria area lease of 39,780 square feet.
- Building leasing agent (1966-68) for CBD and Greenway Plaza office buildings (observed Tenants' needs).
- Trust Officer responsible for personal and corporate trust divisions of a CBD Houston bank from 1963-65.

WHO'S WHO?

BROKERS, REALTORS, AGENTS AND REPRESENTATIVES

"The" Broker does not necessarily represent your interests!

A "Broker" is the license designation granted by the State of Texas Real Estate Commission (TREC).

A "Realtor®" is a licensee that agrees to be bound by ethical rules established by the National (NAR), Texas (TAR) and Houston (HAR) associations of Realtors®.

An "Agent" is a legal concept imposed by statute and common law between a "Principal" and an "Agent". An agent is not necessarily a Broker or a Realtor.

A "Representative" is a type of agent that more clearly states the duties between the "Principal" and the "Agent".

The Gustafson Group, if requested by you and consented to by us, will be your Tenant Representative and your "Agent". The Gustafson Group, Robert Avary and Jim Gustafson are Realtors®, CCIMS® and are licensed Brokers in the State of Texas.

Building Agents

Building Agents are hired to work for the building owner. The Building Agent (licensed broker or unlicensed employee) who represents the building owner is charged with marketing the space in order to secure advantageous lease terms for the building owner.

Tenant-Representatives

The licensee who represents prospective tenants in identifying and leasing commercial space is known as a Tenant Representative. A Tenant Representative is retained by the tenant. Your Tenant Representative is hired to work for you, and not the landlord. How can some firms claim to do both on the same transaction?

CODE OF ETHICS AND STANDARDS OF PRACTICE THE NATIONAL ASSOCIATION OF REALTORS® (NAR) EFFECTIVE JANUARY 1, 2003

Standard of Practice 1-2

The duties the Code of Ethics imposes are applicable whether Realtors® are acting as agents or in legally recognized non-agency capacities except that any duty imposed exclusively on agents by law or regulation shall not be imposed by this Code of Ethics on Realtors® acting in non-agency capacities. As used in this Code of Ethics, "client" means the person(s) or entity(ies) with whom a Realtor® or a Realtor®'s firm has an agency or legally recognized non-agency relationship; "customer" means a party to a real estate transaction who receives information, services, or benefits but has no contractual relationship with the Realtor® or the Realtor®'s firm; "agent" means a real estate licensee (including brokers and sales associates) acting in an agency relationship as defined by state law or regulation; and "broker" means a real estate licensee (including brokers and sales associates) acting as an agent or in a legally recognized non-agency capacity. (Adopted 1/95, Amended 1/99)

TESTIMONIALS

"When our company needed immediate and professional attention, you were there with excellent information, sound advice and a time commitment that allowed us to consolidate into 41,000 square feet from three other locations, on our schedule, on our budget, and our oil and gas people never missed a beat."

Bronson Mann, Attorney, Board Certified in Oil and Gas Law by the Texas Board of Legal Specialization of the Texas State Bar Association.
Pacific Enterprise Oil Company

"... Robert operates in a very low-key manner, but is able to achieve results in a reasonably short period of time. Our company benefited immensely in financial savings. Robert negotiated several built-in projects that drastically improved the appearance of our office ... It has been our pleasure to work with The Gustafson Group, and we recommend them very highly for any lease negotiations. You won't be disappointed!"

Mr. James A. Kraus
President, Harrison Personnel Services Inc.

"... We appreciate that our lease was not large by your standards. But we never felt that we were treated less than first class..."

Mr. Stephan K. Smith, RPA
Assistant Director, Administration for Facilities and Support Services
Texas Association of School Boards

"... You demonstrated to us from the very beginning that you had OUR best interests in mind and that you were not just trying to get us into office space. You not only helped [negotiate] for the very best price, but you followed through to the very end during the contract negotiations. You have at all times conducted yourself in a professional manner ... We have appreciated your follow through even after the deal was done and your genuine interest that we have been completely satisfied with our building arrangements..."

Mr. Robert Lemon
Office Manager, OpenLink Energy

"... I appreciate your work on our San Antonio Project ... Thanks and it's been a wonderful seven years of working with you and The Gustafson Group. Your office has been very professional in handling all our transactions."

Mr. Jessie Valdez
General Manager, Allied Vaughn

"... Despite our rather unrealistic expectations of finding a space, negotiating a rental agreement and moving in by the start of February, you not only made it happen, but did so with a level of efficiency and professionalism that demonstrated to us the essence of what all brokers in the industry should strive to achieve ... Throughout it all you kept us calm, educated us on the process and kept us informed of developments at each stage..."

Ms. Jennifer Hernandez
Branch Owner, Republic State Mortgage - Galleria

The Gustafson Group, Inc.

HOW WE WORK

We work only for tenants, not for landlords. We can better show you how we work than we can tell you how we work.

CONTACT US

We look forward to working with you!

Contact us via E-mail at:

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jim@gustafsongroup.com.

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