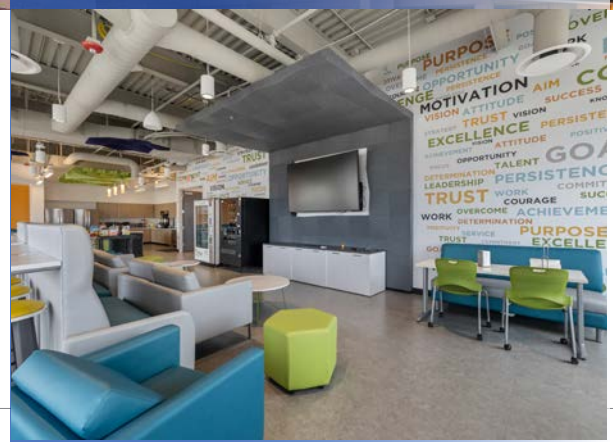




# TOX

COMMERCIAL



OFFICE BROKERAGE

# Tenant Representation

SITE SELECTION | COMPETITION ANALYSIS | MARKET STUDIES | DEMOGRAPHICS TARGETING | CONTRACT NEGOTIATIONS

# Our Approach

## INNOVATIVE STRATEGIES

Your leasing team, backed by our research and marketing groups, will offer you exacting, expert assistance using proven representation strategies and proprietary market data.

## RESULTS-DRIVEN REPRESENTATION

**ACHIEVE YOUR GOALS:** Our team achieves your business goals and represents your interests as a tenant, as we implement successful representation strategies for your commercial real estate requirements.

Our experienced professionals are specialists in the office market and are equipped with extensive market data. We are Idaho's market leader because of the results we deliver to our clients each and every day.

## SEIZING MARKET OPPORTUNITIES

**SITE SELECTION AND ANALYSIS:** Selecting the right location for your business is crucial. We help you evaluate all of the factors which will significantly impact your business, including: location evaluation, demographics analysis, drive-time research, space size options and lease structures.

**COMPETITION STUDIES:** We'll show you where your competition is located and offer insight concerning the properties that give your business the best exposure, access and position. On your behalf, we will negotiate terms which positively impact your company's profitability.

## SCOPE OF SERVICE

The scope of your tenant representation will include:

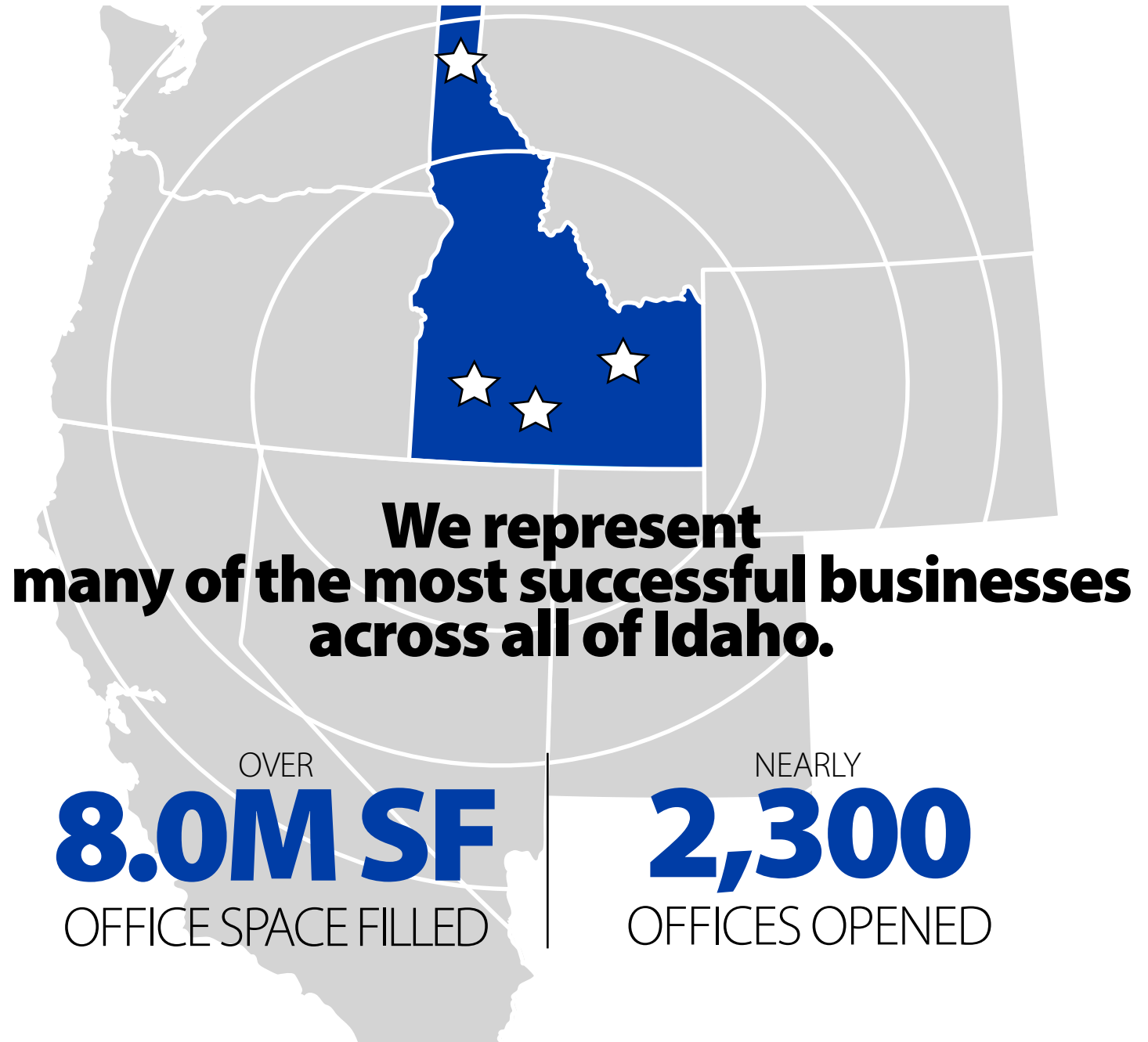
- Extensive market conditions due diligence, powered by our proprietary database and updated in real time, by our Research team
- Custom tour books offering strategic analysis of all potential locations included in your market tour
- Landlord outreach, utilizing a variety of sources and channels, during the site selection process
- Management of the entire leasing transaction through contract negotiations and execution



OFFICE TENANT BROKERAGE

# OUR REPRESENTATION **WORKS**

We represent  
**local,**  
**regional**  
and  
**national**  
office tenants  
who occupy  
space across  
the Northwest.



OFFICE USERS  
TENANT REP  
CLIENTS



StagedotO



LOVEVERY.



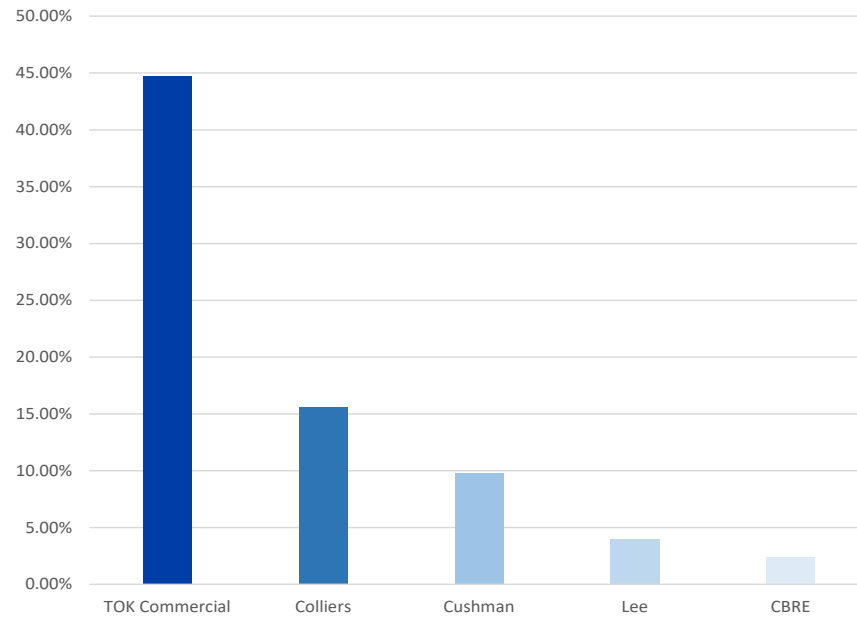
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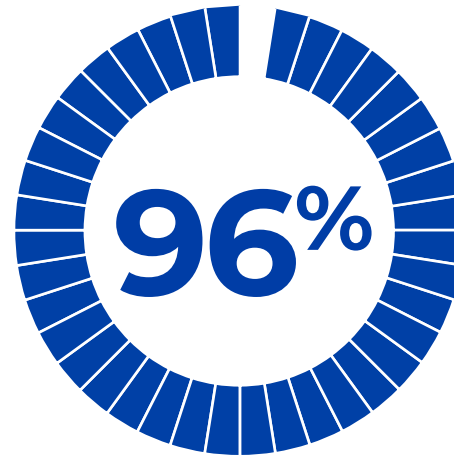
BROKERAGE SERVICES

# OUR TEAM LEADS THE MARKET

## Idaho Market Share



## Client Satisfaction



OF CLIENTS SURVEYED WOULD  
**RECOMMEND US** TO THEIR COLLEAGUES





BOISE BROKERAGE  
**OFFICE TENANT REP TEAM**

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**WHITNEY SPRUTE**  
Sr. Marketing Specialist



**TAYLOR HILL**  
Research Manager



**KRISTI LARSON**  
Director of Operations



**MARC STIMPSON**  
VP of Operations

TENANT REPRESENTATION

# CLIENT REFLECTIONS

**MARY PAT THOMPSON** MWI VETERINARY SUPPLY:

"TOK Commercial was very helpful in helping MWI assess our business needs and find an office building that was a great fit for us. TOK's team assisted us with all negotiations. Once we closed the transaction, they were a great resource for selecting an architect and general contractor. I can confidently recommend TOK Commercial as an expert in their field."

**CYNDI KAY** BRANCH MANAGER D.A. DAVIDSON & COMPANY:

"Throughout the process, TOK Commercial provided guidance and advice that ultimately led to a favorable lease for our downtown office. I would definitely recommend the company to other businesses for their commercial real estate needs."

**DAVID MESSNER** COSTCO:

"TOK Commercial has done an excellent job representing Costco's real estate interests in the Treasure Valley for the past 10 years. They have taken the time to learn how Costco operates and what makes for a successful warehouse. We work with topflight brokers across the U.S. and Canada. TOK Commercial's people and resources are among the best I have seen."

**JAY K. FRANCIS** EXECUTIVE V.P., LARRY H. MILLER MANAGEMENT CO.:

"TOK Commercial has been a great partner in the Boise-Caldwell area. It is comforting to know you have a team that is working for you and keeping your property in the forefront of those who are potential buyers."

**CHRISTOPHER PETERSON** THE FORGE:

"We worked closely with TOK Commercial in locating the perfect location for our training facility. Not only did they find an ideal location but it was largely due to their efforts that we have been able to focus on our business. TOK's team is professional, efficient and a pleasure to work with. I am confident that you will find TOK to be an asset and valuable partner in addressing commercial real estate needs and decisions."

**KALEO NAWAHINE**:

"We have been looking for an office in the Boise area for many years. We had a unique set of constraints that made the search more difficult. TOK Commercial's team was very diligent and very persistent in finding what we needed. Great service rendered. I would highly recommend TOK to any potential client I know."