

Our Commercial Real Estate Services

Accelerating success.



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We are invested in accelerating your success and think differently to produce innovative solutions.

Our Services

Colliers provides the full range of real estate services to real estate owners, occupiers and developers. It's not what we do, but how we do it, that sets Colliers apart to maximize property value and deliver service excellence for the lifecycle of a property.

- Integrated service offerings to create customized solutions
- Niche property expertise and sector specializations
- Network of 18,000+ collaborative global professionals
- Partnerships with occupiers, owners and investors worldwide



01.

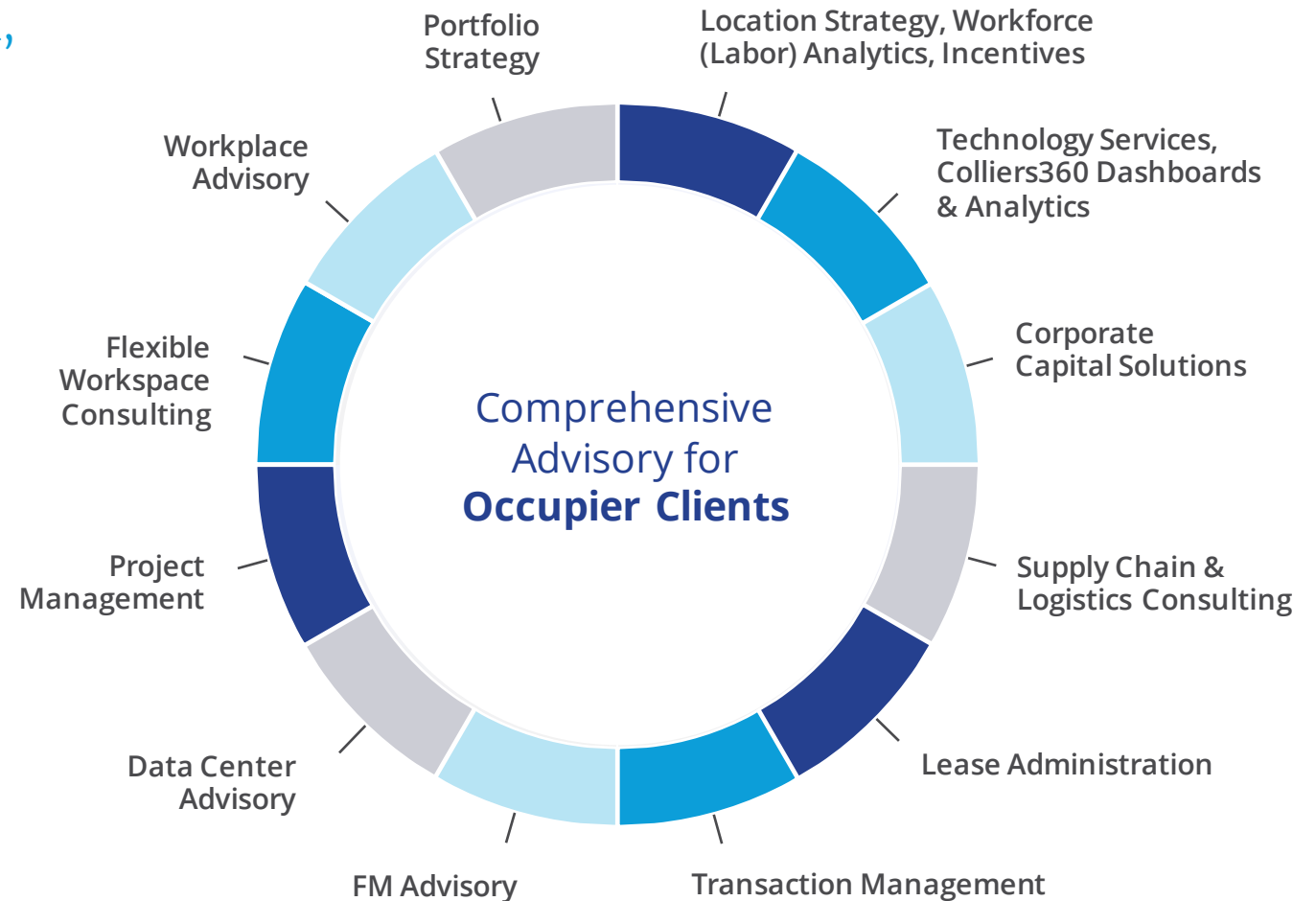
Occupier Services

Occupier Services

Comprehensive Advisory Solutions

We listen and understand your unique situation, then leverage our enterprising platform to develop a custom solution to meet your needs.

- **Discovery:** understanding your business goals and objectives
- **Alignment:** analyzing results and gaining agreement on direction
- **Strategy:** identifying an opportunity and developing a procurement strategy
- **Delivery:** implementing the plan and managing the details
- **Metrics:** measuring and reporting results



Occupier Services

Integrated Service Delivery

Our unique combination of comprehensive, full-service delivery, outstanding global coverage, and our enterprising culture maximizes efficiencies for your business.

We deliver all services through a hand-picked, multidisciplinary team led by a single point of contact.

Services

- Transaction Advisory
 - Tenant Representation
 - Transaction Management
- Consulting
- Lease Administration
- Project Management
- Colliers360 Technology Services



Comprehensive relationship
management expertise and
agility

Occupier Services Transaction Advisory

Tenant Representation

Structuring the optimal transaction, and leveraging all the unique alternatives in today's market, requires expertise, creativity and action.

Whether a new location or restructuring your existing situation, this will impact on your bottom line, position your brand for success, attract and retain the right talent and maximize your operating efficiencies.

Our specialized experts understand your industry sector and your business, operating in dedicated practice groups and teams with niche expertise in industries such as, but not limited to:

- Banking & Financial Services
- Consumer Products
- Government Contracting & Defense
- Heavy Manufacturing & Distribution
- Life Sciences & Healthcare
- Professional Services
- Technology, Media & Telecom
- Utilities, Energy & Public Sector



Advising tenants with thorough
expertise and action

Occupier Services

Transaction Advisory

Transaction Management

With multiple locations across multiple markets, it can be complex to select the right site for your business, renegotiate a lease or decide to expand, contract or dispose of your facility.

Our transaction management professionals partner with local market experts and specialists within property types and industry sectors to deliver the most efficient and effective tactical implementation for your tenancy needs.

- In-depth market knowledge
- Sophisticated financial tools
- Site-selection mapping
- Move-management techniques
- Customized property marketing strategies



Occupier Services Consulting

Colliers can help you plan and execute on your goals.

Our enterprising culture empowers and pushes our people to listen, be change agents and proactive advisors.

Our experts advise and guide clients on how to optimize your real estate, from a single large, complex transaction to global portfolios.

We bring best practices, industry insights, and a data-driven approach to help you achieve business objectives.



Occupier Services Project Management

Our real estate project management experts support occupiers of every asset type, leveraging our expertise to identify efficiencies and deliver on time and within budget. Our expertise spans the scale of complexity and product type, from tenant improvement renovations to ground-up construction to multi-market program management.

Our Services

- Due Diligence, Design & Permitting
- Pre-Construction
- Project Schedule & Reporting
- Construction Management
- Relocation & Move Management
- Project & Program Management
- Development Management
- Planning & Advisory
- Commissioning & Energy

Industries Served

- Banking & Financial Services
- Colleges & Universities
- Consumer Products
- Cultural
- Federal, State & Municipal
- Government Contracting & Defense
- Healthcare
- Heavy Manufacturing & Distribution
- Hospitality
- Infrastructure
- K-12 Education
- Life Sciences
- Multifamily Residential & Mixed Use
- Professional Services
- Retail
- Technology, Media & Telecom
- Utilities & Energy



Occupier Services

Lease Administration

Colliers' Lease Administration approach improves quality control, proactively manages critical dates, creates transparency and helps clients avoid billing errors and overpayment to recover savings from landlords.

Transition Management

- Develop/refine client-specific processes
- Set up Document Management Tool (DMT)
- Manage initial abstractions
- Document client account processes & communications in playbook

Database Management

- Abstraction of updates to database for leased & owned locations
- Critical dates tracking, options and other key lease terms
- Client reports
- Estoppel review
- Ongoing quality control

Rent Administration

- Invoice validation
- Reconciliations referral
- Monthly rent schedules
- File for client AP upload
- Data support for client lease accounting (IFRS) process
- Rent payment (optional)

Lease Audit

- Deep review of OPEX/CAM reconciliations including taxes & insurance
- Market-level benchmark expense comparisons
- Landlord negotiations
- Dispute resolution
- Savings report
- Field audit (optional)

Occupier Services

Colliers360 Technology Services



Colliers360

Colliers360 Technology enables one-stop, user-friendly access to key leases, space and related data from diverse systems and real-time evaluation of potential opportunities.

Dashboards

Extensive pre-developed dashboards ready to go with easy customization

Mobile App

Allows access through the mobile app on any digital device

Change Management

Expertise in engaging with your stakeholders and various data owners

Fast Delivery

Implementation within 90 days

Solution-Oriented

Solves complex data integration and confidentiality challenges

Unlimited Reporting

Provides custom configuration of reports for metrics and KPIs

Visualization

Illustrates results through interactive charts and maps



Occupier Services

Colliers360 Ecosystem



Workflow Automation

Process Street

Simplify and track project checklists

Document Management Tool

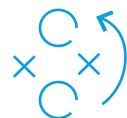
Store and easily access lease documents

Colliers Mobility Pass

Find and use coworking space on the go

Strategy Development Wizard

Kick off transactions with a guided, best-in-class process to identify key criteria and create the overall strategy



Portfolio Strategy

Portfolio Expert

Identify and analyze critical metrics

Business Intelligence Dashboards

Visualize data and make better decisions

Global Occupier Guide

Understand key nuances for doing business in global markets

Back-to-Work Navigator

Develop and execute agile plans for the return to office

Workplace Assessment Tool

Align, track and measure workplace metrics to business objectives



Market Intelligence

Lease Compass

Assess the financial impact of GAAP & IFRS Standards

Workplace Expert

Survey talent to gain key insights on workplace effectiveness

Colliers Discover

Analyze market intelligence and comps across markets

Colliers SmartFlex

Search and compare rates and terms for flex space

ColliersATLAS

Visualize market dynamics using interactive maps



Site Selection

Site Advisor

Model and compare scenarios based on curated data

Office Expert

Automate site selection & location strategy



IWMS

WorkTrac

Execute lease administration and track projects

02.

Services for Landlords & Investors

Investor Services Capital Markets

Our Services

We are here to help investors accelerate success and unlock the potential of real estate.

We work with all types of Real Estate Investors:

- Sovereign wealth funds
- Insurance & pension funds
- Private equity funds
- REITS
- Family offices
- Corporate occupiers
- Developers

We provide comprehensive real estate investment expertise through our integrated services platform.



Investor Services

Capital Markets

How we work



We provide a **single point of contact** and **personalized service with a global reach**.



We **work closely with our local experts** around the world to **leverage cross-border opportunities on real estate** across all asset classes.



We **adapt to our clients' needs** and align our strategies accordingly.



We assist in **deploying capital around the world, across the capital stack**.



As one of the only truly global real estate advisory firms, we **underwrite complex portfolio and overseas transactions**, meaning we are well placed to support our clients' most challenging transactions.



Through our specialist in-house resources, we **advise and support our clients on their ESG strategies** no matter where they are in the process.



We are a market-leader in real estate research and consulting, **producing real-time, global insights that empower our clients** to make informed market and sector decisions.

Investor Services

Capital Markets

Investment Property Sales

Our real estate professionals have the **expertise to enhance our clients' portfolio** and provide advice throughout the full life cycle of property acquisition, asset management and disposition.

Our deep **domestic and global relationships and market-leading, extensive track record** means we can connect our clients to the right investors and opportunities across all sectors, assist with due diligence, and provide support throughout the sales process.



Investor Services

Capital Markets

Debt & Equity Solutions

Our real estate debt and equity solutions experts provide **independent, specialist advice** supported by **strong lender relationships and extensive experience**.

Our financing professionals have broad and varied experience as accountants, advisors, investment bankers, lawyers and treasury experts, giving us a unique opportunity **to add value throughout the entire lifecycle**; from establishing an initial capital strategy to execution and documentation. Our experts actively maintain relationships with hundreds

of national and international capital solutions providers such as major life insurance companies, credit companies, debt funds, commercial banks, and private equity firms. We bring together those relationships with state-of-the-art IT and proprietary modeling to **provide insights into capital market conditions, providing a competitive advantage in debt and equity placement and refinancing**. Our teams source and execute funding solutions domestically and globally to enhance real estate transactions and improve the efficiency of portfolios – meaning **our clients transact efficiently and on the best terms**.

We support our clients through:



Business
Planning



Capital
Raising



Funding
Options



Lender
Negotiations



Strategic
Advice



Transaction
Execution

Investor Services

Capital Markets

Advisory

Combining our **experts' knowledge with our data insights platform** means we can work strategically with our clients on the development of their short and long-term investment strategies.

We **provide advice on trends across all markets and asset classes**, considering macro and micro factors that could positively or negatively impact the real estate investment markets across the globe.

With our **consistent forward-looking approach, clients can leverage this knowledge** to ensure they are prepared to take advantage of opportunities that may arise as a direct result of market activities.



Investor Services

Landlord Representation

Attract top tenants to your property

Every property has a story — a unique combination of history and strengths that a property owner or landlord can leverage to maximize a building's value.

Our Landlord Representation Services team can help you unlock your property's potential by developing a deep understanding of your unique space and delivering expertise on the market and the marketing techniques that will showcase your property's best qualities.

Our experts will position your property in a way that attracts and secures the right tenants for you — all while helping you avoid the common pitfalls of the leasing process.

Unlock your property's
potential



Investor Services Project Management

Our real estate project management experts leverage their deep industry-specific expertise — as well as the most cutting-edge best practices and technologies — to deliver on-time, on-budget projects that accelerate the success of your business.

Our Services

- Due Diligence, Design & Permitting
- Pre-Construction
- Project Schedule & Reporting
- Construction Management
- Relocation & Move Management
- Project & Program Management
- Development Management
- Planning & Advisory
- Commissioning & Energy

Industries Served

- Banking & Financial Services
- Colleges & Universities
- Consumer Products
- Cultural
- Federal, State & Municipal
- Government Contracting & Defense
- Healthcare
- Heavy Manufacturing & Distribution
- Hospitality
- Infrastructure
- K-12 Education
- Life Sciences
- Multifamily Residential & Mixed Use
- Professional Services
- Retail
- Technology, Media & Telecom
- Utilities & Energy



Investor Services

Real Estate Management Services (REMS)

Optimize your property management

Our team of real estate management experts is one of the largest globally, with two billion square feet under management. By partnering with Colliers, you will have the attention of best-in-class advisors who will manage the ever-changing needs of your property to maximize value and tenant retention, freeing you up to focus on your business.

Accounting & Financial Reporting

Our accounting and financial reporting services professionals deliver precise financial tracking, cash flow control and Generally Accepted Accounting Principles (GAAP) compliance to maximize your property's performance.

- Accounts receivable and payable
- Common area maintenance (CAM) reconciliations
- Budget and analysis

Capital Projects & Value Enhancement

We leverage our experience and knowledge to efficiently identify and manage projects that achieve the goals for your property. From coordinating contracts to landscaping projects to lobby enhancements and building alterations, our experts offer forward-thinking solutions that position your property in the best light with minimal stress, time and effort required of you.

Engineering Services

Every property is unique, requiring individualized attention from experts who can create a customized plan to maximize its efficiency and lifespan.

Our team of engineers offers a broad range of disciplines, including mechanical, electrical, plumbing, fire/life safety systems and appearance, ensuring that your building receives the highest quality attention and care.

Property Operations

Our team of property operations experts works to ensure the safety, comfort and satisfaction of your tenants, providing a customized strategy designed to maximize return on investment and align with your objectives. Our property operations services include:

- Budgeting
- Sustainability
- Colliers Service Center
- Inspection audits

Investor Services Valuation & Advisory

Understand and optimize value

Our Valuation and Advisory Services experts provide a suite of offerings, such as **single-asset valuations, portfolio valuation, right of way valuation, lease and cost analysis, litigation support** and **feasibility studies**. With our unique and expanding platform, we continue to attract the valuation industry's leading professionals and provide a full range of expertise across all commercial property types nationwide.

Real estate valuations play a pivotal role in today's business climate. An accurate and well supported opinion of property value can mean the difference between reaching a critical goal—securing a loan, closing a sale, reporting to investors, choosing the best asset—or failing to achieve it altogether.

Colliers Valuation & Advisory Services reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. A solid valuation report can be a strategic asset for investors, lenders and owners, provided it addresses both a property's unique characteristics and the most current market conditions. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise and timely appraisals.



Our team can provide vital insights into all property types including the four core asset types as well as healthcare, self-storage, hospitality and manufactured housing assets.

Investor Services

Colliers Securities

A full-service investment bank and registered securities broker-dealer offering a wide array of products and services to meet the needs of individuals and institutional investors

Formerly operating as Dougherty & Company LLC, Colliers Securities offers more than 40 years of experience specializing in investment and capital-raising strategies to meet long-term objectives. Our business is built on the strength of our longstanding relationships and ability to find innovative financing solutions for our clients.

Our retail sales force serves the needs of individual investors with bonds, stocks, managed money and insurance products.

Public Finance

Our clients trust our public finance experts in all aspects of borrowing and financial management, including municipal bond underwriting. We offer a range of robust commercial real estate loans for non-profits, units of state and local government, and other tax-exempt entities.

Individual Investors

For more than 40 years, we have delivered wealth management solutions for individuals' financial needs by combining the qualities and familiarity of a local brokerage firm with the capabilities and resources of a Wall Street clearing firm.

Corporate Finance

The Corporate Finance team at Colliers Securities serves as a strategic partner for emerging growth companies in the consumer, energy, healthcare, industrial, real estate and technology sectors. Our professional staff provides services to help companies and stockholders create value and meet corporate finance objectives.

Institutional Investors

Colliers Securities provides a multitude of innovative solutions customized to meet the business needs of institutional investors. Whether you are looking for equity or fixed income capital markets solutions, our team can work closely with you to formulate effective strategies.

Investor Services

Colliers Mortgage

Colliers Mortgage offers a comprehensive and wide range of financial vehicles, giving our clients access to a variety of solutions to best meet your unique needs.

Our products and services are designed to meet your financing, funding and capitalization needs, including access to federal agency loan programs, structuring competitive financing packages for borrowers and lenders alike, or identifying capital sources.

Commercial Finance

For developers, we create comprehensive, flexible debt facilities that often incorporate a variety of capital sources and financing alternatives. We provide a thorough underwriting package for lending institutions that allows banks to analyze and independently assess each asset opportunity. Finally, we provide a full-service, back-office operations team that manages the various stages of the project's lifecycle – from closing, funding and title to construction draw management, insurance coverage, reserve accounts, payment administration and pay off.

Agency Finance

Our dedicated team of multifamily financing experts offer conventional and affordable options, including through Agency loans. We specialize in providing access to federal loan programs, such as:

- Fannie Mae DUS®
- U.S. Department of Agriculture (USDA) Community Facilities Guaranteed Loan Program
- Federal Housing Administration (FHA, which is part of the U.S. Department of Housing and Urban Development, or HUD) financing solutions

Along with conventional/market rate multifamily financing, we provide other financing options, including solutions for affordable housing, senior independent and assisted living facilities, hospitals and healthcare facilities, and student housing.

Investor Services

Colliers Insurance

Insurance products and solutions for businesses and individuals/families

Our insurance experts are your consultants. We work to understand each client's unique needs to deliver tailored solutions for businesses, individuals and families. As an insurance brokerage, we have access to many of the nation's top carriers to provide our clients with a range of personal and commercial property and casualty insurance-based solutions and risk management products. This means you have a multitude of options to meet your needs and the flexibility to revise your insurance plans as often as your life changes.

Commercial Insurance

Commercial insurance helps to protect businesses, their owners and their employees, but every business is different, and we know one size doesn't fit all when it comes to insurance.

We work with you to build and protect your business, providing a variety of insurance solutions available in one convenient package, based on your business type, industry and unique needs.

Personal Insurance

Enjoy life and the fruits of your labor knowing you have the coverage you need to protect the assets you've worked hard to obtain. We can't always see what's ahead in life, and we know the unpredicted can happen. When it does, we want to help you be prepared with insurance solutions designed to protect you, your family and your property.

Investor Services Engineering & Design

Multi-discipline engineering design firm

Colliers Engineering & Design, a subsidiary of Colliers, is a trusted provider of multi-discipline engineering, design and consulting services to public and private sector clients. Headquartered in Red Bank, New Jersey, with 35 offices throughout the United States, we specialize in providing a comprehensive suite of services to our clients. We employ more than 1,000 talented professionals who utilize the most advanced technologies to deliver customized solutions for our clients.

A blue-tinted photograph of a busy city street with pedestrians and buildings in the background.

Civil/Site

A blue-tinted photograph of a person using a surveying instrument, possibly a theodolite or total station, outdoors.

Survey/Geospatial

A blue-tinted photograph of a large excavator working on a construction site.

Geotechnical/
Environmental

A blue-tinted photograph of a complex highway interchange with multiple overpasses and ramps.

Traffic &
Transportation

A blue-tinted photograph of a large-scale construction site with cranes and heavy machinery.


Infrastructure

A blue-tinted photograph of a grand, classical-style building with columns, likely a city hall or government building.

Governmental

A blue-tinted photograph of several tall telecommunications towers against a clear sky.

Telecommunications

A blue-tinted photograph of an industrial facility, possibly a power plant or refinery, with large pipes and structures.

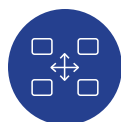
Energy

Investor Services

Investment Management

We invest in real assets on behalf of institutional investors including public and private pension plans, endowments, insurance companies, family offices and other leading institutional investors.

We have a track record of delivering superior risk adjusted returns to our investors and making a positive impact across the communities in which we invest and operate.



Alternatives

- Healthcare
- Education
- Storage
- Digital



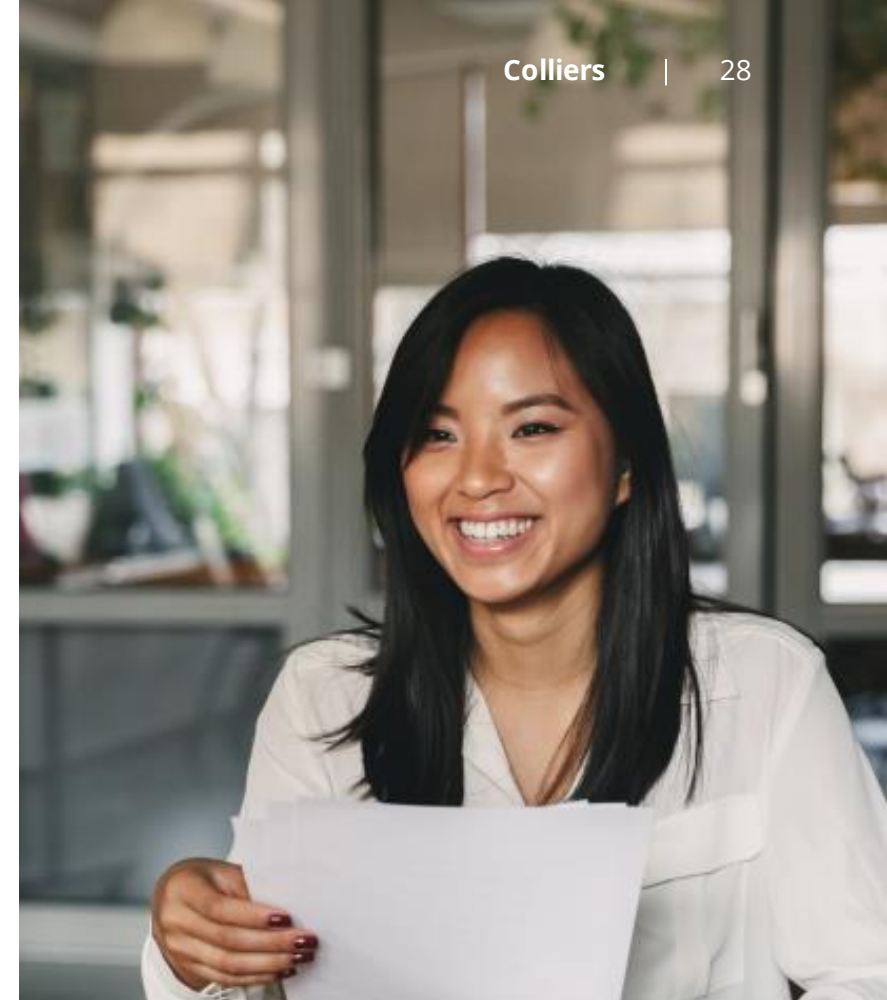
Infrastructure

- Utility
- Transportation
- Energy/Renewable
- Communications
- Social



Real Estate

- Multifamily
- Office
- Mixed-use
- Retail
- Credit/Debt



Colliers is one of the leading alternative asset investment managers with **\$98 billion** in real assets under management.

Investor Services

Investment Management

Our Investment Firms:



Leader in demographic-driven alternative assets in senior living, student housing, medical office, life sciences, storage and digital assets.



Leader in equity and debt investments across multifamily, office, mixed-use, hospitality and retail.



Leading transatlantic infrastructure investment management firm specializing in mid-market, infrastructure equity investments across the utility, transportation, energy/renewables and communications sectors.



Leading alternative real asset management firm offering investment solutions through actively managed, perpetual-life funds.

03.

Services by Property Type

Services by Property Type

Industrial

Colliers Industrial Services is recognized as a worldwide leader.

While we take deep pride in our local market expertise, collaborative culture and innovative technology tools, it is the personal, deep-dive understanding of your real estate needs that sets us apart. Our platform of **more than 650 industrial-focused advisors** works in a manner that transcends industry basics to achieve the greatest success possible for you.



Value-Add Advisory Services

- Workforce/Labor Analytics
- Site Selection
- Strategic Planning
- Advanced Location Modeling & Mapping
- Incentive Procurement
- Project Management
- Valuation & Advisory
- Engineering & Design



Brokerage Services

- Investor Representation
- Tenant Representation
- Capital Markets



Management Services

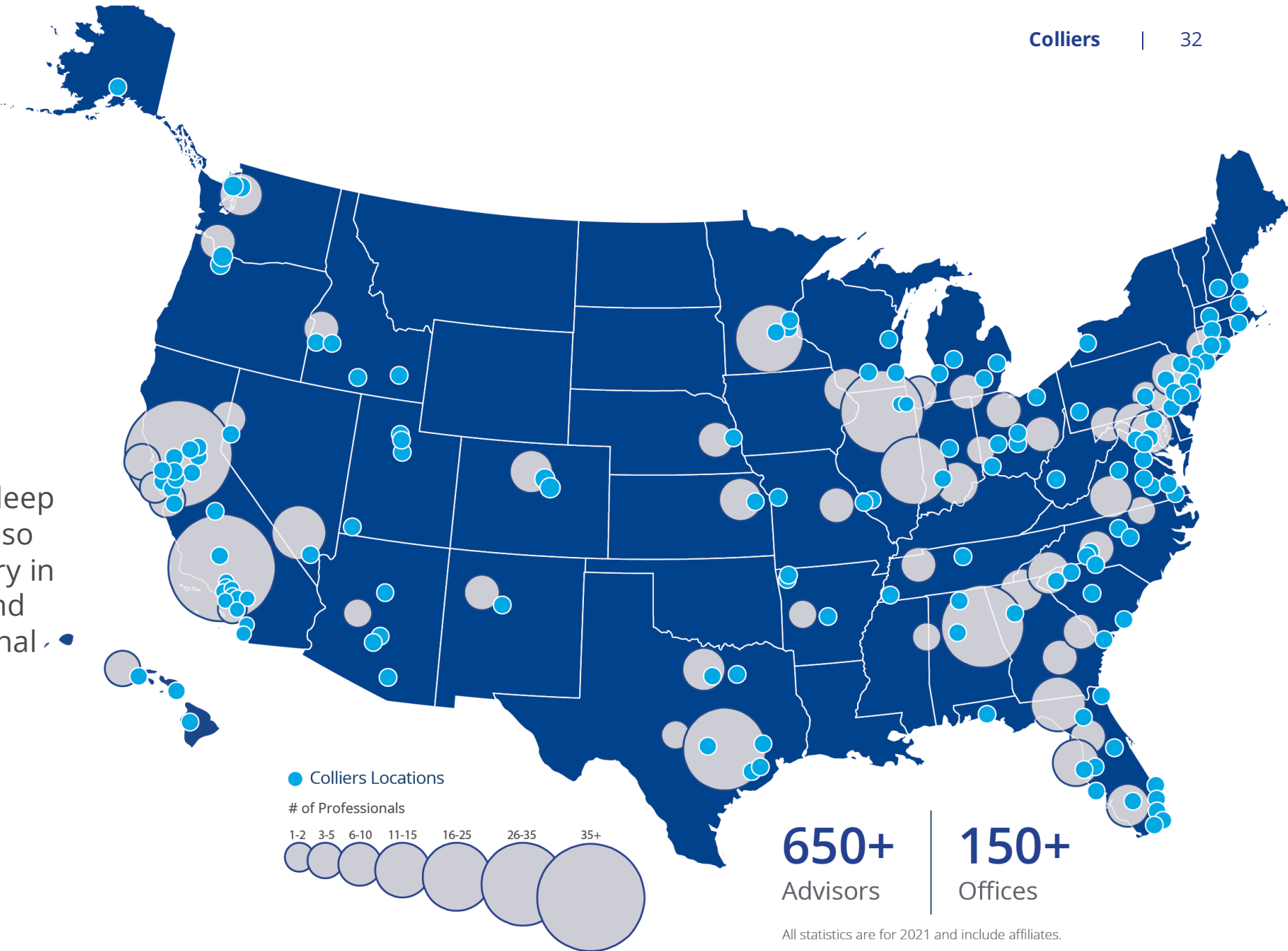
- Real Estate Management Services (REMS)



Our Reach Industrial

We've got you covered.

We have over 650 dedicated advisors that not only have deep local market expertise, but also collaborate across the country in over 150 locations and around the globe to deliver exceptional service for our clients.



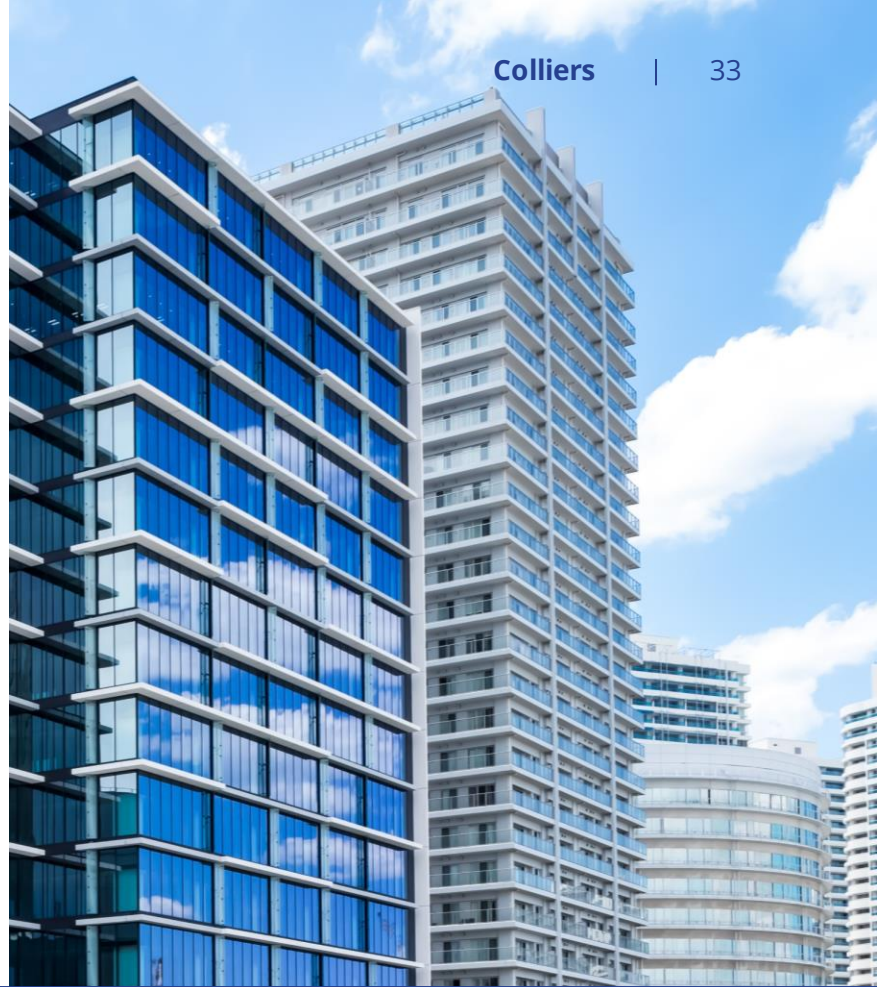
Services by Property Type

Office

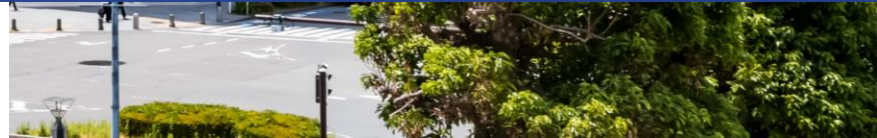
Colliers' enterprising office solutions uncover the rewarding opportunities harbored in every difficult challenge owners and occupiers face today.

We specialize in assisting occupiers who require effective strategies to evolve or preserve their current workplace environments. Providing state-of-the-art ingenuity, we help our clients determine a game plan that will enable them to thrive through the structural workplace revolution.

Investors and developers depend on our market-leading research, advanced technology and resourceful expertise that maximize an asset's potential throughout its life cycle. Our experts provide nuanced strategic advantages that empower our clients to dominate all major markets, ranging from central business district high-rises to single-story suburban office buildings.



Game-changing real estate solutions that meet the challenges of the workplace revolution



Services by Property Type

Office Agency

Maximizing the value of your property

We partner with clients to create a roadmap for your asset that will achieve your objectives. We deliver enduring value by reducing risk and maximizing NOI.

Our deep insights, local market expertise, industry-leading data and award-winning marketing capabilities will help your property reach its best position in the market. Tapping into our integrated expertise and proven track record, we develop strategies that will give your asset a competitive edge and take it to the next level.

Asset Marketing

Creating distinction, capturing attention and driving conversion

Colliers is unmatched in asset positioning and marketing execution. We resource local markets with our team of skilled creatives and renowned subject matter experts to support branding development, competitive positioning analysis and marketing strategy specifically focused on creating distinction in the market.

Research & Marketing Analysis

Industry-leading insights drive better results

We pride ourselves on best-in-class research at a local and national level which fuels our insider knowledge of market activity. From geographical considerations to market trends to net asking rents, we provide you with valuable insights derived from our in-depth market knowledge, proprietary property database and industry-leading research.

Value Add Expertise

Deeper bench, deeper value

Colliers' Office Agency platform provides landlords the opportunity to interact with subject matter experts in support of all strategic decision-making. Leveraging our Office Agency Advisory Board, comprised of top brokers and marketing, research and asset management experts, Colliers' clients can engage in the development of market-leading custom campaigns for your top tier assets.

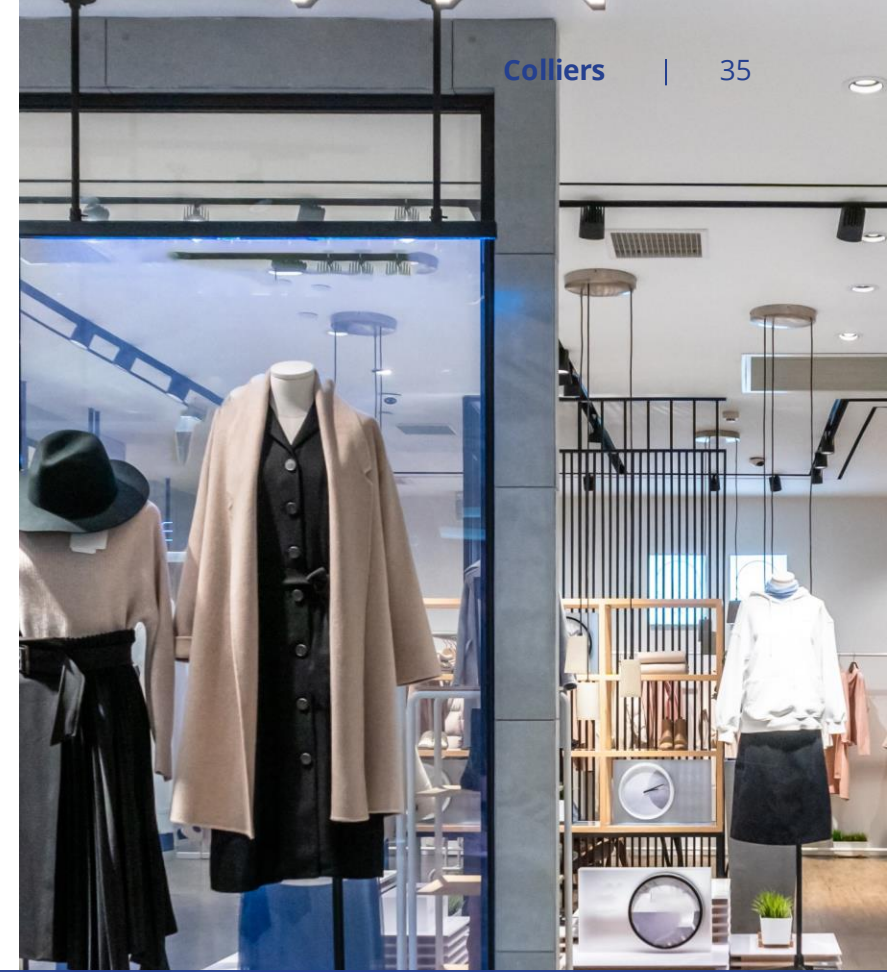
Services by Property Type

Retail

Our international team of expert retail real estate advisors offer specialized industry knowledge that leverages proprietary analytics to provide you with personalized recommendations to meet your individual needs, goals and timelines.

Colliers retail advisors are committed to protecting your investments and the brand throughout every phase of the real estate process. Our team reflects experience across the real estate spectrum to meet your needs, whether that includes an international rollout, re-developing or repositioning in a transitioning downtown area, or attracting top retailers to your property.

Our advisors partner with you to define, implement and execute your retail strategy utilizing innovative solutions.



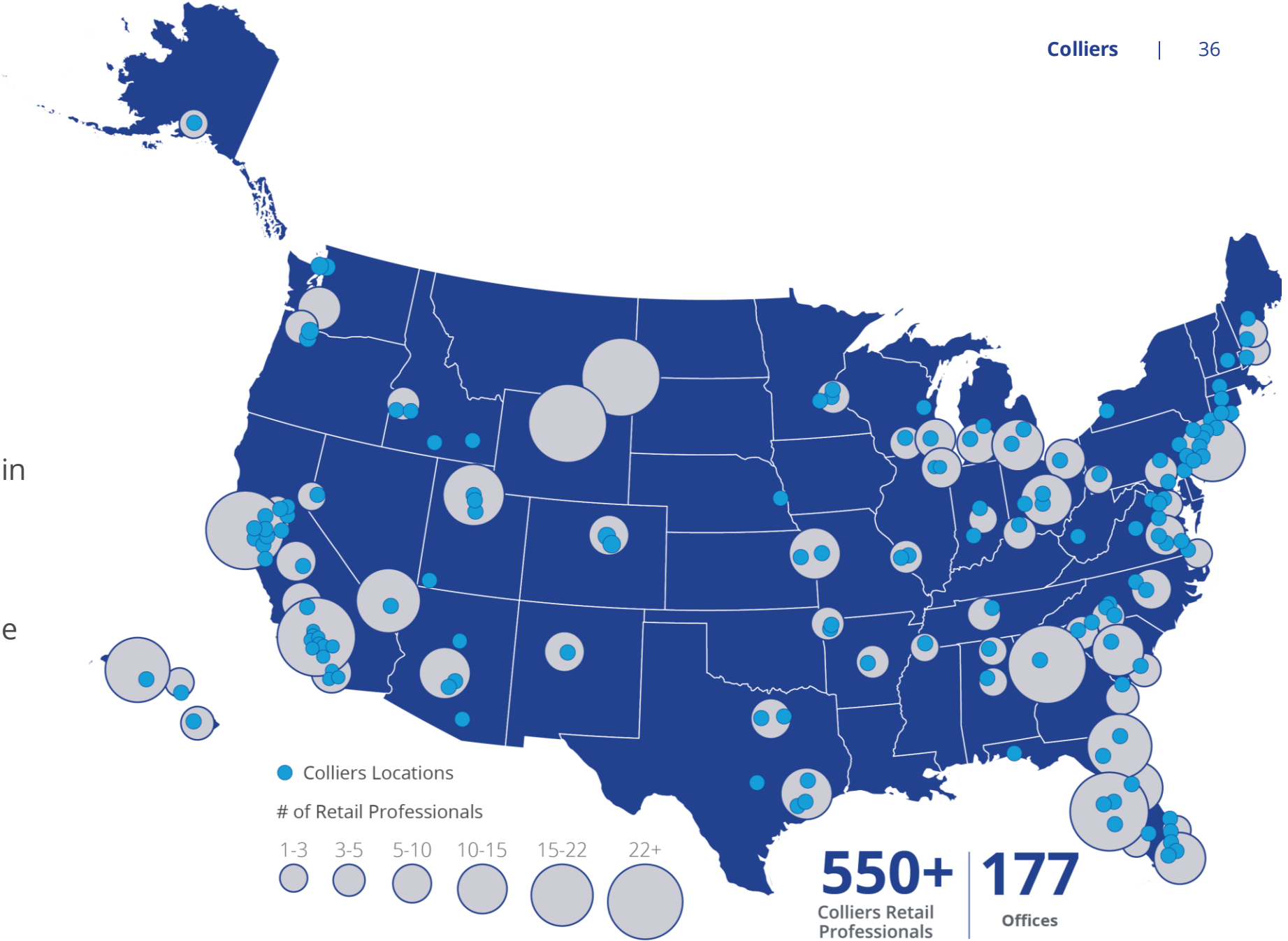
Before you consider buying, selling, managing, leasing or identifying the optimal retail space, you have full access to our experts, anytime.

Our Reach Retail

We've got you covered.

Our team is connected to more than 550 dedicated retail professionals located in 177 offices throughout the United States.

We consider each of these local market specialists to be a valuable extension of our national account team.




Services by Property Type

Multifamily

Colliers has one of the largest and most experienced teams of multifamily advisors in the industry, strategically located in key markets around the globe.

Our combination of market dominance, expertise and singular focus makes us uniquely successful in helping you achieve your acquisition, financing and disposition objectives.

We are dedicated to maximizing value and minimizing risk in your multifamily portfolio. Achieving the best results for our clients, we provide accurate property valuations coupled with an analysis of market and property trends.



Our collaborative structure allows an unparalleled flow of information and relationships across multiple states and markets.

Services by Property Type

Healthcare

When you partner with Colliers Healthcare Services, you are connected to a fully integrated, comprehensive national platform of services, all with a keen awareness of the unique healthcare regulatory compliance requirements such as Stark and anti-kickback statutes.

Healthcare Fellows

Trusted advisors around the corner, across the globe

Colliers has developed an internal structure that distinguishes brokers with advanced expertise and experience in healthcare real estate as Fellows. This select group receives focused training, tools, and development to continue advancing their skills, network across the healthcare service line, and provide expertise nationally to healthcare clients.

Healthcare Services

First-class service

Colliers will meet your objectives and drive real estate success in a highly regulated and competitive environment. Our comprehensive service offering fulfills the full spectrum of healthcare-related real estate needs.

- National and regional leadership
- Dedicated to healthcare
- Integrated real estate services
- Data and technology driven

Our Platform

Enterprising and forward-thinking

In an industry that's constantly changing, our healthcare clients can't afford to stand still. So, neither do we.

Colliers offers a powerful platform of technology and analytics tools. We partner with ground-breaking organizations that are shaping the future of how we service the healthcare industry.

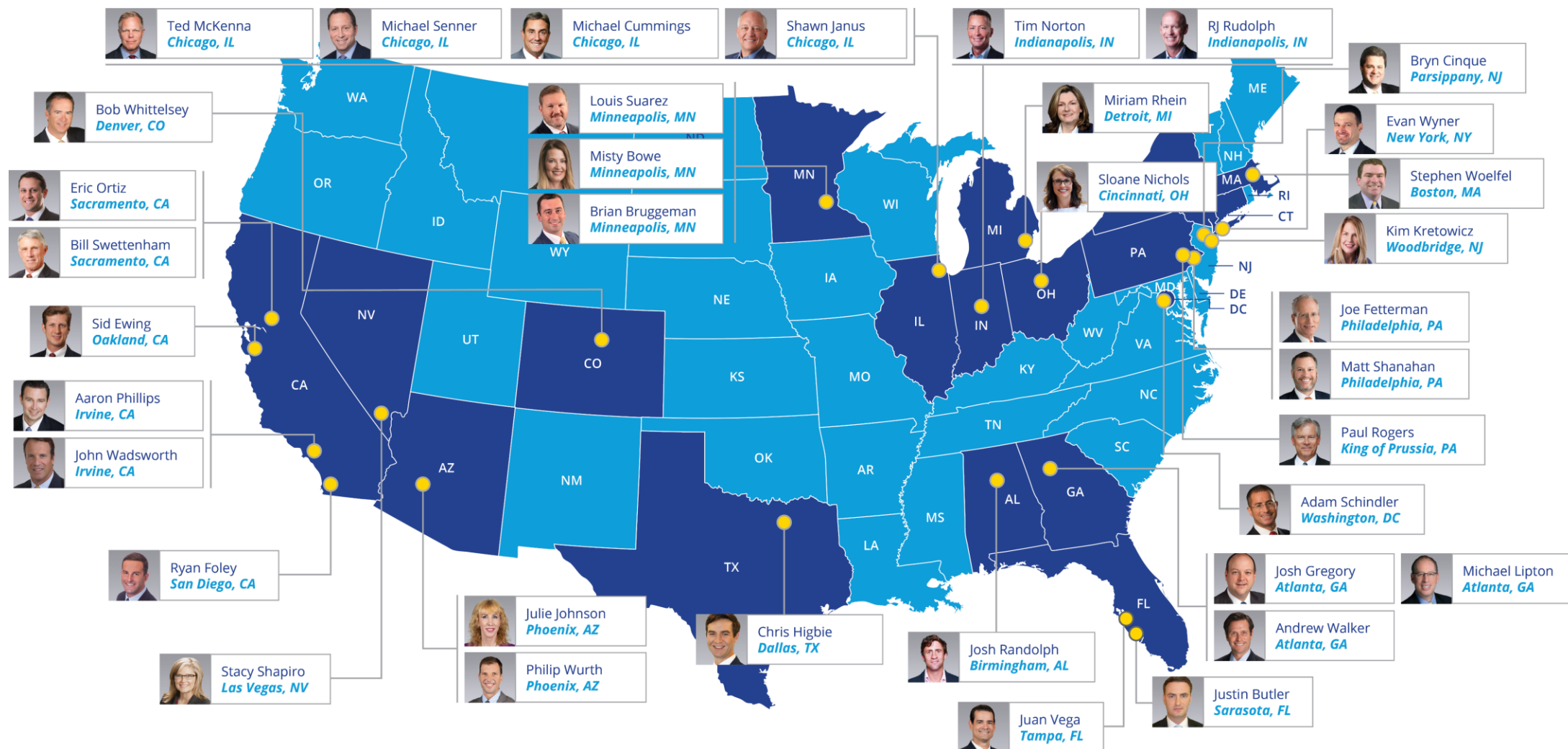
Colliers delivers better, faster and more innovative solutions to help our clients succeed.

Areas of Focus

- Hospital systems
- Community hospitals and health centers
- Outpatient surgery centers
- Skilled nursing facilities
- Rehabilitation centers
- Independent living
- Assisted living
- Long-term care facilities
- Continuing care retirement communities
- Medical office buildings
- Land development for healthcare facilities

Our Reach

Healthcare Services Fellows



Services by Property Type

Land Advisory Services

By partnering with our Land Advisory Services professionals, you can tap into the expertise of a specialized team with the technical knowledge to move your project forward.

Our land advisory experts can provide you with a range of acquisition and disposition services, including mapping, site planning, market analysis, and valuation and appraisal. But even more importantly, we know the key players and the nuances of your market.

With Colliers, you have access to a well-established network of lenders, investors, developers and others you may need to work with to achieve your goals. We stay on top of the latest regulatory, environmental, transportation and legal issues to ensure you can overcome any hurdle and achieve the results you need in the shortest time possible.

Whether you're an owner, investor or developer, Colliers will help you determine the best use of your land to maximize your investment.



04.

Sector Specialization Services

Sector Specialization Services

Life Sciences

Our Colliers life sciences experts will work with you to find the right capacity and environment to maximize efficiencies and minimize costs. Our network of real estate advisors across North America works in primary, secondary and emerging life science clusters.

Our Processes

Our teams follow a variety of successful processes when guiding clients through transitional strategies.

After carefully listening to your vision, we customize each process to deliver the best results that match your checklist of goals.

Our collaboration with your internal and external vendor teams for design and engineering is critical to your and our ability to set realistic expectations for budgets, occupancy, and final validation.

Acquisition & Disposition Advisory

- Optimal location solutions for talent attraction, accessibility, operating costs, specialized requirements and incentives
- Negotiated occupancy cost savings
- Flexibility for changing circumstances, including rapid growth, unforeseen setbacks in trial results and M&A
- Favorable capital investment structure with landlords
- Protection from unrecognized exposures over the life of a lease

Project Management Advisory

Our clients who own, develop or are converting buildings for life sciences use can accelerate asset performance by capitalizing on our understanding of:

- Capitalization and credit of growing drug development companies
- Infrastructure and capital requirements of research labs and manufacturing facilities
- Life cycle factors shaping transaction structuring for life sciences users

Business Support Services

Both occupiers and landlords can capitalize on the deep relationships our members have cultivated with partners across the life sciences ecosystem both nationally and in their local clusters, including:

- Venture and private equity
- Design, engineering and construction
- Talent and recruitment
- Equipment and consumables
- State, local and municipal government
- Economic development

Sector Specialization Services

Logistics & Transportation Solutions

The Colliers Logistics & Transportation Solutions (L&T) Group focuses on industrial occupiers with more than one million square feet across North America.

Our members are a collaborative group of top-performing industrial brokers at Colliers with deep market knowledge, at least 10 years of experience in their market and an understanding of occupier needs, including expertise in the ~95% of facility costs that are not rent-related.

Our members are in 49 North American markets including Canada and Mexico. In 2021, our members completed more than **\$11.7 billion** in transactions.

Our professionals are supply chain real estate specialists.



Sector Specialization Services

Tenant Advisory Council (TAC)

Colliers Tenant Advisory Council is a group of handpicked experts within Occupier Services — working together to drive exceptional experiences, solutions and results for our clients.

Specializing in complex, and often multi-market requirements, we work together to apply industry leading insights and expertise to virtually every discipline required for your success.

Whether you are a Fortune 500 company or a late-stage start-up, you will always have the top professionals in the industry working on your behalf, providing a personalized, high-touch approach to service.

From New York to Shanghai and everywhere in between, we are your partners, invested in accelerating your success.



Sector Specialization Services

Economic Incentives

Colliers' Economic Incentives team provides industry-leading negotiation of incentives, operating cost reduction and compliance management focused on reducing upfront capital investment and recurring costs.

Our six-step process ensures our clients capture the full benefit of economic and non-economic incentives negotiated with states, communities and service providers.

1. **Align** – discovery session with the client team
2. **Identify** – explore available incentive programs within the search region under consideration
3. **Request** – issue formal request for incentives proposal from the various jurisdictions
4. **Negotiate** – evaluate proposals and optimize results through negotiations and creation of new incentive programs as needed
5. **Procure** – secure commitments of negotiated incentives with legally binding agreements
6. **Comply** – convey all documentation and administration required to meet compliance obligations

Maximize your return on investment by navigating the incentive procurement maze, from strategy development through project implementation.



Sector Specialization Services

Education Advisory

Our strategic approach covers every real estate consideration facing the education industry, such as parking density, expansion space, proximity to transportation and accessibility.

Your Colliers expert will provide a range of services, including:

- Site selection
- Support in identifying capital sources
- Transaction and Lease Administration
- Facilities Management
- Project Management

Whether your goals are to enhance enrollment, increase efficiency or reduce occupancy costs, we have the proven experience and the innovative solutions to align your real estate decisions with your core objectives.



From charter schools to universities, we partner with you to help unlock the potential of your real estate.

Sector Specialization Services

Government Solutions

Whether you're interested in leasing, investment sales, property management, or project management, our Colliers experts will provide you with a solution specifically tailored to government-sector real estate. Our mission is to provide integrated services that maximize property value and exceed our clients' investment objectives.

Leasing

Colliers Government Solutions makes the complex process of leasing space to the federal government manageable, and we help position our clients to achieve successful results.

Our team does more than just execute transactions – we pride ourselves on ensuring each lease's long-term integrity. We stay abreast of all changes in government policy and procedure to advise our clients how to plan, budget and position their properties to attract and retain federal tenants.

Capital Markets

Colliers Government Solutions offers a team of capital markets professionals specializing solely in the sale and financing of government-leased properties.

The Government Solutions team accelerates clients' success by providing a deep understanding of factors associated with government-leased real estate, utilizing local market knowledge and leveraging Colliers' national presence.

Property Management

As part of the Colliers Government Solutions platform, our property managers are trained specifically to administer government leases and resolve common conflicts. We keep our management team abreast of changes in the government's leasing policy and we ensure our budgets anticipate future capital needs for evolving requirements.

Colliers Real Estate Management Services implements best practices learned from the management of more than one billion square feet worldwide.

Project Management

Colliers Government Solutions provides skilled project managers experienced with the unique challenges of government assignments, which includes small business subcontracting, managing multiple stakeholders within GSA and the tenant agencies, and sticking to the schedule.

Our team eases the process for all parties by planning and coordinating all project deliverables, approvals, budgets, schedules, control mechanisms, resource requirements and communications.

Sector Specialization Services

Hotels

Colliers Hotels specialists offer transaction services to the lodging investment community. We take great pride in advising investors across all hotel and resort asset classes and markets.

Our disposition, acquisition and valuations experts provide transaction advisory services to ensure you have the valuation and market analysis information you need to move forward with a successful transaction. For those who require debt and equity financing, we have the relationships and expertise to provide both borrowers and lenders with competitive advantages in the capital marketplace.

We know the lodging industry inside and out, but our clients also benefit from our regular collaboration with colleagues in related areas of specialization, such as land and golf courses, to maximize your investments.



We bring together the expertise, relationships, technology and market knowledge to ensure successful transactions that exceed our clients' high expectations.

Sector Specialization Services

Law Firm Advisory

In the increasingly competitive legal industry, our Law Firm Advisory experts can help differentiate your brand, reduce operating costs and drive talent acquisition and retention.

By partnering with Colliers, you have access to a global team of experienced professionals — including practicing attorneys and active members of legal industry organizations who can provide the type of tailored expertise you need.

We can provide the right solutions for your business, whether you require:

- Comprehensive Portfolio Strategies
- Real Estate Consulting Services
- Lease Administration
- Project Management
- Location Strategies and Optimization
- Innovative Workplace Strategy Services



Our Law Firm Services experts specialize in creating real estate solutions that support our clients' diverse practices, enhance productivity and increase long-term profitability.

Sector Specialization Services

Self Storage

Whether you're seeking to acquire or sell a single self-storage asset or manage a national portfolio, our combination of market dominance, expertise and industry focus can help you achieve your investment goals.

Your Colliers Self Storage experts can provide you with a range of services, including:

- Investment Sales
- Valuation and Advisory Services
- Integrated marketing strategies to find the right investment opportunities, or connect you with the right investors to secure an optimal exit strategy

We also have a deep network of lender relationships we can draw upon to provide solutions for all your financing and equity placement needs.



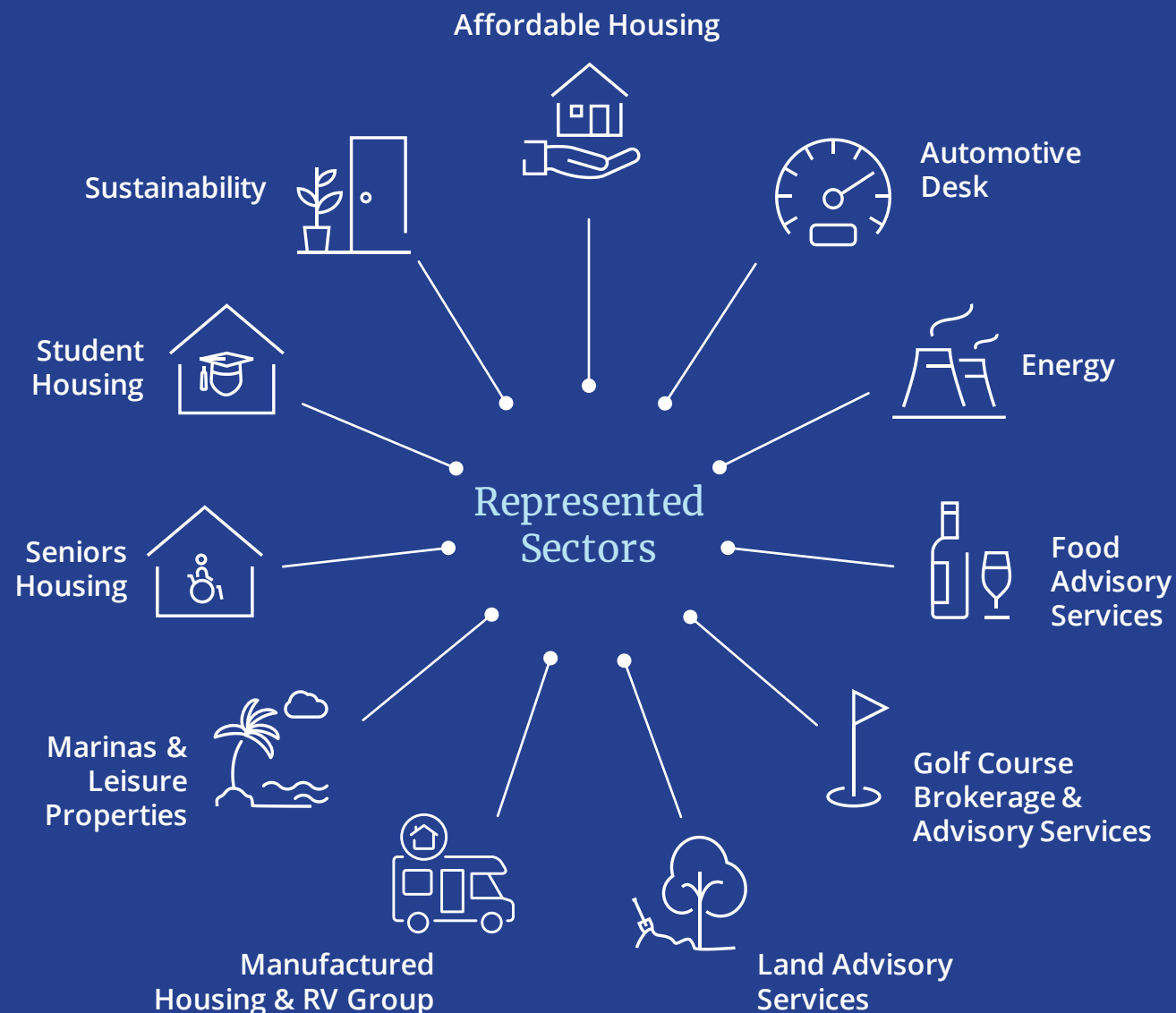
Backed by the global Colliers platform, our team shares information on transaction opportunities, market research, emerging capital sources and a database of active buyers and sellers to achieve results that will exceed your expectations.

Sector Specialization Services

Represented Sectors

Every property is unique, but for those that are highly specialized and demand the right expertise, we're ready.

We have deep knowledge and experience across a variety of niche commercial property types, from food advisory services to energy, affordable housing, marinas and more.



05.

About Colliers



Who is Colliers?

We are enterprising.

Our expert advice to property occupiers, owners and investors leads the industry into the future. We invest in relationships to create enduring value.

What sets us apart is not what we do, but how we do it. Our people are passionate, take personal responsibility and always do what's right for our clients, people and communities. We attract and develop industry leaders, empowering them to think and act differently to drive exceptional results.

What's more, our global reach maximizes the power of property, wherever our clients do business.

At Colliers, we **accelerate success**.

At a Glance

Global View

\$4.5B

Annual revenue

65

Countries

\$98B

Assets under
management

51,000

Lease/sale
transactions

2B

Square feet
managed

18,000

Professionals

Our Story

Company Timeline

Beginnings

Colliers traces beginnings back to Canada. A small group of entrepreneurs founds Macaulay Nicolls, a real estate, property management and insurance agency in Vancouver, Canada.



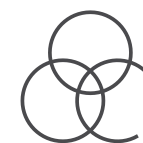
Expansion

For the first time, Colliers' revenue tops \$1B and ranks first in the world in terms of global reach.



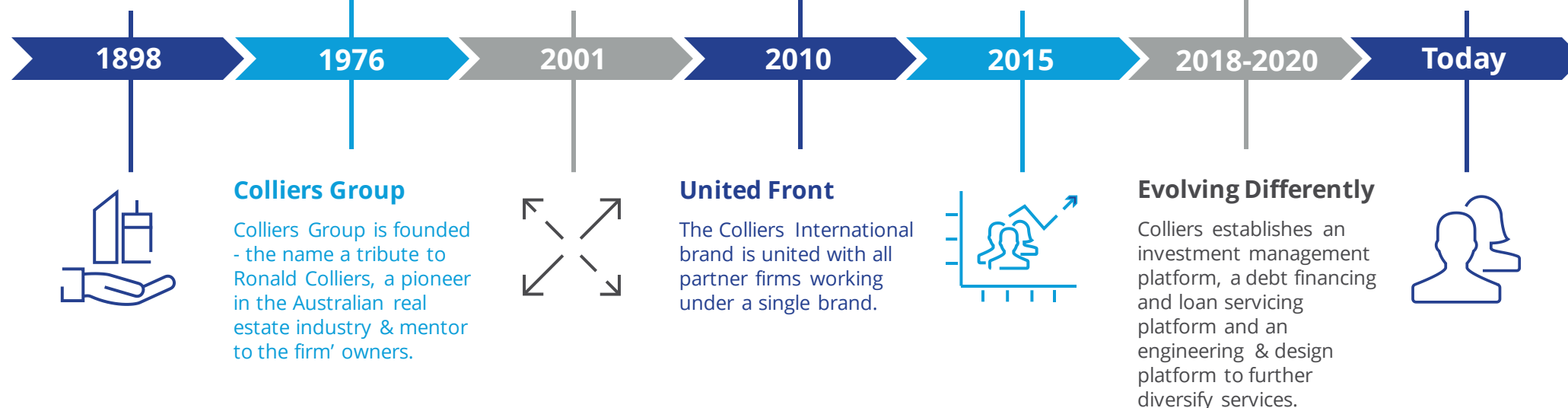
Going Public

Colliers International Group Inc. begins trading on the NASDAQ (CIGI) and TSX (CIG) as one of the top publicly traded CRE firms in the world.



Industry Leaders

Today, Colliers boasts 18,000 employees in 65 countries* with \$4.5 billion in revenue.



*Number of countries includes affiliates.

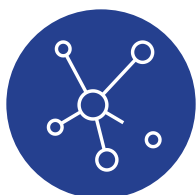
Why Colliers?

What sets us apart is not what we do, but how we do it.



Culture of collaboration

We are enterprising. We act quickly to create and seize opportunities, embracing change and thinking differently to generate new and better solutions for our clients. As a partner, we will challenge clients to consider new ideas and deliver trusted advisory expertise with our transparent approach.



Unique technology offerings

Our fast, flexible delivery and collaborative team offer innovative tools that solve data access, integration and confidentiality challenges, delivering valuable data visualization through customized dashboards.



Specialized expertise included

We include specialized subject matter expertise to augment our client's business and support their mission. We do everything we can to help our client's internal capability become stronger for the future. We are your long-term partner, providing the right specialized expertise today and beyond to help you build and grow your business.



06.

Executive Contacts



Our Commercial Real Estate Services

Executive Contacts



Occupier Services

[Scott Nelson](#)

CEO, Occupier Services | Global



Capital Markets

[David Amsterdam](#)

President, Capital Markets & Northeast Region



Valuation & Advisory Services

[Jeremy Walling](#)

President, Valuation & Advisory Services



Real Estate Management Services

[Karen Whitt](#)

President, Real Estate Management Services



Industrial Services

[Stephanie Rodriguez](#)

National Director, Industrial



Office Agency Services

[Michael Lirtzman](#)

Head of Office Agency Services



Retail Services

[Anjee Solanki](#)

National Director, Retail



Healthcare Services

[Shawn Janus](#)

National Director, Healthcare



Sector Specialization Services

[Anjee Solanki](#)

National Director, Practice Groups