

#### 2401 Scott Avenue Fort Worth, Texas 76112

Phone: 817.632.6252

#### **ABOUT US**





Tim Williams, Andre McEwing and Michael Berkowitz has been in the real estate industry since 1987 and founded Trojan Commercial Real Estate LLC as a full service commercial real estate company that serves the real estate needs of clients locally and around the country. The Company is founded upon a team approach to providing superior real estate advisory services for its clients. We perform these services by hiring the best and brightest individuals and monitoring the progress of these professionals. At the same time, our services are continuously being enhanced by the addition of new members to the firm. Our team is comprised of highly experienced real estate professionals that have the ability to apply worldly knowledge to the local market.

Expertise in commercial property lies in the area of the following:

**Project Leasing** 

Property Management
Sales and Acquisitions
Tenant Representation

**Construction Management** 

**Development Consulting** 

Land Acquisitions / Assemblages

Investments

#### **ABOUT US**





As a full-service real estate brokerage firm, Trojan Commercial Real Estate, LLC provides property management, leasing, sales and acquisitions, tenant representation, and property development services. Trojan Commercial Real Estate, LLC through its Property Managers, LLC division, manages over 55 shopping centers, office buildings, and industrial properties predominantly in DFW area. As a result of its this broad presence and industry expertise in the Fort Worth/Dallas area, Trojan Commercial Real Estate, LLC has become a respected name within the commercial real estate professional community. Its brand is often recognized by those driving by properties the company represents.

Utilizing the same industry technology and information services as the large national real estate companies, Trojan Commercial Real Estate stays current with the national market trends in commercial real estate. However, with its day-to-day management of commercial real estate properties, Trojan is able to not just stay current with local market trends but is involved in actively being a part of the transactions that set the local market.

# ABOUT PROPERTY MANAGEMENT





Trojan Commercial Real Estate LLC, is headquartered in Fort Worth, Texas. Property Managers LLC was established as a full service third party property management company serving the real estate needs of our clients locally and nationally. Property Managers LLC has developed its portfolio of management services based on long term relationships with both owners and tenants. The Company is structured based on the team approach which was first instituted by Trojan Commercial Real Estate LLC. Our specialty has been to take over portfolios that have been managed by institutional operating and convert the property management into individual hands on guidance. This has enhanced our client's investment values by providing professional services at an efficient value.

Our expertise in commercial property management lays in the area of the following:

- Regional Mall Management Services
- Portfolio and Asset Management Services
- Retail Management Services
- Improved Asset Management Efficiency
- Office Management Services
- Industrial Management Services
- Operating Costs Analysis and Efficiency
- Project Leasing Services

#### **SERVICES**





Project Leasing
Property Management
Sales and Acquisitions
Tenant Representation
Construction Management
Development Consulting

#### PROJECT LEASING





Project Leasing is one of our most significant services provided by Trojan Commercial Real Estate LLC. Leasing is basically a service and information business. We are strongly committed to assembling pertinent information and passing it to interested prospects while sharing that material with our industry contemporaries. Project Leasing employs leasing strategies that are unique to our company. Our efforts include:

- Experienced agents with professional phone skills that can take a phone call by a prospective tenant an turn it into a meeting at the subject property
- Leasing Information Packages are prepared on all in house projects to be given to prospective tenants and outside brokers, additionally information is stored in our database
- Market research and computerized databases maintains listings of competitors' projects and enhances our working knowledge of the market place
- Vacancy list of all in house listings is updated weekly and given to all marketing people for quick reference and immediate response
- Quick response time by our brokers to meet a prospective client or return phone inquiries
- Weekly realty meetings that brief leasing agents on the current status of all properties and prospective tenants
- Target marketing to specific types of users through cold calling
- On site signs that are clean, neat, and visible
- Frequent visits to the property by our brokers' helps them get familiar with existing tenants who might know prospective clients for the project
- Strong relationships with outside brokers in the metroplex are greatly encouraged
- Network of regional and national contacts through long term relationships
- Advertising in local and regional publications

Project Leasing in Fort Worth, Arlington, and the Mid Cities is fast moving and highly competitive. Performance by qualified marketing representatives is what is necessary to keep pace with the constant turnover. Our brokers stay on the leading edge of the local and regional market by working all leasing prospects from the small start up businesses to the sophisticated, established, larger firms. We are further committed to being honest and forthright with our clients. Each time we propose a real estate transaction our reputation and future is on the line and we believe that our expertise will precede us.

#### PROPERTY MANAGEMENT





One of the primary services we provide is commercial property management. Through years of experience in this field we have established ourselves as a comprehensive full service management company. Our methods are designed to provide profitability for our owners as well as concern and responsiveness to the needs of our tenants. Our experience includes shopping centers, office buildings, and retail and office warehouse properties. Our capabilities and staff allow us the flexibility of managing projects from small properties to large high rise office buildings.

Our property management services include such techniques as initial inspections, recommendations for repair or modification, maintenance supervision, cash management, budgets, projections and a comprehensive reporting system that can be designed to meet the needs of a particular owner. We concentrate heavily on working to bring desirable cash flow to the property through aggressive marketing and leasing. Tenant relations remains a high priority to us and we establish professional relationships with our clients.

#### Included in the services we normally perform are the following:

- Conduct on site inspections and evaluations to accomplish start up and on going recommendations to ownership on the status of the property both physical and administrative
- Identify and catalog the property specifications and compile pertinent property information
- Identify and maintain all utility accounts and convert billings if necessary
- Review all existing leases and abstract pertinent information
- Meet with tenants, establish relationship of cooperation, evaluate the overall tenancy and work with tenants on areas of concern and the renewal leases
- Review the immediate market and evaluate the property's position within that market
- Conduct routine monthly inspections and prepare summary reports of condition and activity
- Naturally our accounting, cash management and banking procedures go hand in hand with the actual property management; we have the ability to customize an owner's reporting needs on our system or use the owner's system and will be happy to provide samples of our reports upon request

We are extremely proud of our track record as a professional management company. Our clients include family and individual owners as well as institutions. We are confident that we can provide first class service for any owner.

# SALES AND ACQUISITIONS





Trojan Commercial Real Estate LLC has established its foundation of growth by the continued success of services. A growing component of our services has been the increased activity in the sales and acquisitions of investment properties for our clients. Our high degree knowledge of the Fort Worth/Tarrant County market is a catalyst in providing our clients the best representation in the acquisition and sales of properties from investment grade multi use properties to family owned commercial dwellings. In addition, our capabilities in real estate will enhance each client in preparing their property for market as well as determining the economic feasibility of properties for a prospective purchase.

Trojan Commercial Real Estate LLC approaches each project with a consistent degree of real estate talent by providing the following services for our client:

- Understanding the market through continued information provided through our database and historical data
- Analyze the site, not only from the aesthetic values such as appearance, construction, condition of the real estate, but the intrinsic value such as population trends, market values, economic growth, and positioning in the investment portfolio
- Preparations of professional marketing information to potential buyers as a vehicle to inform the buyer with complete information
- Examination of prospective real estate acquisitions for the basis of meeting goals set out by the client.
- Financial analysis of each project

Trojan Commercial Real Estate LLC can be your investment arm in the real estate market. Let us find those opportunities for you that might have been overlooked previously; we can help you turn them into profits.

### TENANT REPRESENTATION





Tenant Representation can be one of the best economic decisions that your company can make. Whether you are looking for new space, expanding, relocating, or purchasing, Trojan Commercial Real Estate LLC can save you time and money. In Tenant Representation, the owner of a company selects a qualified commercial real estate broker such as Trojan Commercial Real Estate LLC and shares with them their real estate needs. Then the executive authorizes Trojan Commercial Real Estate LLC to follow certain specifications in searching for a desired market area.

There are advantages to having your company represented by a distinguished broker. We take a very methodical approach, which encompasses the following tasks:

- Establish the client's overall space / facility needs and define the site / location requirements
- Select desired target market area(s) and conduct comprehensive market survey(s) of those areas
- Identify available properties within the preferred target market area and compile detailed, site specific data for comparison purposes
- Evaluate all aspects of each prospective property, preview and prioritize the preferred properties
- Submit proposals to lease/purchase the preferred properties to the property owners and then analyze the responses or "counters" to those proposals
- Enter into negotiations with the two or three finalist properties to reach a preliminary agreement on the most desired property
- Finalize the lease/sales document for execution by both parties
- Assist Tenant with floor plans and construction build out to ensure a timely move in date

Trojan Commercial Real Estate LLC was founded on Tenant Representation, which remains as one of our strongest areas of expertise. Take advantage of this service and let Trojan Commercial Real Estate LLC represent your company. Our reputation is built on total customer satisfaction.

# CONSTRUCTION MANAGEMENT





From permits to occupancy, Trojan Commercial Real Estate LLC has the ability to effectively and economically manage your construction needs. Through years of experience in tenant finish out, we have established an efficient system to help owners or tenants with on site construction management.

We have taken shopping centers and malls from ground breaking to grand openings and have built out shell office and shopping center space as well as retrofitted second generation space. Our clients are our best testimony to our competency. We have assembled a list of competent contractors and subcontractors to serve in a cost efficient approach to construction on behalf of our clients.

Our consultants and we can provide the following services:

- Interior Space Planning
- Architectural Documents
- "As Built" Drawings
- Space Finish to Occupancy
- Remodel and Retro fit of designs and/or systems
- Interior and exterior signage
- Consistent and Continual Communication to solve problems or make repairs

We have the experience of banks, restaurants, food courts, medical/dental, law firm, state agencies, schools and many others to draw from.

Let Trojan Commercial Real Estate LLC take the headaches out of your construction and finish out needs.

#### DEVELOPMENT CONSULTING





Trojan Commercial Real Estate LLC has been an asset to owners in advancing strategies for developing land into many commercial property uses to extract the most value for the property.

Trojan Commercial Real Estate LLC can provide a full service of development options from site selection to the final build out of your property. The company has been instrumental in developing shopping center by providing site selection in areas that will bring the most potential for your property. We can assist in the design of the property to the final lease up. We have contacts to establish the best location for your project and give you the best financial model that works for your investment criteria.

Trojan Commercial Real Estate LLC has aligned itself with top architects, civil engineers, general contractors and potential tenants. We have developed many neighborhood shopping center serving local areas from 20,000 to 70,000 square feet.