



TURNSTONE PARTNERS

COMMERCIAL REAL ESTATE



What Sets us
Apart? General
Brokerage



What Sets us
Apart? Tenant
Representation



What Sets us
Apart? Retail
Development



What Sets us
Apart? Project
Leasing



Turnstone Partners Commercial Real Estate is a Wilmington, North Carolina based commercial real estate advisory and management firm focused on serving small and mid-sized companies, investors and institutions with their commercial, industrial and investment real estate. Turnstone Partners value is created through years of experience, commitment and ability to get the job done by using the best technology, information and strategies.

Turnstone Partners is a trusted adviser to our clients, adding real value to each project. We have a depth of experience that we draw upon regardless of the additional resources or service lines required to fulfill a client requirement. Turnstone Partners process is transparent and our key to building sustaining, collaborative and productive relationships with our clients. Clients know that they can rely upon Turnstone Partners as a knowledgeable resource to help them create more value from their business and investments.

We acknowledge that results count and that's why we keep working until our clients are satisfied.

General Brokerage

Turnstone Partners offers Commercial Real Estate Brokerage Services to a broad range of buyers, sellers and owners of commercial real estate. We often cooperate with Co-brokers and offer competitive commission splits to these representatives for their participation in the transaction.

- ◆ Comparative Market Analysis (CMA)
- ◆ financial analysis
- ◆ marketing of properties
- ◆ facilitating purchases & sales
- ◆ document preparation
- ◆ due diligence
- ◆ property management
- ◆ leasing

Tenant Representation

Turnstone Partners has years of experience representing commercial, retail and office, and industrial warehouse/ distribution clients. We believe representing businesses is about integrating services that complement the goals and objectives of the companies we represent.

- ◆ Location analysis
- ◆ Establishment of market comparables
- ◆ Zoning, usage rights & verification
- ◆ Exclusive Use
- ◆ Negotiation assistance and document reviews
- ◆ Lease & Purchase recommendations
- ◆ Tenant Improvement and construction evaluations
- ◆ Expansion, renewal and early termination



What Sets us Apart? Project Leasing



What Sets us Apart? Site Selection



What Sets us Apart? Office Development



What Sets us Apart? Industrial Brokerage

Project Leasing

Turnstone Partners serves property owners of both existing and planned developments. At every step of a project leasing assignment, we are committed to limiting vacancy and maximizing the opportunities to assist customers to succeed in operating the premier properties that we represent.

- ◆ Professional Marketing and Advertising Strategy
- ◆ Comparative Analysis
- ◆ Property Evaluation
- ◆ Document Review (RFP, LOI and Lease Agreements)
- ◆ Activity Reports
- ◆ Participation in Regional and National Retail Shows
- ◆ Network of Retail Tenants
- ◆ Cooperation with Tenant Agents
- ◆ Deal Structure and Negotiations
- ◆ Tenant Improvement Delivery

Investment Sales

Investment sale services are geared to support both Sellers and Buyers. Real Estate Sellers benefit from our internal advisory services and investors seeking to buy real estate benefit from our ability to match them with properties that meet their needs.

- ◆ Acquisition and Disposition of Investment Properties
- ◆ Investment Performance & Return on Equity
- ◆ Discounted Cash Flow Analysis including Expense Due Diligence
- ◆ Internal Rate of Returns IRR
- ◆ Net Present Value NPV
- ◆ Capitalization Rates & Comparative Valuation
- ◆ Cash on Cash Returns

Development Services

Turnstone Partners has the knowledge, experience and capability to evaluate, manage and deliver your project. In recent years, the principal of Turnstone Partners has completed some of the most desired projects within their respective markets

- ◆ Acquisition & Due Diligence
- ◆ Financial and Market Analysis
- ◆ Architect/Engineer Selection
- ◆ Value Engineering
- ◆ General Contractor Selection
- ◆ Civil Planning & Entitlement
- ◆ Market Strategy Implementation
- ◆ Document Review Negotiations
- ◆ Tenant Up-fit and Delivery



What Sets us Apart? Research



What Sets us Apart? Financial Analysis



What Sets us Apart? Due Diligence



What Sets us Apart? Code of Ethics

What Sets us Apart?

Expertise in our Business

We have depth of project lead experience in tenant representation, project leasing, general brokerage, development consulting, investment sales, and lender services. This knowledge is complimented by a broad range of services across all property sectors including retail, office, medical, industrial, flex warehouse distribution and land.

Commitment to our Clients

- ◆ Commitment to succeed with vision, creativity, and teamwork
- ◆ Commitment to optimize efficiencies and maximize savings available to our clients
- ◆ Commitment to recognize and evaluate the underlying influences that affect our clients
- ◆ Commitment to provide the effort and perseverance needed to accomplish difficult tasks

A Higher Ethical Standard

- ◆ Protect & Promote the Interest of Client
- ◆ Preserve Confidential Information
- ◆ Full Disclosure of Agency Relationship in a Transaction
- ◆ Competently Manage Property of Clients
- ◆ Cooperate with other Agents
- ◆ Fully Disclose Compensation

We partner with our clients and turn over every stone when representing them; their success is our success.

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