

partnership.
performance.

Tenant Representation in Fairfax County

Dave Millard
Principal
Avison Young



Intelligent
Real Estate Solutions

The Tenant Representation Process

- **Secure the business**
- **Develop strategic real estate plan**
- **Evaluate State & County incentives**
- **Develop survey of relocation options**
- **Meet with Tenant Committee to review options & short list tour**
- **Tour short listed options/building presentations**
- **Develop RFP**
- **Request proposals to test market/determine viability of options**
- **Financial analysis/gaming scenarios**
- **Test fits/space planning/budget pricing**
- **Counter proposals**
- **Letter of intent negotiations**
- **Lease/Amendment negotiations**

- **Transportation**
- **Amenities**
- **Signage Opportunity**
- **Other?**

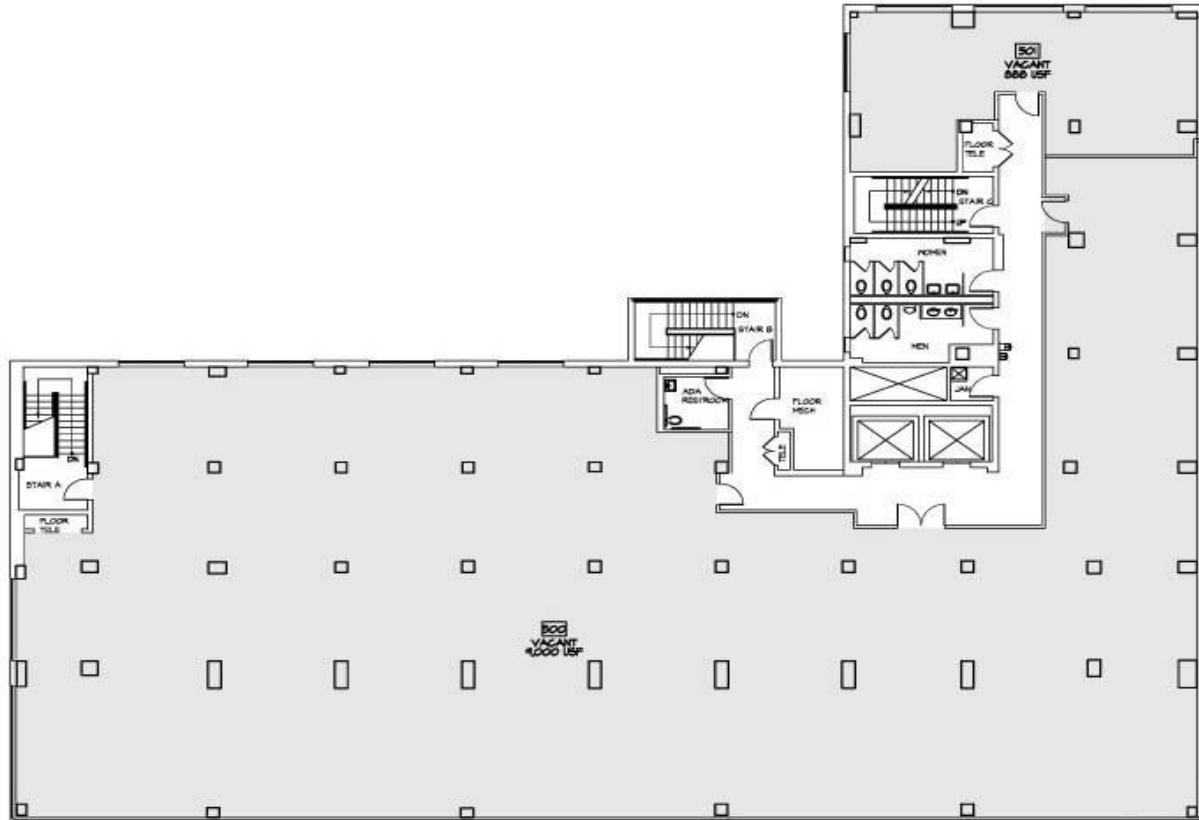
- **Realistic/not emotionally attached**
- **Deal Oriented**
- **Credit worthy**
- **Other?**

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Floor Plan

4420

NORTH FAIRFAX DRIVE

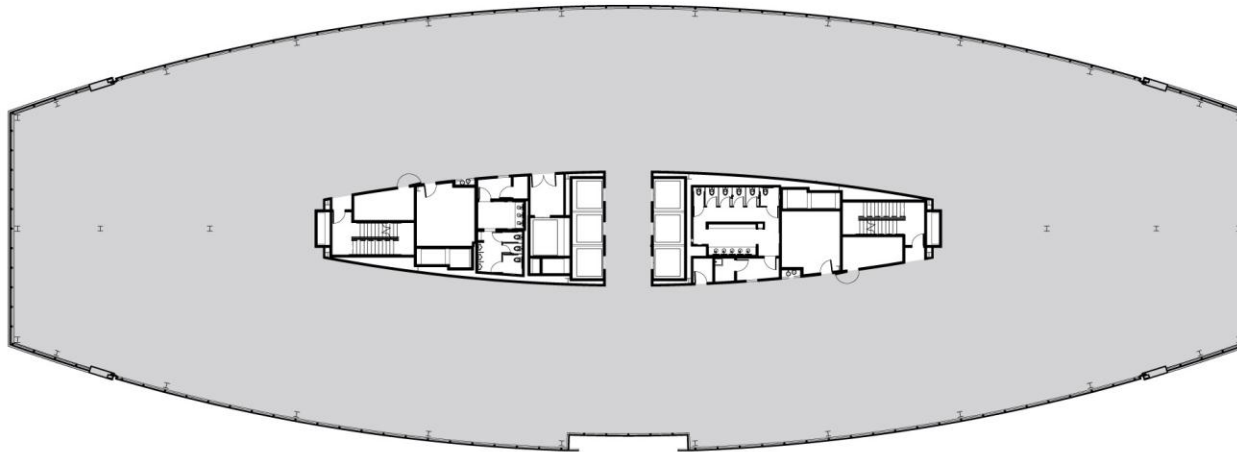


FIFTH FLOOR

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Floor Plan

Typical/Third-Tenth Floor
29,247 Square Feet



6361 WALKER LANE


METROPARK VI

**AVISON
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