

# Lavery Chacón

Commercial Real Estate

*Lavery Chacón Commercial Real Estate is a full service, real estate firm specializing in the management and brokerage of multi-tenant, commercial investment retail, office and industrial buildings in Greater Sacramento and the Bay Area. We have been doing so for over 30 years.*



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## WHO | We Are

Lavery Chacón Commercial Real Estate is a commercial real estate brokerage and management firm providing acquisition, operations, leasing and disposition services to property owners and tenants in Northern California. In a volatile industry filled with profit-driven giants, we believe in putting people first. We are experts at operating properties the best way to achieve our clients' goals. Our business is based on the relationships we develop with our clients, colleagues, and employees. We treat them like family. We have strong ties to our communities and act on the belief that by giving back to our communities we all may thrive. Founded in 1980 by Jan and Bev Lavery, Lavery Real Estate provided highly qualified, professional commercial property management to property owners in the greater Sacramento region and in 2004, Tanner Lavery and Marc Chacón joined the Lavery Real Estate. In January 2006, Lavery Real Estate was officially acquired by Lavery Chacón, Inc., and continues to do business as Lavery Chacón Commercial Real Estate.

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## WHAT | We Do

- ✓ As strategic advisors, we work with clients to build commercial real estate portfolios that build security, develop wealth and support local communities.
- ✓ We develop strong, lasting relationships with clients, colleagues and employees based on trust, honesty and integrity.
- ✓ We manage our clients' properties as if they were our own, doing everything in our power to increase the asset value and client experience.
- ✓ We respond to our client's, tenant's and vendor's needs with speed, agility and accuracy to mitigate liability.
- ✓ We deliver extraordinary service every day.

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## WHO | We Serve

- ✓ Private investors seeking to build wealth through the acquisition, management and disposition of commercial real estate
- ✓ Institutional investors seeking to diversify their portfolios, increase and stabilize cash flow, and/or to realize maximum ROI more quickly by acquiring and disposing of properties based on market fluctuation
- ✓ Users of commercial real estate spaces interested in maximizing the value of their leased space or assets.
- ✓ Tenants of LCCRE managed properties

## WHAT | We Provide

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Laverty Chacón Commercial Real Estate provides asset and property management services for single or multi-tenant, commercial investment retail, office and industrial property in a more timely and professional manner than any of our competitors. Our core values are centered on Customer Service, Cost Control and Tenant Attraction & Retention. Our daily responsibility includes oversight and administration of tasks concerning Maintenance, Bookkeeping, Accounts Payable, Accounts Receivable, Reporting, Lease Administration and Tenant Relations. In greater Sacramento, we also have an excellent track record assisting our clients and brokers at marketing, leasing, acquiring, exchanging and selling their commercial real estate assets. Please visit our website at [www.lavertychacon.com](http://www.lavertychacon.com) for a full breakdown of services.

## HOW | We Are Different

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In our experience, it's extremely easy to differentiate ourselves from our competition:

- ✓ We treat our client's properties like they were our own, not just another "site".
- ✓ We respond to our clients, tenants and vendors in a timely manner; the same day, instead of a week later.
- ✓ We fix problems when they occur instead of "when we get to them".
- ✓ Our clients are the reason we are in business, not just another account number.
- ✓ As owners of our business, we manage properties ourselves, not just another employee watching the clock.
- ✓ We are not beholden to shareholders, just our clients.
- ✓ We personally tailor the management program, instead of supplying a "template" program.
- ✓ As owners, we're here to stay and don't suffer from high property manager turnover like the larger firms.
- ✓ The business owner is the actual Asset and Property Manager and also an accredited CPM®.
- ✓ As owners, we can adapt quickly unlike large, institutional, bureaucratic management firms.

We don't understand why these simple *values* aren't pursued by most of the firms in our field, but here's our guess: We are small business owners singularly focused on growing our business and the only way to do that against the profit driven giants is by maintaining an outstanding reputation. That's different because our competition's most important clients are their shareholders and they usually employ individuals who are constantly watching the clock, interested first in their paycheck and suffer from a high level of turnover. In short, your property is not as important to them as it is to us. We feel your property is *our property* and protect it as if it were our own.

## ASSOCIATIONS | We Belong To

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- ✓ IREM (Institute of Real Estate Management)
- ✓ IREM – Sacramento Chapter
- ✓ CCIM Institute (Certified Commercial Investment Members)
- ✓ CCIM Institute – Northern California Chapter
- ✓ CCIM Institute – Silicon Valley District
- ✓ BOMA International (Building Owners and Managers Association International)
- ✓ BOMA – Silicon Valley

## PRICING | By Service

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- ✓ Management – Usually from 2% and 6% of the total, monthly, gross receipts collected from the property
  - ✓ Association Management – Flat Fee depending on number of owners and meeting requirements
  - ✓ New Leases, Sales & Acquisitions – 6% of the total value of the deal
  - ✓ Renewals, Expansions & Options – 3% of the total value of the deal
  - ✓ Consulting - \$150 per hour
- \*All pricing is negotiable and depends on each client's unique requirements

## CONTACT US | For Additional Information

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Please visit our website at [www.lavertychacon.com](http://www.lavertychacon.com) to view full descriptions of our services, our team and to find helpful resources. You will also find contact information for each of our individual team members. For immediate assistance, please contact Tanner Laverty, CEO & Managing Broker, on his mobile at (916) 295-4060 or via email at [tanner@lavertychacon.com](mailto:tanner@lavertychacon.com).

You can also find Laverty Chacón Commercial Real Estate on LinkedIn, Twitter, Facebook and follow our Blog as well.