

Title: Boutique Real Estate Firms Offer Something Special for CRE

Subtitle: Top boutique real estate firms throughout the country and advantages they provide for commercial investors.

Page Description: We look at what sets boutique real estate firms apart from their corporate counterparts and review a variety of commercial boutique firms across the U.S.

Article Body:

What Boutique Real Estate Firms Bring to the Table

While traditional corporate real estate firms have a lot to offer commercial real estate investors, boutique real estate firms cannot be discounted. Their smaller size means that these firms can't get by on national name recognition. They must do consistently excellent work to develop and maintain their reputation and client relationships.

Customer Service & Collaborative Process

This often leads to a greater focus on customer service rather than on the number of completed transactions. Typically, boutique firms only hire experienced brokers with a proven track record of successfully serving clients. And generally, these smaller companies provide a collaborative environment rather than a cutthroat mentality. In some cases, an entire office may be dedicated to finding a client the property they're looking for or getting a property sold.

Smaller company size means more innovative and customized service, with nimbler responses to situations like increased staffing needs for new projects. Many boutique firms have local accounting teams, in-house marketing teams and so on. This often ensures that waiting times to get properties listed are reduced or eliminated while responses to issues that may arise are much more rapid.

Local Presence & Connections

Doing business with a real estate firm that employs a local marketing team means that sellers can expect their marketing materials to highlight the most relevant and important features of a community. And a boutique firm's owners and employees will be invested in and connected to the local community – a wonderful asset to buyers and sellers alike.

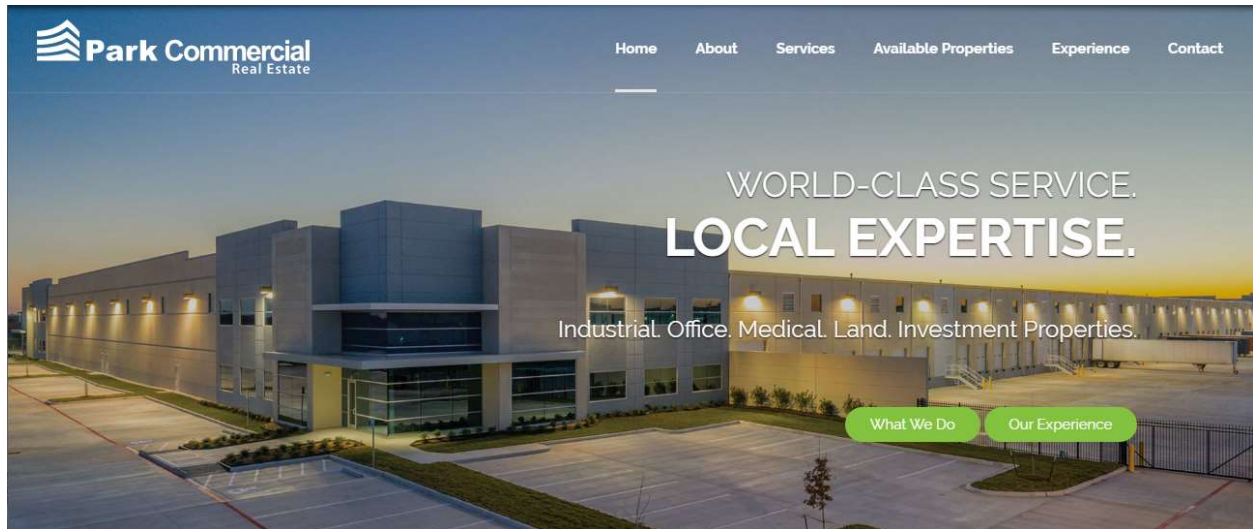
In fact, although large national commercial real estate firms will have a presence in most major markets, they may not have an office in the area that you're interested in. Smaller, more local firms may actually have larger offices and more team members in certain real estate markets throughout the country. Many local firms also have strategic partnerships with excellent brokers in other markets if you have need of them.

No matter which type of real estate firm you choose to do business with, you should always conduct research before committing to a specific company. Learn about the reputation and resources of the firms you're considering, not just generally, but specifically within the market areas you're interested in. Bigger isn't always better.

Boutique Real Estate Firms Across the United States

Let's review a variety of boutique commercial real estate firms in markets throughout the country. We'll cover the areas they serve, the services they offer, the experience they provide, and what makes each firm unique.

Park Commercial Real Estate



Park Commercial Real Estate

Founded in 2010, [Park Commercial Real Estate](#) is a Charlotte-based boutique commercial real estate firm serving North and South Carolina. Together the founding partners have over 40 years of commercial real estate brokerage experience. As native Charlotteans, they offer in-depth and up-to-date knowledge of the local market.

Park Commercial's team offers clients a personalized approach to the complex real estate market, from navigating challenging listings to searching for real estate space for a new location or investment. The firm provides a full range of leasing and sale services for industrial, office, medical, land and investment properties.



Buyer/Tenant
Representation



Seller/Landlord
Representation



Distressed Asset
Management



Land Assemblage and
Acquisition



Investment Property
Sales



1031 Tax Free
Exchanges



Development
Consulting



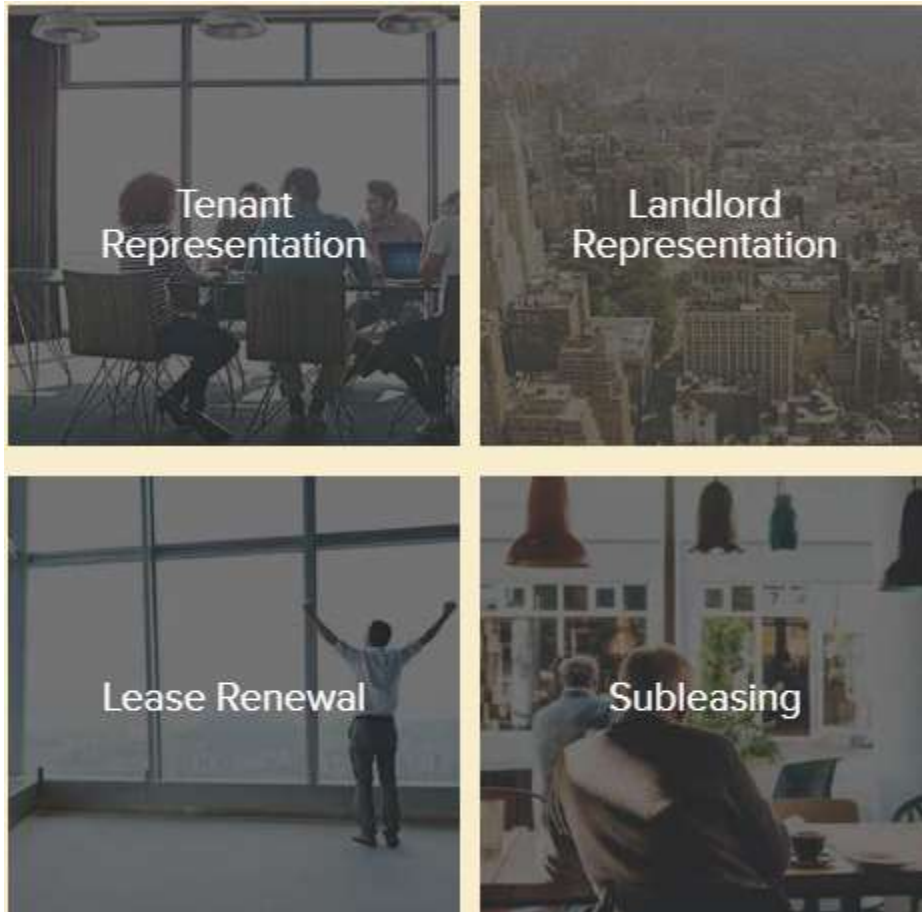
Property Management
Services

Park Commercial Real Estate Services

Redwood Property Group

[Redwood Property Group](#) is a commercial real estate firm in New York City dedicated to commercial leasing, building sales, and property acquisition. As a company, they believe in giving back. For every lease brokered, they plant a redwood tree in northern California through the Redwood Forest Foundation.

Firm services include tenant representation, landlord representation, lease renewal, and subleasing.



Redwood Property Group Services

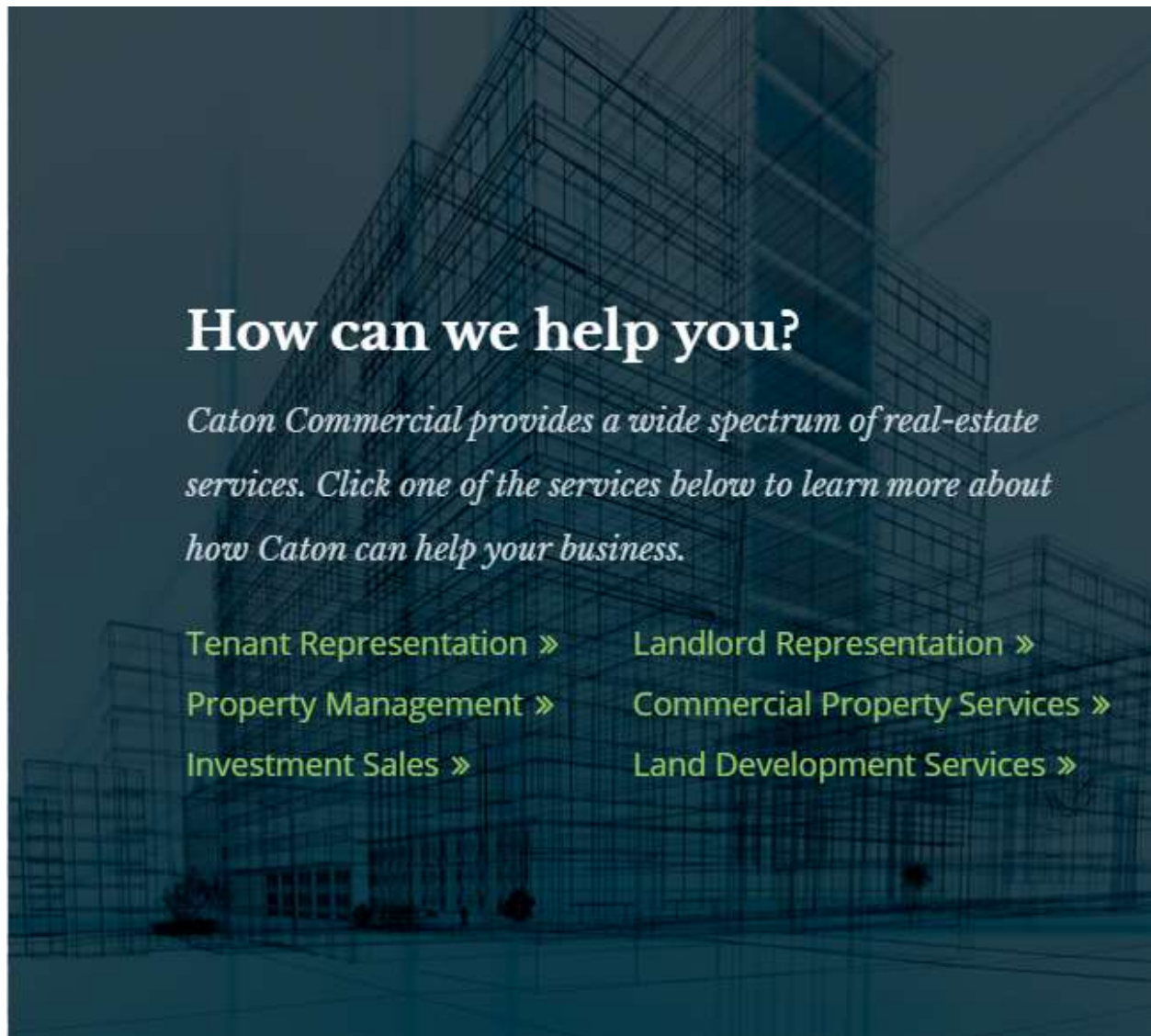
Redwood Property Group offers an exclusive portfolio of retail and office space listings, and their listings also include profiles for each building. Another exclusive asset they provide business owners is a handbook breaking down the key aspects of the potentially overwhelming process of leasing commercial space in Manhattan.

Caton Commercial Real Estate Group

Since 1988, the professional teams of commercial real estate brokers, commercial property managers and support staff at [Caton Commercial Real Estate Group](#) have been representing the interests of landlords, tenants, investors and property owners in Chicago, its suburbs and beyond.

Caton Commercial is one of Chicagoland's most respected third-party brokerage firms. The family-founded company has strong community ties and relationships, with team members holding leadership roles in local organizations such as Economic Development Corps, Chambers of Commerce, Kiwanis Clubs and Rotary Clubs.

The firm offers a full range of client services including property disposition, investment sales, leasing, tenant representation and property management.



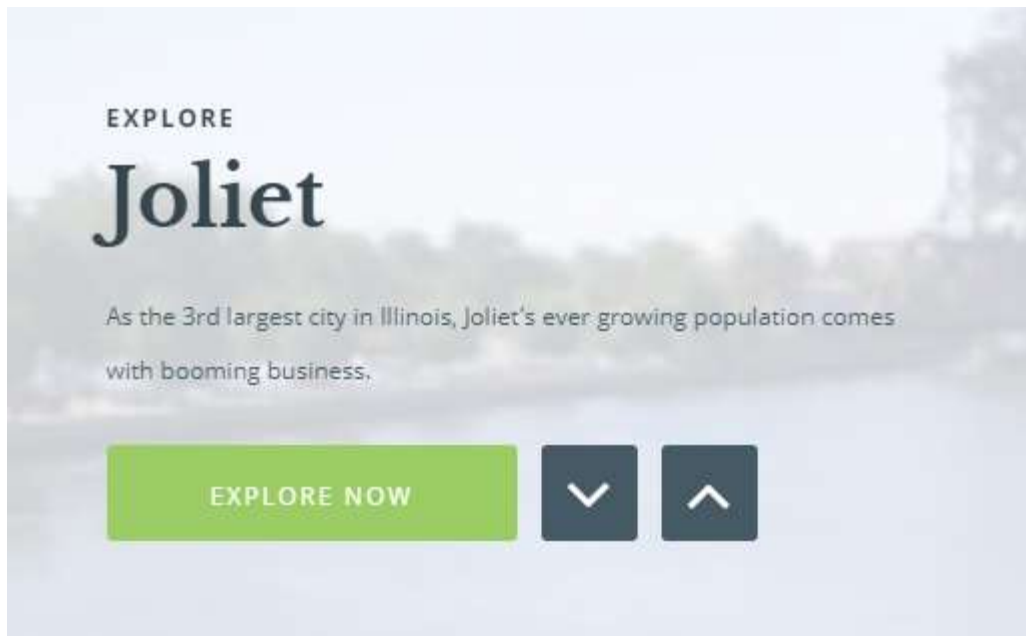
How can we help you?

Caton Commercial provides a wide spectrum of real-estate services. Click one of the services below to learn more about how Caton can help your business.

Tenant Representation »	Landlord Representation »
Property Management »	Commercial Property Services »
Investment Sales »	Land Development Services »

Caton Commercial Services

Caton Commercial's website provides detailed information for the communities they serve. Community pages include maps and location specifics, population details, community history and current information about local assets including dining and entertainment, attractions and accommodations.



Caton Commercial Communities

Local property listings are provided through the community pages as well.

Chicago Real Estate Resources Inc.



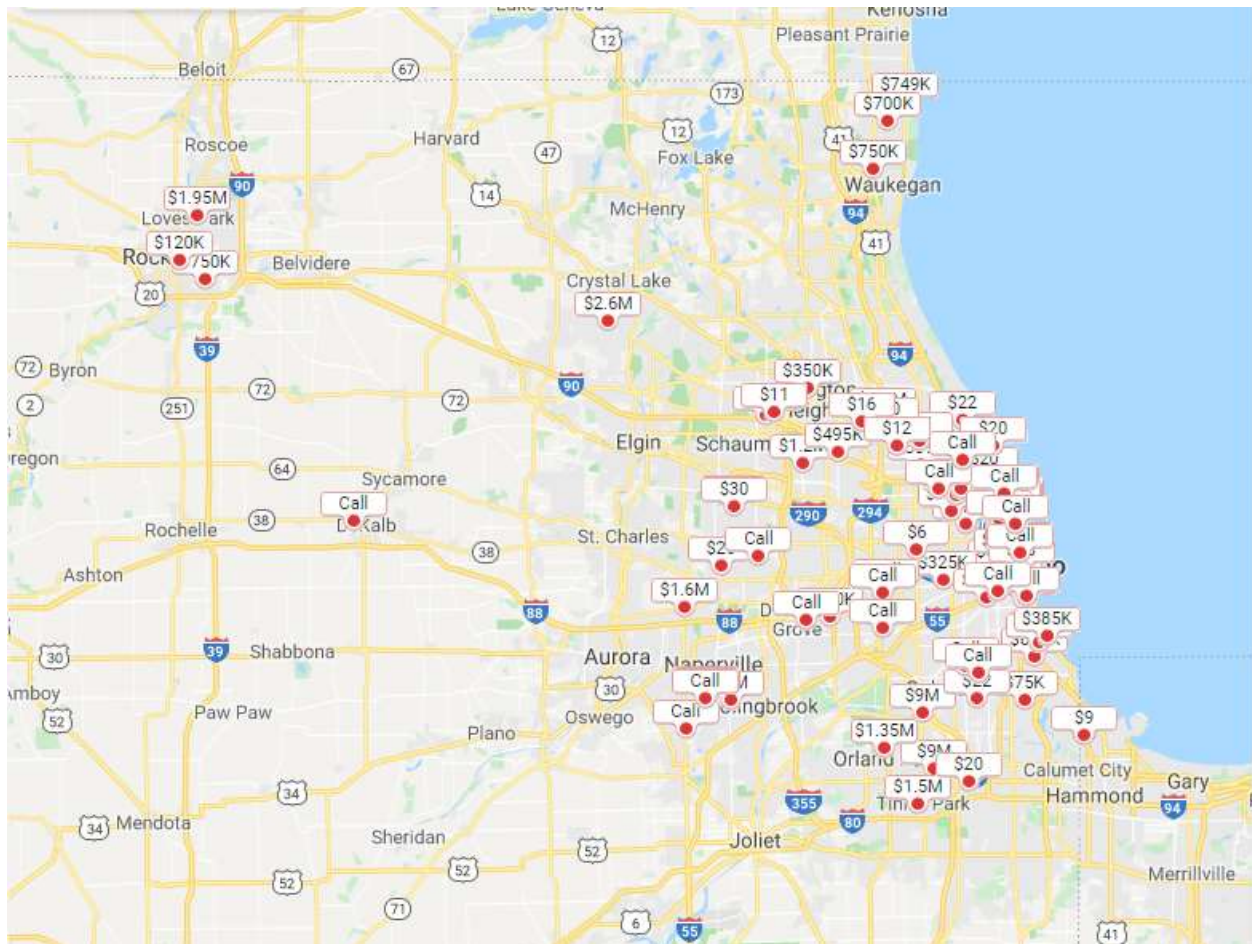
Chicago Real Estate Resources

[Chicago Real Estate Resources Inc.](#) (CRER) is a full-service, commercial real estate firm. Founded in 2004 by Chicago real estate veteran Eric Janssen, the firm specializes in a multitude of services including investment real estate sales and leasing, tenant representation, property management and receivership services.

The CRER brokerage team has a broad range of experience in commercial transactions. This includes expertise in marketing and selling multifamily, retail, office, vacant land and more. The firm also handles the leasing of retail and office space.

With over 100 years of combined experience in the Chicago area and Northwest Indiana, the CRER team can offer excellent regional market advice. CRER brokers use top-of-the-line systems and software to streamline transactions and have instant access to all the leading property listing services, marketing and research tools available – tools like LoopNet, CoStar, LexisNexis and Constant Contact. The firm also has an in-house marketing professional.

CRER's property database allows investors to view available properties for sale or lease. Results are given by both map view and list view, with the list view including price, address and size details.



Chicago Real Estate Resources Properties

AQUILA

[AQUILA](#) is an Austin, TX based commercial real estate firm offering tenant representation, project leasing, asset, property and project management services. Founded in 2007, it's one of the fastest-growing commercial real estate firms in Austin.

Taken from Greek mythology, the company's namesake and inspiration is Zeus' loyal servant—a majestic eagle renowned for his sight. Like the eagle, the firm bills itself as seeing everything that happens in their corner of the world.



AQUILA

Collaboration is a cornerstone of the firm's culture. Brokers talk to property managers. Accountants talk to partners. Researchers talk to everyone. This helps the company's 75 team members discover openings and develop negotiating leverage.

AQUILA offers services for owners, investors and tenants in the office, retail, industrial and land services market sectors. The firm's property database can be searched by properties for sale, lease and sublease or by market sector. They also provide the Austin Office Market Report which gives insights into Austin's commercial real estate scene.

Woodyard Realty Corporation



Woodyard Realty Corporation

[Woodyard Realty Corporation](#) is a boutique brokerage firm specializing in the sale of multifamily housing apartment complexes in Tennessee, Arkansas, Mississippi and the Mid-South. The firm has closed over 40 percent of the total apartment market sales in the Memphis Metro area in past years, representing institutional, local, and out-of-state clients. The firm was founded in 1984 and its agents have over 60 years of combined real estate experience.

Woodyard has an exclusive inventory of available investment properties which usually exceeds 50 listings. Many of these property offerings are confidential and not known to be available by the brokerage community. The firm also acquaints clients with publicly listed properties and offers all the investment opportunities on the market that meet each client's investment criteria.

The firm provides client access to leading-edge capital resources, investors, and local market information. Their website includes a database of the firm's property listings which can be viewed as a list or on a map. The list view can be sorted by property price, name or zip code.

Birchin Lane Realty Advisors, LLC

Based in South Carolina, [Birchin Lane Realty Advisors, LLC](#) is a professional advisory firm specializing in commercial real estate. Focusing on the Southeastern United States, the firm possesses twenty-five years of proven, diverse real estate experience with multi-disciplinary skills across all major asset classes.

Birchin Lane offers a wide range of commercial real estate services in several key areas:

INVESTMENT

NET LEASE

LAND

RETAIL

OFFICE

INDUSTRIAL





Birch Lane Services

The firm's listings database includes properties for sale or for lease as well as net lease listings. Their website also provides a calculator to help business owners determine how much office space they need.

OmniVest

Located in Lake Oswega, Oregon, [OmniVest](#) is a boutique commercial and investment real estate brokerage firm specializing in multifamily investments. Areas of expertise include acquisitions, dispositions and assisting clients with 1031 exchanges. The firm's market knowledge and experience allow team members to counsel clients on the best strategies to maximize their real estate portfolios.

The firm's website offers a number of tools for investors:

			
Listings	Have & Wants	Reports & Surveys	Podcasts
Check out our sold, available and pending listings	Off Market Property Opportunities and Investors With Cash to Place	Access to Multifamily Housing NW Report, Barry Reports, PowellBanz Reports.	Get the latest in real estate market trends

OmniVest

MBH Investment Real Estate

[MBH Investment Real Estate](#) is a boutique brokerage firm specializing in investment property sales transactions across all sectors. Founded in 2016, the Milwaukee-based company was created to provide a dedicated and focused level of service to clients and customers on both the buying and selling sides of the transaction.



MBH Investment Real Estate

Matson Holbrook, CCIM, is principal and managing broker of MBH. His areas of expertise cover all real estate sectors, including multifamily, office, retail, industrial and other special asset classes such as self-storage and development parcels. MBH strives to provide strong personalized service in a simple, yet sophisticated manner. A single point of contact with your broker ensures a streamlined and efficient marketing and sale process.

Services provided by MBH include the following:

- Investment Property Sales & Acquisitions
- Financial Underwriting

- Broker Opinions of Value (BOVs)
- Market and Industry Research
- Due Diligence Coordination and Oversight

MBH property listings can be viewed by market sector. Results include detailed information and property highlights for each for sale listing, as well as the firm's recently sold listings.



Multifamily



Office



Industrial



Retail



Land

MBH Investment Real Estate Listings

Investors looking for the services of a real estate firm would do well to consider boutique real estate firms as well as corporate mega-firms. Consider the service and experience offered by each firm in relation to your investment needs. What we've reviewed here is a small selection of the boutique firms that exist to serve commercial real estate investors throughout the United States and beyond.