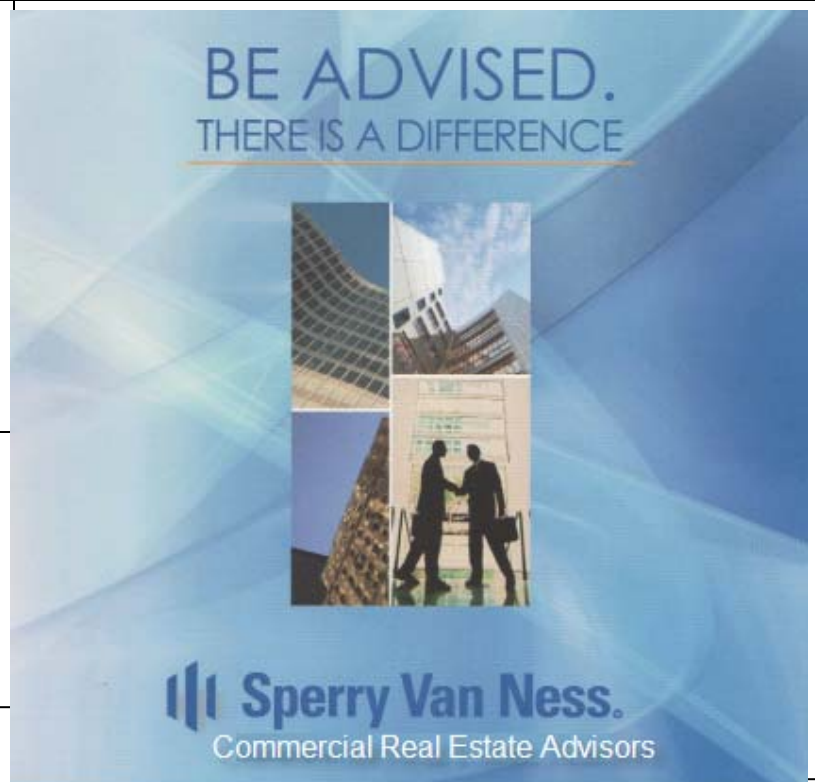
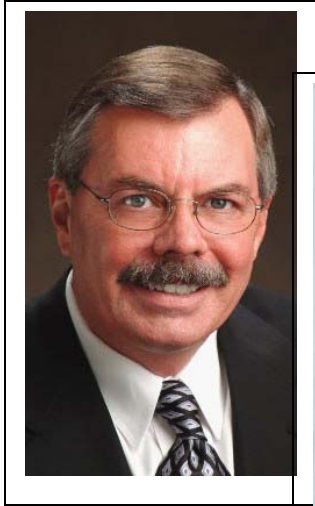


# Wes Hallmark

Commercial Real Estate Advisor

*Serving Lubbock & West Texas for 31 Years!*



Our Advisors are dedicated to putting the client's interests first. That's the difference with an Advisor and with Sperry Van Ness. Our approach? Revolutionary. Our results? Maximum return for every property. For every client.

## Consulting Services

- Real Estate Department Outsource
- Tenant Representation
- Landlord Representation
- Lease Negotiation/Renegotiation
- Property Investment Value & Performance
- Broker Opinion of Value
- Lease vs. Own Analysis
- Wealth Accumulation Planning Via Real Estate
- Sale / Leaseback Analysis
- Optimum Financing & Holding Period Analysis
- Transaction Management
- Build to Suit & Lease Development
- Financial Underwriting & Loan Requests
- 1031 Tax Deferred Exchanges
- Loan Brokerage Coordination
- Asset Recovery Team Member
- Cost of Occupancy Studies
- Retail Sales Potential Studies
- Demographic Analysis
- Cost Segregation Coordination
- Zoning Changes

## Brokerage Services

- Buyer Representation
- Seller Representation
- Sale / Leaseback
- Accelerated Auction Marketing

## Property Management

- Property Operation Review
- Budgeting
- Expense Reduction Studies
- Tenant Retention Programs
- Liability Audits
- Property Tax Protests

## Leasing Services

- Optimum Tenant Mix
- Competitive Market Studies
- Lease Incentive Programs
- Property Positioning – Value Add
- Targeted Tenant Marketing
- Proprietary 575 - Buyer/Tenant Identification



*Hallmark & Associates, Inc.*

An Independently Owned & Operated Affiliate of:



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