

SUSANNAH DAVIS

(512) 623-9191

davis@toweratx.com



CURRENT FOCUS

Susannah represents users and property owners to assist them with their real estate needs. Her role is that of a strategic advisor, spending the time necessary to understand client needs. As an experienced professional, Susannah brings over 14 years of sales and commercial real estate experience to the table. She offers highly personalized service, with the capacity to focus on client's needs in ways that are not possible with larger firms.

Susannah is passionate about representing her clients well - large and small. Large real estate firms put tremendous pressure on their brokers to meet quotas, and as a result, their focus is on larger, national clients. Susannah's focus on a relational partnership with clients and her firm's experience and knowledge of the local market enable her to offer creative solutions for clients. Integrity is priority number one.

EXPERIENCE

Susannah has spent her professional career developing high-level relationships that extend from her philanthropic passions to the commercial real estate industry. Her experience with HPI Real Estate Investments, Inc. and Capital Commercial Investments exemplifies her ability to successfully navigate the comprehensive process and varied parties in a real estate transaction, including new construction, redevelopment and leasing.

Having negotiated a variety of commercial real estate transactions, including property sales, office & industrial leases, expansions, lease renewals, buyouts, subleases, and relocations, Susannah has a reputation for exceeding client expectations.

EDUCATION & AFFILIATIONS

Board of Directors, American Brain Tumor Association

Member, Real Estate Council of Austin

Member, Commercial Brokers Association

Member, Central Texas Commercial Association of Realtors

DIFFERENTIATORS

Thank you for taking time to meet with me about your corporate real estate needs. I would very much like the opportunity to be of service to your company, and encourage you to have someone on your team with deep market knowledge representing your interests. Having representation adds credibility to the fact that you are approaching your corporate facilities needs in a serious, objective manner.

Some differentiators we offer:

Strategic Advisor The real issue is not real estate. The real issue is the continued growth and profitability of your company while providing the right environment for your employees. I will spend the time necessary to understand your business so that we can design a real estate plan that supports your goals and objectives.

Process Driven My commitment to a thorough, systematic and effective process means I will evaluate every possible real estate solution, resulting in the lowest cost, lowest risk, best outcome for you. I understand process documentation as file support for your various constituencies.

No Conflict of Interest I represent YOU only. The top ten commercial real estate firms in Austin represent both landlords and tenants. By hiring one of these firms, you will not be adequately represented; they have far greater revenue representing landlords, and your interests will be sacrificed. I represent users only, and fight hard to be your advocate. How can one firm represent you and the landlord? They can't.

Experience For over 14 years, I represented several sophisticated landlords, having completed many types of transactions. The strategic nature of your requirement and the financial obligation involved warrants a thorough and thoughtful review of your alternatives from an experienced professional.

Personalized Service Larger firms focus on larger, multi-city/state clients. I offer highly personalized service, with the capacity to focus on your needs in ways not possible at larger firms. Brokers at larger firms are forced by their business model to focus on larger clients.

Renewal Considerations My job will be to drive leverage. The presence of a third party in the transaction increases the landlord's belief that you might actually move; as an outside third party, I have no emotional ties to the building, and the landlord might suspect I prefer another building. If the tenant negotiates directly with the landlord, the landlord believes that a renewal is the preferred alternative. The best way to bring an existing landlord to focus on the transaction at market rates is to actively explore other options. Leasing fees are already built into the transaction, and therefore my compensation costs are not incremental.

Thanks again for your time. I hope to be able to work with you!

