



Focused on your property.



PROPERTY  
INVESTMENT  
CONSULTANCY

Dear Sir / Madam,

Propin is a property investment consultancy company specializing in the “office” sector of the commercial property market. Propin provides advisory and agency services to property users, landlords, investors and developers in this field. The company’s service covers Istanbul and other cities where the office market is developing.

Founded in 2005, Propin has made an impact in the sector within a short period, exemplified by its quality work and service with experienced team. An obvious indicator of its success are the references from the most prestigious Turkish and global companies.

Propin with its quality and productivity, accompanied by expertise, provides a full range of services to its customers in the office sector. There has been no compromise on the principle of business ethics since the inception of the company. The values it offers emphasize the importance it attaches to maintaining the trust it has built up in the sector forever.

Propin’s professional team is ready to work with you: to answer your questions in any of your advisory and agency needs in the office sector of the commercial property market.

Yours Sincerely,

The Propin Team





## Our Services

### Agency Services

User Representation

Tenant/Buyer Consultancy

"Build-to-Suit Model" Development Consultancy

Contract Renewing Consultancy

Landlord Representation

Property Marketing Consultancy

Contract Renewing Consultancy

### Advisory Services

Market Research Reports

Office Feasibility Reports

Project Development Consultancy



## Our Services

## User Representation

Service provided to  
institutional property  
users.

## Agency Services

### Tenant / Buyer Consultancy

In leasing / purchasing processes for institutional property users, properties are searched, evaluated and reported on. The service includes the following steps:

- Definition of institutional requirements and space calculations
- Scheduling transaction processes
- Property research
- Presenting alternatives as a report format and updating reports regularly
- Preparing preliminary analysis and property tours
- Preparing financial and qualitative analyses for short-list alternatives
- Negotiating with landlords
- Modifying contracts
- 

This service is also provided at a similar level for investors and investment funds which are seeking to buy property with tenants in order to take advantage of rental income.

### "Build-to-Suit Model\*" Development Consultancy

Service provided for finding the most suitable land and developer for institutional property users who want to construct a building in line with their needs and also become a tenant in the building. This service includes the following steps:

- Definition of institutional requirements and space calculations
- Market research and investigating the construction conditions of the land
- Presenting alternatives as a report format and preparing preliminary analysis
- Finding alternative developers
- Preparing financial and qualitative analyses for short-list alternatives
- Negotiating with investors
- Modifying contracts
- 

\* The 'Build to Suit' model is an arrangement whereby a land is purchased by an investor for construction for a building specified by a potential tenant.

### Contract Renewing Consultancy

A professional service offered for renewal contract conditions by the tenant. This service includes the following steps:

- Evaluating present lease contracts
- Market research on the term of lease contracts
- Renegotiations with landlords on the terms on the lease contract
- Modifying lease contracts

## Agency Services

### Landlord Representation

Marketing service  
provided to landlords of  
properties for  
rent / for sale.

### Property Marketing Consultancy

Services provided to landlords in leasing / purchasing process of the property in such a way as to offer the fastest and highest return. This service includes the following steps:

- Developing marketing strategies
- Preparing marketing tools
- Launching properties
- Following competition regularly
- Conducting and following up negotiations with potential customers
- Conducting bargaining negotiations with tenants / buyers
- Modifying contracts

### Contract Renewing Consultancy

A professional service provided to landlords who want to renew terms with their current tenants. This service includes the following steps:

- Evaluating current lease contracts
- Market research on the terms of lease contracts
- Renegotiations with the tenant the terms on the lease contracts
- Modifying lease contracts

Our  
Services



Our  
Services

## Advisory Services

### Market Research Reports

A service for preparing relevant reports in the “office” segment to property investors, developers and end-users wanting to buy property. This service is provided for:

- Zonal
- As specified for the sector
- Specified on the Property
- Reports based on institutional requirements

### Office Feasibility Reports

These are mathematical calculations that show whether office projects being developed will be profitable investments or not. The service is provided to investors and developers.

### Project Development Consultancy

A service provided to investors and developers for adapting projects to market needs from the design stage so as to market office projects in the most profitable and the fastest manner. This service provides the following steps::

- Undertaking market research for a predetermined target audience
- Competition analysis using market research
- Determining the compliance and place in the urban planning process for given projects
- Determining the risk of store, office space and ancillary functions (conference hall, dining hall, etc.) usage for the most profitable usage
- Determining the design to offer the highest return and meet users needs with the architectural and technical team
- Following appropriate analysis for design criteria in the project

Eski Büyükdere Cd. Hümeysra Sk. Nef Offices 09  
B Blok No 7 Kat 5 /114, 34400, 4. Levent /İstanbul  
T. 0212 217 8555 F. 0212 217 8553  
info@propin.com.tr • www.propin.com.tr