



FEDERAL LESSOR ADVISORY GROUP (FLAG)

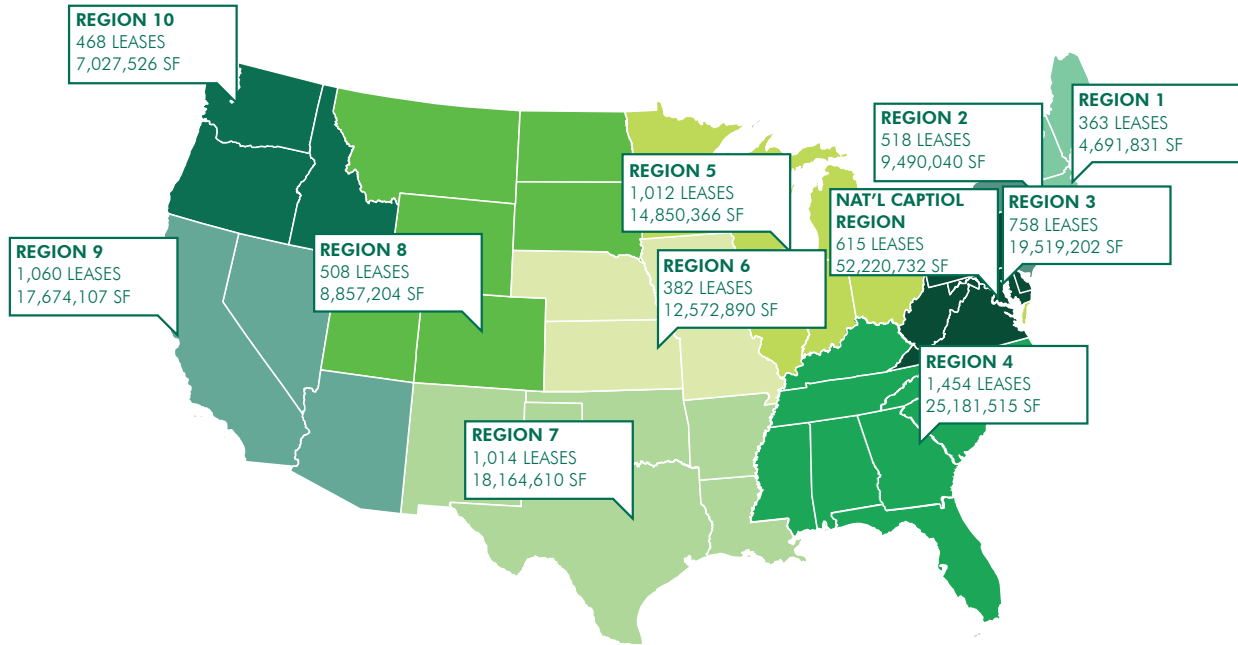
Specializing in aligning
complex federal requirements
with owners' real-world
investment objectives

CBRE

THE FEDERAL LESSOR ADVISORY GROUP (CBRE FLAG)

A specialized CBRE national practice group providing brokerage and lease consulting services to building owners, developers, investors and asset managers in connection with the acquisition, leasing, renewal, sale and administration of federal government leases.

GSA NATIONAL LEASING INVENTORY BY REGION



SPECIALIZED SERVICES WITH NATIONAL REACH

CBRE FLAG leverages the combined power of the industry’s most robust real estate services platform, CBRE’s local brokerage resources and our expertise to identify and secure GSA and other federal government leasing opportunities throughout the United States on behalf of our clients. Being technically proficient with federal real estate transactions, CBRE FLAG offers a national perspective that aligns with CBRE’s local and regional market knowledge, critical to completing a successful federal transaction.

CBRE FLAG

Leading clients through the complex web of government users, rules and regulations.



PROVEN PERFORMANCE NATIONWIDE



1,000+ FEDERAL LEASES NEGOTIATED
(Over 30M SF)



OFFICE



WAREHOUSE



LABORATORY



SPECIALTY SPACE

COMPLETED LEASES WITH GSA AND OTHER FEDERAL AGENCIES
with Independent Leasing Authority



COMPREHENSIVE SERVICE WITH SEAMLESS DELIVERY

CBRE FLAG provides broad-based representation in virtually all aspects of federal government real estate. CBRE FLAG, working in conjunction with CBRE agency brokers, assists clients in obtaining, reviewing and analyzing local lease market information critical to completing a successful GSA transaction.

1. Proposal Strategy & Preparation
2. Market & Competitive Building Analysis
3. Acquisition, Dispositions & Due Diligence
4. Procurement Negotiations
5. Bond Equivalent Financing
6. Lease Administration & Portfolio Analysis
7. Lease Acquisitions
8. Lease Administration During Construction/Build-Out
9. Lease Renewals

TIPS & TOOLS FOR INCUMBENT LANDLORDS

Taking a proactive approach to retaining federal tenants



Be Precise

Size of space,
utilization rates



Security Haves and Have-nots

Window film,
lobby access



Protections in Place

Fire and life safety
evaluation, seismic
safety analysis



Sustainability

Energy Star,
LEED



Tenant Satisfaction

Understand it,
improve it



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CBRE

toward  a greener
tomorrow