



**WEST, LANE  
& SCHLAGER**

THE TENANT'S EDGE

The Washington Metropolitan Area's nonprofit organizations and professional services firms trust West, Lane & Schlager Realty Advisors ("WLS"), to assist them in making measurably better real estate decisions. As an independent commercial real estate firm, we provide all of our leasing resources, experience and transactional services exclusively to tenants, ensuring our clients representation free of conflict. We are continuously developing innovative ways to exceed our clients' needs. We build lasting relationships with clients by demonstrating our passion for quality, creativity and accountability in everything we do.

WLS works collaboratively with our clients from the initial planning phase through lease expiration, treating each engagement as if we were solving our own real estate challenges. We first analyze our client's current real estate situation, determining and prioritizing their business goals and needs. Next, we develop a strategic real estate plan, benchmarking and meticulously detailing each lease/purchase option available, based on established project goals and extensive market research. Throughout the planning process, we remain focused on finding solutions that are in line with our clients' budget, narrowing the options until we have selected the best fit for their unique situation, and negotiated the best possible terms for the transaction. Each step along the way is documented in the strategic plan, representing a transparent and thorough road-map for our client of what they did, and why they did it.

Our goal and vision for every project is to supersede the expectations of our clients, provide exceptional service and negotiate transactions that create better market conditions for the tenant community. Whether it's strategic planning, benchmarking, leasing/purchasing office space, construction management or operating-expense reviews, we'll convert rent dollars into working dollars.