



# COMPASS COMMERCIAL, ITRA GLOBAL

Providing commercial real estate services by advocating for our corporate clients' interests and increasing their profits.

Success Story: Configit

## The Compass Commercial Difference:

### Your Advocate:

We represent only tenants and users of commercial real estate—never landlords or developers.

### Your Expert:

Our team of seasoned professionals negotiate on your behalf, lowering your cost. We use our years of experience to leverage your negotiating power.

### Your Local & Global Representative:

We provide broad geographic coverage and seamless representation in multiple markets through offices around the world.

### Your Trusted Advisor:

You will always receive objective, unbiased advice. Our team will save your hours of time researching, conducting negotiations and other services on your behalf.

### The Challenge:

Configit is a firm out of Denmark. They contacted Compass Commercial to assist them in finding a new location in Ann Arbor or Detroit. Compass's job was to help them further define their ideal location.

### What We Did:

First, we educated the client on the different areas in their markets of interest. In the current economy, finding qualified staff is the key to a successful business. Ann Arbor is where the University of Michigan is located. Thus, office space and housing in this market is significantly higher than the rest of metro Detroit. West of Ann Arbor is primarily farmland, so it didn't make sense to be so far away from potential employees. From a recruiting perspective, ¾ of potential Oakland County applicants are eliminated from the Ann Arbor due to the driving distance.

We suggested they look at Detroit and Southfield. As their city logo—The Center of It All—suggests, Southfield is in the center of the tri-county area.

We identified locations in Ann Arbor, Novi, Livonia, Troy, and Southfield. We toured Class A spaces in these cities.

### The Results:

Configit decided to locate their Michigan offices at 27777 Franklin Rd, Southfield Michigan.

We negotiated the following:

3 months of free rent

An early buyout option on a 7-year lease

Negotiated State Tax Credits for locating in their offices in Michigan



Need some help? Just call us at 248.817.5400

[Info@compass-commercial.com](mailto:Info@compass-commercial.com)

[www.compass-commercial.com](http://www.compass-commercial.com)