



## COMPASS COMMERCIAL, LLC An ITRA GLOBAL Partner

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

### **ITRA Welcomes New Member Firm International Tenant Representation Polska**

Compass Commercial, ITRA Global is pleased to announce that International Tenant Representation Polska Sp. z.o.o. has been selected to be the exclusive member firm representing Poland. Former co-founder of CRESA Poland, Artur Sutor has joined forces with Martyna Balcer to create a startup commercial real estate company that will be focused solely on representing tenants. They are based in Warsaw, with regional activity in Tricity, Lodz, Poznan, Wroclaw, Krakow and Katowice, among others. The core group includes Martyna Balcer, COO, Associate Director/Office Department; Łukasz Dreger, Associate Director/Office Department; Izabela Kołcz, Advisor/Office Department.

“As we continue our international expansion, we are delighted to have International Tenant Representation Polska join as our member in Poland.” says ITRA Global Chairman Mark Twentyman. “The addition of another strong firm exclusively focused on tenant representation continues to enhance our ability to provide conflict-free services to our clients on a global level.”

The principals of International Tenant Representation Polska have strong market recognition and over 30 years of combined experience in tenant representation, focusing on office, industrial and retail. In addition to transaction services, they will also offer workplace strategy, project management, architect support, interior design, project management, legal, green certification, service charges audit, and comparative building analysis.

“The recent changes in consulting firms caused by the consolidations of large global players have left a gap in the Polish real estate market. I have been watching this market for many years, and I can see the tenants' awareness increase. They need impartial service and support from advisors who have no risk of a conflict of interest resulting from their company representing developers or landlords. I firmly believe in the need for transparent relationships, which is why my team and I teamed up with an international partner, ITRA Global,” says Artur Sutor, CEO, International Tenant Representation Polska. “Creating a Polish branch of ITRA Global is another step in a direction I took many years ago. I believe in independent advisors who do not hesitate when it is time to take sides at the negotiating table. International Tenant Representation Polska will always represent and support tenants only.”

