

Why Sperry Van Ness®?

Sperry Van Ness Commercial Real Estate Advisors put clients' interests first. This is why we have become one of the most recognized commercial real estate brands in the world.¹ How do we do this?

¹ Sperry Van Ness International Corporation ranked 14th in 2012, 10th in 2011, and 11th in 2010 among the Top 25 Most Recognized Commercial Real Estate Brands according to The Lipsey Company.



We break down the walls of competition.

All outside brokers and buyers are invited to opportunities and are equally rewarded for their efforts and relationships.

Every Sperry Van Ness® Advisor commits to and supports our culture of collaboration, breaking down traditional brokerage company barriers in order to maximize our clients' time and return.

We practice compensated cooperation.

Sperry Van Ness advisors commit to sharing fees equitably on any given transaction with other Advisors, outside brokers and independent agents.

We believe that **more brokers = more buyers; more buyers = more offers;** more offers = improved price and terms generating maximum value for clients.

We apply local knowledge to national representation.

Our presence in primary, secondary and tertiary markets allows Sperry Van Ness Advisors to serve clients from coast to coast and from Main Street to Wall Street.

The Sperry Van Ness platform was specifically developed to provide smaller markets with the same level of service as major markets.

We use innovative technology to our clients' benefit.

Sperry Van Ness Advisors use our centralized sales and marketing systems to quickly share information, collaborate and maximize value for clients.

Our proprietary technology and communications system simplifies the listing process, which speeds up the marketing process.

Our open national sales call and social media outreach campaign each Monday ensure that properties receive the maximum attention.



We provide comprehensive real estate services.

Advisors provide sales, leasing, tenant representation, asset management, property management, corporate services, consultation, accelerated marketing and auction services.

We have national leadership.

The Sperry Van Ness® platform has Product Councils for key product types and specializations.

Each council is run by a council chair with an extensive track record and hands-on experience to assist in the underwriting, marketing and representation of every asset.

Asset Recovery (SVNART)	Medical Office
Auction	Multifamily
Charter Schools	Office
Corporate Real Estate	Property Management
Hospitality	Retail
Industrial	Self-Storage
Leasing	Single Tenant Investments
Marinas	Telecom & Leasing Infrastructure

We are industry leaders in marketing and technology.

The Sperry Van Ness® organization is a leader in the use of commercial real estate technology.²

We provide Sperry Van Ness Advisors with innovative online publication and syndication software as well as access to leading edge research and CRM programs.

Why choose Sperry Van Ness?

Nearly all organizations know **WHAT** they do and define themselves by the results, product or service they provide.

Most companies know **HOW** they do what they do, i.e., the process of delivering their goods or services and how they are organized.

The best companies know **WHY** they do business the way they do – and we believe the *WHY* for Sperry Van Ness Advisors comes down to committing to do whatever is in the client's best interest.

² Sperry Van Ness was awarded Realcomm's 2011 Digie Award for "Best Use of Automation."





*“because it’s right to market
to buyers and brokers and
to put the client’s interest
above everything else”*

Choose Sperry Van Ness Commercial Real Estate because it’s right.

The Sperry Van Ness® vision originated in the belief that it’s right to cooperate with other brokers. It’s right to share the commission equitably every time; it’s right to market to buyers and brokers; and it’s right to put the client’s interest above everything else.

Sperry Van Ness advisors are revolutionizing the commercial real estate business—by doing what is right and putting clients first. This is what we call the **Sperry Van Ness Difference**. We believe that **accountability, transparency, collaboration and diversity are always in our clients’ best interests.**



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