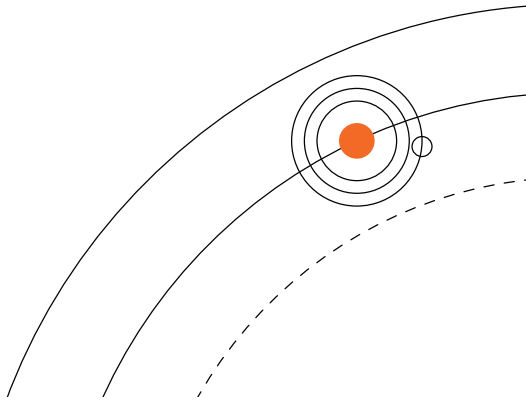


SVN® ADVISORS SHARE FEES BECAUSE IT CREATES MORE DEMAND AND SUPERIOR VALUE FOR OUR CLIENTS.

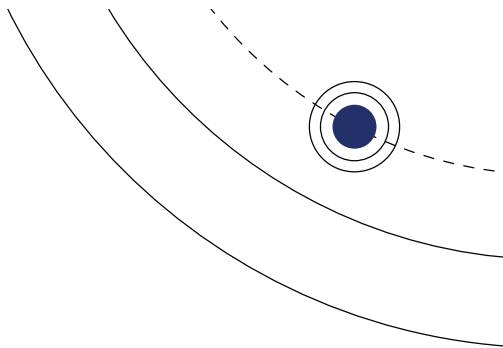
SVN® economists analyzed 15,000 records of sales between \$2.5 and \$20 million in the four core building types— industrial, multifamily, office and retail.¹



The 9.6% report

A REPORT ON THE PRICING ADVANTAGE OF COOPERATION

BY SOLOMON PORETSKY
Chief Development Officer, SVN International Corp.



The Result?

The average price per square foot was higher in every asset class for transactions involving two separate brokerage firms. In aggregate, **the average selling price was 9.6% higher with brokerage cooperation.**

Think about it.

When a broker says they know all the buyers for a property, do they really? With 65% of buyers coming from out of market, how could they?

250 years ago, Adam Smith wrote down the basic laws of supply and demand: The higher the demand for a product, the higher the sales price.

It's common sense.

Marketing a property to the widest possible audience increases the price for an owner. This is how SVN® Advisors operate – we share fees and build trust, driving outsized success for our clients and our colleagues.

Visit svn.com to find out more.

¹ Peter Froberg and Viroj Jienwacharamongkhol, Cooperation in Commercial