

J.J. BARNICKE ADVANTAGE

WHAT MAKES J.J. BARNICKE DIFFERENT?

What qualities, resources and services do our clients claim that make us stand out above other brokerage firms? What strengths, characteristics, values and deliverables are unique to J.J. Barnicke? How do all these qualities combine to make our firm “one of choice”?

J.J. Barnicke provides expertise, knowledge, analysis and transaction advice in every market sector including:

- Investment Sales • Corporate Real Estate Services
- Client Advisory Services • Office Leasing and Sales
- Industrial Leasing and Sales • Retail Leasing
- Residential Investment • Finance and Mortgages
- Lease Audit

J.J. Barnicke offers numerous advantages to its clientele and we take pride in our ability to deliver superior customer service on all sides of the real estate transaction. Some of our many advantages are outlined below.

PROVEN ACCOUNT PERFORMANCE

J.J. Barnicke has been providing full service commercial real estate brokerage services and creating remarkable business value in commercial real estate for leading international corporations and institutions since 1959.



UNPARALLELED EXPERTISE

J.J. Barnicke is Canada’s largest independently owned commercial real estate brokerage. As such, our firm operates with its own centralized management policies and values, without reporting to other ownership factions. Every client has direct and open access to our firm’s most senior personnel and executives – and thus to the wisdom, track record and maturity that is held by these senior officers. More than hands-on management access, it means instant access to industry-leading thinkers and strategists, and portfolio problem-solvers. Being an independent company means we can encourage an entrepreneurial and innovative environment – not as risk takers, but as creative problem solvers.

J.J. Barnicke offers specialized resources and real estate expertise in dozens of strategic sectors including logistics and warehousing, manufacturing, data and call centers, lease audit, life sciences, all levels of retail, and hospitality to name a few.

FULL SERVICE

J.J. Barnicke operates where our clients need support and services. As Canada’s largest independently owned full service commercial real estate company and headquartered in Toronto, the firm provides over 20 full service offices across Canada. The company has over 500 employees, including over 300 sales professionals. Through our alliance with Trammell Crow Company, we provide an additional seven offices in Canada.

ADVANCED IT & RESEARCH TEAM

J.J. Barnicke’s E-Business group provides sophisticated E-Business solutions to address the unique vertical of Commercial Real Estate users. J.J. Barnicke leads its industry with open technology and real time knowledge, utilizing advanced software applications, customized management reporting systems and innovative web-based architecture. Staff and clients both access real time data and messaging delivery, mobile web browsing, and secure extranet reporting sites.

Our custom tools and knowledge leveraged analytical approach help clients make sound real estate decisions, conduct accurate analysis and manage the financial aspects of their assets and/or real estate portfolios.

RESULTS-DRIVEN IN-HOUSE MARKETING

Any requirement for asset disposition or any need for marketing a direct or sub-lease contract will be supported by the best real estate marketing resource in the industry. J.J. Barnicke provides comprehensive promotion services for its clients, delivered by a national team of professionals who are skilled in web site design, collateral design and graphics, corporate copy writing, direct mail, event management, broker promotions and public affairs. These sales-driven support services are provided free of charge to our clientele.

SINGLE SOURCE FACILITIES EXPERTISE

From interior space planning, building services, to move management to the provision of construction management, facilities management, portfolio management or capital markets partnerships, Trammell Crow’s scope of expertise and services is an industry exclusive offering. J.J. Barnicke is the only firm in Canada to be able to offer these foregoing management services under one roof, as a single source of real estate services. With our North American alliance, J.J. Barnicke’s sales force has instant access to any such facilities services and recommendations required.