

investment sales

“Successful investing requires knowing the markets, the tenants, and the value of a dollar of income.”



elliott associates

we market like we own it

Elliott Associates has successfully completed nearly a billion dollars in commercial real estate sales transactions. We accomplished this through our commitment to buy and sell every property as if we own it ourselves. We work transactions from Florida to Fairbanks and from Santa Ana to Salt Lake City. Whether it's multi-tenant retail or single-tenant, net-leased properties, we make it happen by leveraging state-of-the-art technology, broad data sources, established investment analysis, and creative marketing strategies.

the depth and breadth of ea

We built our business from the ground up. Elliott Associates began over 35 years ago as a Commercial **Property Management** firm, and as our clients' needs increased, we responded by expanding our range of services to include **Asset Management, Investment Sales, Leasing Services, Accounting Services, and Facilities Services.**

Our unique position as a company with roots firmly established in every facet of the industry has given us a wealth of knowledge, experience and resources that we leverage for our clients in a way that few can. This is how we made a name for ourselves as one of the Northwest's foremost Commercial Real Estate firms.

we adapt to our clients' needs

Today we stand out from the corporate houses because we're a family business offering individual attention to detail and extraordinary service. We're genuine, and we approach people with respect and courtesy. Our business begins and ends by what our clients require, so we work with, listen to, and adapt to our clients' individual needs rather than adhering to a pre-established framework. We consider long-term and short-term goals, as well as intangible factors that also carry significant meaning for our clients.

Most importantly, we believe that trust is the true currency of this business, so we do all we can to establish and uphold this ideal through clear, concise, and frequent communication.

we're specialists; not generalists

We translate our knowledge and capabilities into easy-to-understand, real-life, fundamental recommendations. We find it remarkable how frequently data and analysis are compiled yet seldom communicated simply and effectively to the client. At Elliott Associates, it is our mission to streamline and explain a property's value to our clients, whether we are working the buying side or the selling side.

As specialists for buyers, we analyze a property's current income stream and future potential to determine if it's accurate, stable and in line with the market. We establish a roadmap of longevity for the property, taking into account a broad spectrum of issues such as the condition of the property, the physical and geographical setting, and the relationship between the tenants and the demographic and economic environment.

As specialists for sellers, we highlight trends and forecast the viability of the property in the future. We communicate and demonstrate to buyers that the property is a good value and serves their purposes, and that the property as it is today is supportable going forward.

we're deal makers

If we are acting on behalf of sellers, we know who the buyers are. If we are acting on behalf of buyers, we know who the sellers are. We know what marketing methods are most effective and appropriate for a given property. Most importantly, we know how to bring the other party to the table to successfully negotiate and close the deal.

In every stage of working a sale, we focus on strong communication throughout the marketing and transaction period. This translates into obtaining the best possible deal within the necessary timeframe and constraints.

the elliott associates advantage

There's no advantage to being bigger. But there is one to being more agile. Which is what we are. We have a great network of resources, we move quickly to retrieve accurate, relevant information, and we act on it to confidently serve our clients' needs. This level of a professional network can only be established through years of experience and transactions that add up to nearly a billion dollars.

our people work the markets

We travel the states. We see the territory. We investigate. And we're not afraid to roll up our sleeves and get our hands dirty to learn more. Our footwork and our network allow us to find investments like no one else. Whether it involves selling multi-tenant retail space or net-leased, single-tenant properties, we meet and exceed our clients' needs by using state-of-the-art technology, commercially available data, sophisticated investment analysis, and creative marketing strategies that work for our sellers and buyers.

Our Investment Sales team is experienced, knowledgeable, professional and has a keen eye for identifying the right properties and the right parties to close the deal.

We are an Accredited Management Organization (AMO®) – one of only 520 elite firms nationwide that hold this prestigious accreditation. We are also recognized members of ICSC, IREM and CCIM.

what makes us good:

Our people : Our vision : Our capability : Our commitment

asset management

investment sales

property management

leasing services

accounting services

facilities services



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THE ACORN: An acorn symbolizes the fruition of hard work, endurance, and heritage. It evolves from a small seed and grows into a deeply rooted tree. This is how we grow our clients' commercial real estate investments: offering strength, potential, partnership and growth.