

- Exis is pleased to announce Rich Commercial Realty has joined our global tenant representation platform, representing the Raleigh market.
- Tenant representation for commercial tenants is vital in the current state of commercial real estate; as tenants decide how to move forward with their workplace strategy post-COVID, they need an advisor with a conflict-free model.
- Exis's continued expansion provides more opportunities for commercial clients to expand worldwide while working with trusted, conflict-free advisors who are market experts.

McLean, VA – (July 1, 2021) Exis Global Tenant Representation is thrilled to announce their newest partner representing Raleigh, NC: Rich Commercial Realty, who is joining Exis's distinctive worldwide conglomerate of independently owned, 100% pure tenant representation firms.

RCR fits perfectly within the Exis platform, which is made up of global firms thoroughly evaluated for standards in commercial real estate knowledge, degree of professionalism, and level of focus on what is best for the commercial tenants they represent.

"Putting clients' interests first has always been the backbone of our firm and we are proud to now have an expansive network that adheres to this same principle," says Street Jones, Principal and Vice President for RCR. "We are honored to be part of a likeminded organization that is highly specialized and focused on what is best for the clients that they represent."

Especially in this season of COVID-related workplace changes, tenant rep firms are diligently helping commercial tenants worldwide as they prepare to bring employees back to the workplace: performing lease audits and reviews, assisting with site selection and economic incentives, developing short- and long-term workplace strategy, and assisting with the integration of new workplace "norms" brought on by the pandemic. Going through this process with a multidisciplinary tenant representation team guarantees a dedicated and conflict-free experience.

"With so much consolidation within the CRE industry creating more and more conflicts of interest, tenant rep is more important than ever," says Jones. "Having an advocate that is truly focused on the tenant and can help them navigate the fluctuating landscape is key to helping the tenant make the best business decision possible."

As Exis continues to expand with best-in-class partners in global markets, Exis is excited to have representation in Raleigh – a market booming with young talent. "We're thrilled to welcome Rich Commercial Realty as our Raleigh partners," shares Shelley Gill, co-chair of the organization and Principal of Kinzer Partners in Seattle. "Especially as Raleigh continues to grow as a business destination, it's vital to have trustworthy, hard-working partners that we can refer our clients to, and who will have their best interests front of mind."

Together with Exis, RCR is able to expand their footprint both domestically and internationally. "We are excited to partner with other tenant rep firms to better ourselves and our services, but also to better serve our clients and their needs," says Jones.

"We are equally excited for the opportunity to meet new people within the organization and build long lasting relationships."

About Rich Commercial Realty

Established in 1989, Rich Commercial Realty provides extensive market knowledge for their clients' real estate goals, and offers commercial services in tenant representation, dispositions, and advisory services. The RCR team consists of highly dedicated and motivated real estate professionals who are committed to putting their clients' interests first, a backbone principle of the firm.

About Exis, Inc.

Exis Inc. is a global tenant representation corporation servicing thousands of clients worldwide. As a member-owned organization exclusively focused on providing excellence in conflict-free tenant representation to corporations, Exis was formed to provide tenants around the world with a passionate advocate at the negotiating table wherever their business operations take them.

Exis's 30+ member firms individually service some of the largest and most respected employers around the world, including numerous Fortune 500 companies, as well as small, medium, and large organizations and corporations in industries as diverse as healthcare, legal, life science, technology, manufacturing, higher education, telecommunications and professional services.

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