

The power of

# KNOWING

CoStar for Commercial Real Estate Professionals





# Where commercial real estate professionals go when they need to know.

## YOUR CONNECTION TO THE WORLD OF COMMERCIAL REAL ESTATE

CoStar is the global leader in commercial real estate information and analytics. For over 30 years we have worked with commercial real estate professionals to support their growth and success. CoStar research tracks and reports on commercial property in unparalleled detail: the buildings, tenants, owners, brokers and transactions that move the market.

The result is comprehensive and current market information. That information makes it easier to provide timely, accurate advice and valuable service to your clients. With CoStar, you can close deals faster than ever.

Over 174,000 commercial real estate professionals now subscribe to CoStar. Established global players, independent shops, and growing firms alike benefit from access to CoStar's extensive, objective information and powerful tools.

Whether you're buying, selling or leasing a property, representing tenants, valuing assets, originating loans or managing diverse portfolios, CoStar adds value for commercial real estate professionals in every aspect of their business. It's the power of knowing.





## The CoStar difference.

CoStar has the largest team of researchers – over 1,400 – in the commercial real estate industry. They verify details on a complete inventory of commercial properties, transactions and tenants.

The result: comprehensive information and tools available in CoStar have the power to accelerate your daily tasks, get you to the right answer fast, and reveal new opportunities to grow your business.

“What differentiates CoStar is the ability to personalize the data by drilling down to fit our specific needs, making the product invaluable for us.”

—Michael Le Coche

Director, Strategy and  
Research, Fiera Real Estate



# The most comprehensive platform of commercial real estate information.

**6.7M**

Commercial  
Properties

**133B**

Square Feet  
Tracked

**1M**

Active  
Listings

**4.3M**

Sales  
Comparables

**9.6M**

Lease  
Comparables

**8M**

Tenants  
Profiled

## What could you do with CoStar?

### COMMERCIAL REAL ESTATE PROFESSIONALS USE COSTAR TO:

- Increase efficiency by accelerating the pace of day-to-day activities.
- Demonstrate market knowledge by analyzing market and sub-market conditions.
- Develop new business by identifying prospective tenant or owner clients.
- Know which tenants are leasing space by researching lease comps.
- Understand owners and investors are buying and selling properties by researching sale comps.
- Research an owner's portfolio using CoStar's comprehensive inventory of properties.
- Find new locations with CoStar's detailed property records.



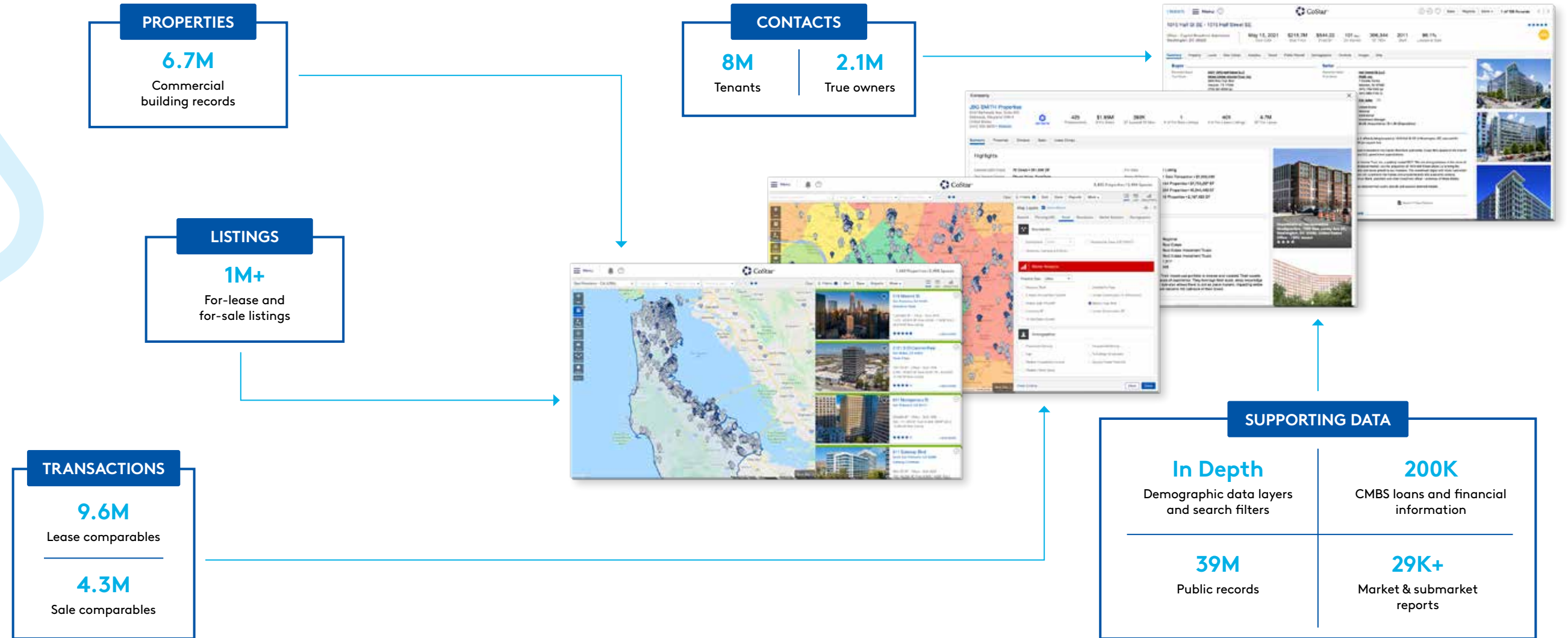
“ I need a service that is cutting edge. It's critical to be able to share facts and narratives in a way that sets me apart. ”

—Allen Grinberg  
Senior Vice President





Everything a commercial real estate professional needs from an information platform, in one place.



## It all starts with data.

When it comes to assembling a full picture of the commercial real estate market, there are no shortcuts.

CoStar has built a research process with the single goal of delivering high quality, accurate and timely information on every aspect of commercial real estate.

No one goes further or collects data from a wider array of sources. The result is the world's largest, most comprehensive repository of commercial real estate information and analytics.

“ 50% percent of our sales leads are generated through CoStar. ”

—Mark Paterson

Broker of Record and Regional Manager

Marcus & Millichap



## Our census-level approach to **researching the world of commercial real estate.**



**1,400+** Portfolio, tenant, marketing and sale researchers



**600+** account managers gathering data from market participants



**200+** in market field-researchers



Dealmaker submissions



Aerial and drone research



In-market architectural photographers



Daily data feeds and web research



**100+** market analysts and economists



## A platform for success.

We have a track record of consistent and significant investment in software development. The result is that CoStar has consistently been recognized as one of the world's fastest-growing and most innovative companies by the likes of Forbes, Fortune and NASDAQ.

Our technology—and the wide array of useful features it provides—bring our market data to life in valuable, actionable ways.

CoStar users quickly find and explore the information they need through our powerful and intuitive interface. In a fast-moving and constantly changing market, CoStar is your platform for success.



“CoStar aggregates everything we need to know, in one place. It's a one-stop shop for all our lending needs. This gives us the edge we need to make lending recommendations quickly.”

—Adam Powadiuk  
Director of Commercial Financing  
**FIRST NATIONAL**  
FINANCIAL LP

### ANALYTICS

KPI trends and forecasts on any category or search

### BUILD FINANCIAL MODELS

Create cash flow models to compare different lease scenarios

### INTEGRATED VIDEO

Watch video commentary from our expert market analysts

### POWERFUL SEARCH TOOLS AND FILTERS

Reach the information you need, fast

### CHANGE REPORT

See at-a-glance what's changed in a set of properties over time

### GLOBAL REACH, LOCAL KNOWLEDGE

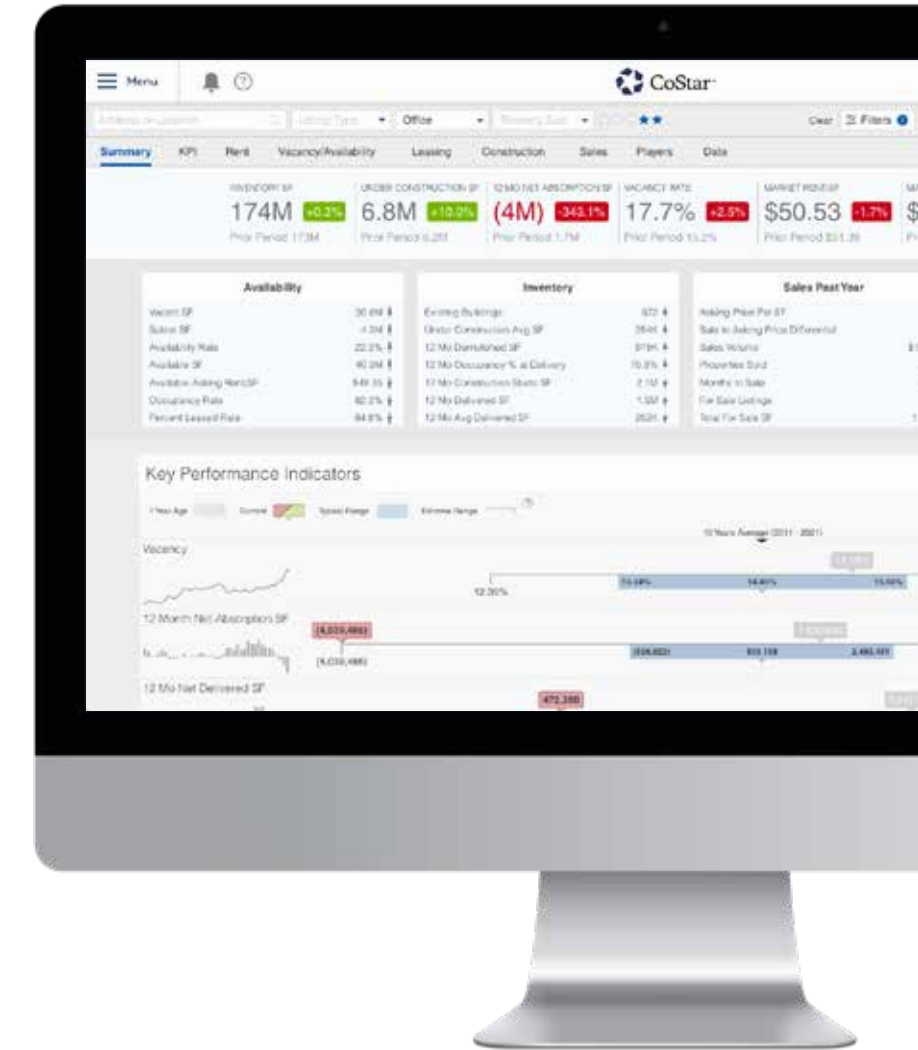
View data from around the world in your own language, currency and units of measurement

### ON-DEMAND REPORTS

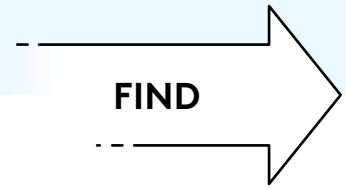
Generate and customize client-ready reports

### SAVED SEARCHES & ALERTS

Save regular searches and get email alerts when new properties meet your criteria



# Demonstrate Market Knowledge



Find a comprehensive inventory of properties, for-sale and for-lease listings.

**6.7M**  
Commercial Properties



# Generate New Business

**2.1M**  
True Owners

**8M**  
Tenants

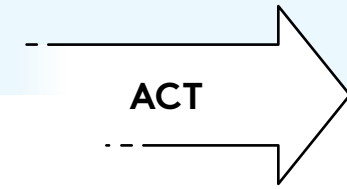
Contact owners and tenants to find new clients and generate revenue.

Get in-depth information on market context, historical trends, comps and KPIs to fully understand market conditions.

**29K**  
Market & Submarket Reports



Explore who is buying and selling commercial real estate and know the details behind the deals.



Connect with verified market contacts & present high-quality reports to stakeholders.

**17.4M**  
Contacts



Use CoStar information and materials to support your pitch with verified market insights.

**48**  
On-Demand Custom Reports



# Enhance your advice to clients with CoStar data.



## Building Valuation

Assess the potential income and value of a property with 9.6M lease and 4.3M sale comparables, CMBS loan and financial information, property and submarket data.



## Lease Activity

Advise stakeholders with detailed information on market rents and lease conditions.



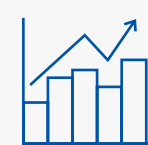
## Market Conditions

Advise your stakeholders on the market outlook and its impact on their strategy with access to extensive market and submarket analytics and KPI forecasts.



## Asset Management

Explore lease comps and in-depth peer building financials to understand the local competition, set the right lease terms, and find new opportunities for increased operating efficiencies.



## News and Analysis

Identify new opportunities as they arise and stay connected to the market with CoStar news, alerts, analyst videos and commentary.



Top commercial  
real estate firms  
rely on CoStar.



J.P.Morgan

BERKSHIRE HATHAWAY INC.



COMPASS

BANK OF AMERICA



CBRE



Marcus & Millichap



Hines



IRVINE COMPANY







[CoStar.com](https://www.costar.com)   [sales@costar.com](mailto:sales@costar.com)   888.226.7404

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