



TESTIMONIALS



COMPANY PROFILE:

Real Estate Brokerage firm specializing in single-family residential sales.

PREVIOUS LEASE SPACE:

Various offices located throughout northwest Austin, including executive Office suites.

NOW OWNS:

1,500 SF of Class "A" office in Ladera Park at Jollyville and Duval.



John Kovas, President

GENERAL COST BENEFITS YOU SEE IN OWNERSHIP VS. LEASING:

I built extra offices to accommodate growth. In the meantime, I lease these offices to other business professionals. It's great! I have other people helping me pay my mortgage.

WHICH ASPECTS OF LEASING YOUR BUSINESS REAL ESTATE WERE MOST PROBLEMATIC IN THE PAST?

As a smaller user, I was always "pushed around" by the landlord as he/she accommodated the larger tenants' needs. I now have ultimate control of my office.

WHY DID YOU DECIDE TO OWN?

It was the only logical decision. I wanted to operate in a nicer office that would impress future clients. However, leasing did not make sense as the landlord would retain ownership of all of the improvements I paid for. I now have a stunning office, AND there will never be any rental rate increases.

WHAT IS THE GREATEST BENEFIT THAT YOU (AS A BUSINESS PRINCIPAL) HAVE EXPERIENCED FROM OWNERSHIP?

The greatest benefit is the acquisition of a valuable asset. I never realized I could turn my rent expense into equity build-up.

WHAT BENEFITS TO YOUR CLIENTS, EMPLOYEES AND/OR OVERALL BUSINESS OPERATIONS DO YOU SEE FROM OWNING YOUR NEW OFFICE?

My clients LOVE my space. They keep asking me who built it and how much did I spend. A few have even said it is nicer than his/her house. It has also helped me lure agents away from other brokers.

WHAT IS YOUR FAVORITE THING ABOUT YOUR NEW SUITE?

Other than the size of my larger office, I just love the fact that it is mine. No one can take it away from me in three to five years.