

TENANT TIPS



AT NO COST TO YOU, ECR BROKERS NEGOTIATE ON YOUR BEHALF, SAVING YOU ON FUTURE REAL ESTATE COSTS

1

PLANNING

90% of a successful transaction takes place in the planning stage. We help tenants plan for (1) timing of occupancy (2) lease term (3) current and future space needs including construction requirements (4) location (5) market research (6) negotiation strategies

2

KNOWLEDGE OF MARKETPLACE

Our team has strong relationships with landlords and within the brokerage community, bringing the insight and know-how to achieve our clients' goals.

3

RENEWAL OPTIONS

Leases must be structured to provide protection for future renewals as well as to provide for a fair, market rent at that time.

4

CONSTRUCTION

Construction can offer dangerous exposure to excess costs for tenants. We provide research and recommendations prior to entering the lease to ensure it is carefully addressed in the language.

5

NEGOTIATION

It's always wise to have back-up options regardless of your position and intent. We encourage our clients to maintain leverage with landlords by considering alternative lease options.

6

OPERATING EXPENSES

To allow for a more stable rent structure, it is important to understand and limit passed-through expenses from the landlord to the tenant.

7

OPTIONS

We help our clients make informed decisions that will not only impact their business today, but for years to come. In the event the business experiences changes, lease options can be negotiated, such as rights to expand, sublease, hold over, or terminate.

8

DEFAULT

Default situations are an area in the lease that is often heavily favored towards the landlord. Events of default can be innocent for many tenants and we'll work to make sure there is an opportunity to cure prior to the landlord exercising its default remedies.

