

REDUCE YOUR REAL ESTATE OCCUPANCY COSTS!

Tenant Advisory Services

GET THE MOST OUT OF YOUR NEXT LEASE



If you have an upcoming lease expiry consider that our inside market knowledge and leasing expertise often results in a significant lowering of your real estate occupancy costs. We can help you get to the bottom line faster and help you avoid many of the hidden pit falls and traps which exist within today's lease mine field. **Best of all we are typically paid by the landlord for our services.**

TENANT ADVISORY SERVICES -A PROVEN PROCESS



It starts by asking the right questions and assembling the right team to deliver the people knowledge and services best suited to the unique needs of each client. In order to ensure that the right things get done consistently, CB Richard Ellis Limited has developed a proven process for success which is tailored to the unique requirements of each situation. It is built around these steps:

1. Situation Analysis
2. Market Evaluation
3. Evaluation of Alternatives
4. Negotiation and Execution
5. Construction and Move In
6. Post Project Evaluation

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FOUR POOLS OF MONEY



Most tenants attention is focused solely on the rental rates and as a result they often fail to negotiate full value in all areas of the lease. We call those areas the **Four Pools of Money:**

1. Base Rent
2. Operating Costs
3. Leasehold Improvements Costs
4. Other Terms and Conditions

ABOUT CB RICHARD ELLIS

CB Richard Ellis Limited is the global leader in Commercial real estate Services. With 400+ offices in 50 countries we have over 24,000 professionals delivering services scaled to meet the needs of each client, big or small, local or international.

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