



The Benefits of Commercial Tenant Representation



BELLA TERRA
PARTNERS

BALANCED REAL ESTATE SOLUTIONS

CORPORATE REAL ESTATE STRATEGIES

A photograph of a stone path leading to a building entrance, used as a background for the top left portion of the page.

WHY HIRE A COMMERCIAL TENANT REPRESENTATION PROFESSIONAL?

Unlike brokers that represent landlords and owners, tenant representation professionals specialize in representing the best interests of tenants in the leasing of office space.


The value a business can gain from hiring a tenant representation professional to handle its corporate real estate is significant. Without a tenant representation professional, thousands of dollars may be at risk. This is because real estate is typically a business's second largest expense. If tenants don't pay careful attention to selecting the most skilled professional possible, they stand to lose valuable time and money.

There are no savings to be had by trying to secure a commercial lease on your own.

There is no discount to be had by trying to secure a commercial lease on your own. The full commission will be paid on every listing whether you are represented or not. Every listing agreement compensates the landlord's broker with an industry standard fee, which the landlord's broker shares with the tenant's broker if the tenant has one. This often motivates landlord brokers to find tenants that aren't represented. Hence, it costs you nothing additional to have a tenant representation professional.

You can quickly and easily save thousands of dollars by hiring an expert commercial real estate negotiator.

Negotiating expertise and intimate knowledge of commercial real estate have been proven to reduce occupancy costs. The real estate leasing process is complicated and risky and should only be handled by an experienced professional. Just as you hire a CPA for financial matters and an attorney for legal matters, hiring an expert tenant representation professional to navigate the complicated and risky commercial real estate process is essential in order to achieve the maximum money and time savings, protection, and benefits for your business.

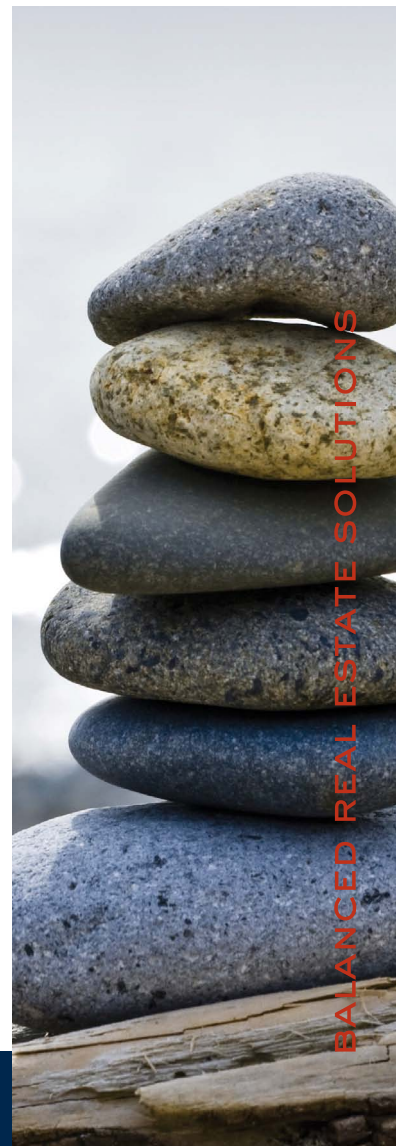


Avoid conflicts of interest. Unlike a landlord's broker, your tenant representation professional is 100% committed and accountable to you only.

Just as a landlord's broker's obligation is to represent their client's best interests, your tenant representation professional's obligation is to represent your best interests only. You create a significant conflict of interest when you use them to "negotiate" for you on their own listings. Unlike a landlord's broker, your exclusive tenant representation professional is 100% accountable and committed to you because they have a legal responsibility to represent your best interests, not those of a landlord. By hiring your own tenant representation professional, you can expect a higher level of service, commitment, and accountability as the professional knows he or she will ultimately be rewarded for his or her efforts on your behalf. Owners and landlords exclusively engage their own brokers to guarantee the best possible term and you should too.

Save hours of your valuable time by hiring a professional to manage the real estate process for you.

When you're running a business, time is money, and searching for space and negotiating commercial real estate transactions often takes far longer than expected. Not only do tenant representation professionals advise you on the best strategies, they save you time by preparing property survey reports, scheduling and conducting property tours, submitting proposals, negotiating and reviewing leases, and managing tenant improvement and relocation projects. If you outsource everything but the decision making to your tenant representation professional, you will benefit from the peace of mind knowing they will professionally manage the real estate process. Further, you will remain free to focus on running your business. Your exclusive tenant representation professional will save you money by negotiating the maximum concessions on every real estate transaction.





Benefit from professional tenant representation to achieve the best real estate results for your business.

Due to the relatively inert nature of real estate, maximizing the operational efficiency of your real estate can be a challenge, especially if your business and your space needs are evolving. Opportunities for your business to grow and change are often hindered due to the restrictions placed on you by your real estate. Don't let your real estate hold you back. Tenant representation professionals have the experience and expertise you need when expanding, consolidating, relocating facilities, renewing or restructuring existing leases for your business.

A tenant representation professional's sole focus is to provide you with the comprehensive data and the impartial advice you need to make the right corporate real estate decisions. This, in turn, provides the most economical, operationally effective and risk-free real estate solution for your business. Tenant representation professionals have a proven track record of minimizing occupancy costs, maximizing flexibility, and minimizing exposure to real estate risk by extracting the maximum concessions available in every transaction.

Get instant access to every available real estate listing and opportunity.

An important phase of the real estate process is identifying and qualifying suitable opportunities to lease. Without a tenant representation professional, it would be extremely time consuming and difficult to attempt to thoroughly survey your target market. Unlike the residential market, the vast majority of commercial real estate listings are not readily available online to the general public. Furthermore, searching for commercial space through a landlord/listing broker is unlikely to alert you to every available opportunity. In fact, a landlord broker is encouraged to steer tenants to their own listings as they receive double the fee if they represent both the landlord and the tenant. Tenant representation professionals have no incentive whatsoever to steer you to particular listings and are completely impartial as they are representing you, the tenant, and are subject to the same listing fee structure regardless of the property.



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By hiring a tenant representation professional, you can be guaranteed access to every available listing opportunity and also impartial, objective advice on the suitability of the space to your business needs. Tenant representation professionals go to great lengths to assist clients in determining their specific real estate requirements and locate and evaluate properties that meet their exact needs. Not only do tenant representation professionals have access to all the commercial real estate multiple listing services, but their in-depth knowledge of specific commercial real estate submarkets gives them access to all off-market and shadow space availabilities which guarantees you access to every opportunity. Tenant representation professionals also prepare a comprehensive survey of every commercial listing, leveraging their intimate knowledge of the marketplace to research every suitable off-market property and aggressively market your requirement to every owner and listing broker. This creates powerful negotiating leverage as multiple landlords compete for your business. Tenant representation professionals do all the research so you don't have to.

At Bella Terra Partners, our corporate real estate services, strategies and solutions save you valuable time and money. They also protect you from real estate risk by minimizing your commercial real estate costs and maximizing the operational efficiency of your corporate real estate.



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