

What is the Role of the Tenant/Buyer Representative?

Market expertise is the most important benefit that a broker brings to every tenant/buyer relationship. It is acquired and refined through years of experience and full-time market involvement. A knowledgeable Tenant Representation team provides you with a wealth of information that has collectively taken Corporate Realty Solutions, Inc. years to accumulate.

Throughout the search and selection process, the CRS team watches out for you. From securing the facility that best fits your requirement to following up on punch list items in your new space, we put your interests first.

We will negotiate on your behalf. Every lease transaction requires a point by point negotiation of each business item. A thorough understanding of rent and non-rent items addressed in a lease is essential. Additionally, a thorough knowledge of the lease or purchase process allows correct and efficient tenant/buyer expectations.

For tenants having facility managers well versed in lease language and contract negotiation, we provide up to date information on market specific items and additional support to ensure smooth negotiation. For other tenants, we provide the negotiating skills to match those of the landlord or seller. Each tenant/buyer client is assured that leases/contracts will be thoroughly reviewed and that every lease or purchase item will be as advantageous to the tenant/buyer as possible.

We will analyze the economics of each proposal. From your company's perspective, we will project occupancy costs at each location being considered. With advanced computer models, we will show you the financial impact of innumerable rent and non-rent items.

The process that moves a tenant/buyer from its initial forays to the marketplace and subsequent occupancy of an ideal facility is one of painstaking detail and many months of diligent work. The CRS team provides the supervision necessary to devise a plan of action, coordinate the simultaneous workings of involved employees, contractors and developers and ensure that no detail is overlooked along the way. Whether your ultimate goal is relocation, renewal, expansion or contraction, Corporate Realty Solutions, Inc. will be with you from start to finish to direct you through a smooth transition.