



ADDING VALUE TO YOUR LEASE RENEWAL

8098 North Via de Negocio, Suite 101
Scottsdale, AZ 85258
TEL 480 212-7600 FAX 480 212-7610
Toll Free 866 907-7677

Lance C. Ross, SIOR
Principal

lross@rosspropertyadvisors.com
TEL 480 212-7677
CELL 602 369-7677

Riley A. Gilbert
Associate

rgilbert@rosspropertyadvisors.com
TEL 480 212-7606
CELL 480 628-5590

Cody J. Sundberg
Associate

csundberg@rosspropertyadvisors.com
TEL 480 212-7605
CELL 480 558-6972

www.rosspropertyadvisors.com

*“We have
no conflicts
of interest”*

Your Real Estate Solutions Provider

If your lease is expiring in the next 24 months, you may have already begun to think about your options. With vacancy rates declining in all markets, tenants should not delay this important consideration. The result of not getting an early start may prove to be very expensive. Beginning the real estate search early offers you the opportunity to compare all alternatives that are available, including other existing buildings, renewals at your current location or a to-be-built building specifically for your usage.

Given the overall state of the economy, you may be feeling that a change of location would be cost-prohibitive or cause too much business interruption. If your goal is to stay in your current space, you might want to ask yourself the following three (3) questions:

- *Is there anything about the building or space that you would like changed?*
- *Given the firming of the market, should I be taking additional space and planning for future growth?*
- *Are rental rates at a point where I feel comfortable making a long-term commitment?*

At **Ross Property Advisors** we help our clients through the same detailed process whether the ultimate goal is a move or renewal. Although it takes time, we believe that soliciting proposals from potential landlords offering competitive space for lease is a necessary part of your real estate plans and vitally important in any lease renewal. The proposals accomplish two goals: they open your eyes to economics that other building owners are offering, and they can be used to create leverage when negotiating with your current landlord.

Remember, your current landlord has very little incentive to provide you with the most competitive financial package unless he/she thinks your tenancy maybe lost. Most landlords know that it can be very expensive to lose an existing tenant.

By putting your current landlord on an even-playing field with other landlords, your landlord is forced to compete to retain your business.

Your current landlord is in the best position to offer you both an economically compelling deal and a simple transaction. Typically, a tenant looking to renew does not need the same kind of up-front cash investment that a new tenant might require. This means lower tenant improvement dollars that can usually be credited back into the deal. No leasing risk for the landlord should increase the economics for an existing tenant.

As corporate real estate advisors, we at **Ross Property Advisors** help tenants with lease renewals everyday. Acting as your outside real estate department, we take on the burden of identifying and modeling all available properties in an effort to negotiate the best possible facility that meets your requirements. This allows you to spend time doing what you do best; run your business. We bring to the table experience, achievement, market knowledge, and relationships with the real estate community that cannot be found anywhere else.

We specialize in representing users leasing and purchasing industrial properties. We know the industrial market, the space available, the property owners and we have the information to help you make the best decision. If you are considering renewing or relocating, give us a call.