

Why You Should Use A Tenant Representative

Ask yourself these questions:

1. Do you know the current market and leasing rates? If not, you may even be paying much higher rates than other tenants in the same shopping center or office building complex!
2. Do you know that the quoted rental rate of your building includes brokerage fees? If you do not use a tenant representative, this fee will go entirely to the listing agent who only represents the landlord.
3. Do you know tenant representative will work on contingent fees on lease renewal? That means no savings, no fees!
4. Do you have the time and expertise to deal with all the different brokers and landlords, while handling all of your job responsibilities?
5. Do you know how to use real estate to improve the financial and competitive position of your business? Keep in mind, real estate costs are normally equal to 25% to 40% of a business overall budget.

If the answer to any of these questions is no, then you should have a tenant representative to represent you exclusively. She can cut down your rent which is a big chunk of your business operating expenses and makes your business more profitable. Please call 408-288-5500 and ask for Maria or email to maria@transmercial.com.



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