

FREQUENTLY ASKED QUESTIONS CONCERNING TENANT REPRESENTATION

Our building has a broker, why do we need your service?

Your building broker is hired by the owner of the building to protect his interests, not yours.

Why do I need your services when I renew my lease?

For the same reasons you should have representation going into a new lease. The rental rate and the clauses in a lease are just as negotiable at the start of a new term as they were when you moved in. Are your operating expenses too high? We can solve that dilemma as well.

What services can I expect from you?

You can expect a thorough market report to let you know vacancy rates, market direction and any new product may affect your rental rate.

You can expect us to locate any and all available spaces, including subleases, and compare present values in order to find you the best value in the market.

What do your services cost me?

Nothing. We simply split the commissions that were going directly to the landlord's broker.

**The
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Group**

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