



## COMPASS COMMERCIAL, ITRA GLOBAL

Providing commercial real estate services by advocating for our corporate clients' interests and increasing their profits.

### Cheap Rent May Have Hidden Costs

#### The Compass Commercial Difference:

##### Your Advocate:

We represent only tenants and users of commercial real estate—never landlords or developers.

##### Your Expert:

Our team of seasoned professionals negotiate on your behalf, lowering your cost. We use our years of experience to leverage your negotiating power.

##### Your Local & Global Representative:

We provide broad geographic coverage and seamless representation in multiple markets through offices around the world.

##### Your Trusted Advisor:

You will always receive objective, unbiased advice. Our team will save your hours of time researching, conducting negotiations and other services or your behalf.

Landlords may give some free rent, but the incredibly generous deals are fading as the economy picks up. Watch for hidden costs lurking about as landlords seek to recoup costs from the bleak years.

We were hired as a tenant representative for a building in Denver. Our space analysis indicated the tenant had about 1,500 square feet more than they should. The local contact swore she needed every inch.

We found the answer when we asked the landlord to respond to a RFP on the space. The answer was in the rentable usable factor, how much space is used by the tenant and how much is an add-on factor to pay for common areas. This client had a whopping 22.5 percent rentable usable factor. My client was paying for phantom space – at least 10 percent of its imagined square footage.

But the lesson served as a warning for tenants in buildings occupied anywhere in the country to look more closely at this rentable, usable factor and see what is contained in the number.

As a tenant representative we specialize in analyzing hidden costs, comparing rates in surrounding buildings and developing a strategy for rate reduction. Our aim is to help furnish the kind of information that helps you as a lease-holder, make wise decisions.

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Need some help? Just call us at 248.817.5400

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"If you think hiring a professional is expensive, wait till you hire an amateur."

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