

Questions to Consider

How can I gain advantage as a Tenant or Buyer?

Landlords will compete for your tenancy. I can boost your leverage and help you negotiate the best possible lease rate for your company by finding options. I will secure quality office space at rates beyond your expectations.

How does the leasing process work?

I will help you define your facility's needs and target your preferred geographic areas. All available properties are surveyed and viable alternatives are presented.

Ten to twelve properties are toured and proposals are requested from three to four buildings. Negotiations will commence with one or two finalists, until the best deal is identified and secured.

The negotiation process will simultaneously commence with your existing landlord. I will provide financial analysis to help you make the best decision for your office. RSI Realty Project Development can help to assist with the build-out and move-in process. Rick will stay involved from beginning to move-in.

When is the right time to start the leasing process?

Although the steps are similar, larger tenants require more time to complete the lease negotiation process. Here are some guidelines for businesses of different sizes:

<u>Office Size/RSF</u>	<u>Lead Time</u>
Less than 3,000 SF	3-7 Months
3,000 - 10,000 SF	6-12 Months
10,000 - 20,000 SF	8-12 Months
20,000 - 50,000 SF	12-14 Months
50,000+ SF	16+ Months

How do I select the right broker to represent me?

It is recommended that you interview several brokerage firms. Make certain that the brokers you interview are the same brokers who will be actively working on your behalf.

The best broker for your firm is not the best salesperson, but is someone you can trust; one you would hire for a permanent position within your firm and who puts your needs before maximizing the broker's company fees.

Who pays for the Tenant/Buyer Representation?

The landlord pays for this service. Virtually every office building is listed with a leasing agent or owner's representative.

This means that you are able to receive top quality professional service without paying a fee for the transaction.



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- 13 years direct tenant representation and broker experience
- Consistently ranked as a top producer in Colorado
- Represented tenants and buyers on over 1.5 million square feet
- Transactions total over \$50 million in consideration
- Extensive downtown and southeast experience