

Corporate DIRECTIONS

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Is Your Lease Expiring in the next 24 months?

Whether you're leasing office space, retail space or industrial space, NOW is the time to begin looking at alternatives. CHOICE REALTY saves its clients 15-25% off future occupancy costs, eliminates time wasters, and reduces distracting hassles associated with locating the right real estate at the right price.

Make the call to 843-991-4848. Hire a CCIM-qualified broker. Call CHOICE REALTY. We help companies and investors make *smart* real estate choices.

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Words of Wisdom



Dear Clients,

Corporate Directions is packed full of advice, corporate real estate opportunities, and market research to provide smart directions for corporate users, real estate investors and corporate tenants. After all, smart choices in commercial and investment real estate can make all the difference.

Office Tenants--this is Your Market!

Re-negotiating leases and relocating to Class A spaces (at Class B rates) is the name of the game in today's market. Tenants are increasingly interested in shedding unnecessary overhead by renegotiating leases. According to Bureau of Labor Statistics, US companies shed more than 4.4 million jobs between Dec 2007 and Feb 2009, pushing office vacancies higher. Savvy office tenants are using a tenant rep and today's market opportunity to their advantage to relocate or renegotiate with landlords.

Leasing 101

Leasing Tips

- (1) Level the playing field by taking advantage of the availability of a good tenant representative. Companies often find there are no out-of-pocket costs to them and end up ahead not only in rate savings but also in avoiding mistakes.
- (2) Never rely on "trust" alone. If a landlord says, "That won't be a problem, let's sign the lease and work out details later," that is a sign to walk away.
- (3) Always ask for a Non-Disturbance agreement to avoid having your lease terminated due to a property foreclosure, and protect your company if a new lender takes over the loan.

Looking for more tips? Send an email to info@ChoiceRealtyUSA.com to request a copy of our Top 30 Leasing Tips--Methods To Save Money.

Lathbury's Residential Corner



Question: Why should a first-time home buyer or an investor use you as a Buyer's Rep?

Answer: Being an investor for 15 years, I believe puts me in touch with the market because my livelihood depends on reading it correctly. Many investors have disappeared in the last two years. The ones who adapt are still in the game. I can put my buyers in touch with private money and I've worked with all the trades in the homebuilding/remodeling industry and can point you to good ones. Being a state-

The ornament of a house is the friends who frequent it.

-Ralph Waldo Emerson (1803 - 1882)

Our remedies oft in ourselves do lie.

-William Shakespeare (1564 - 1616)

Don't be afraid to take a big step if one is indicated. You can't cross a chasm in two small jumps.

-David Lloyd George (1863 - 1945)

It's wonderful what we can do if we're always doing.

-George Washington (1732 - 1799)

licensed home inspector is another tremendous benefit to my clients both investors and home buyers. I have to apologize to my clients sometimes because I switch into the "inspector mode" when I walk through the door, but haven't lost a client because they knew I was looking out for them and not going to waste time looking at problem houses. I can also give them good estimates if one of those houses is one my client wants to pursue and use that in our negotiations.

Chris Lathbury is CHOICE REALTY's Residential Investment Specialist. Chris has been investing in real estate and rehabbing properties since 1994. Mr. Lathbury is skilled in helping buyers find quality investment property as well as assisting first-time home buyers. He is a founding member of the Charleston Real Estate Investors Association (CREIA). Contact Chris at chrislathbury@choicerealtyusa.com.

Thank you for reading this copy of **Corporate Directions**. If you wish to share a copy of this e-zine with a colleague, please feel free to forward a copy.



Does your company have other locations outside Charleston? If so, we can assist in negotiating those location leases too. We provide Lease Transaction Management nationwide. Call me to discuss how we can help reduce overhead across all locations.

Sincerely,

Jonathan Lee, CCIM

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