

# Corporate DIRECTIONS

A monthly publication by [ChoiceRealtyusa.com](http://ChoiceRealtyusa.com)

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### What Are You Going To Do When Your Lease Expires?

Whether you're leasing office space, retail space or industrial space, time is money in your business. 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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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.

### Renewing Lease Early Creates Savings

Looking to save money in today's market? It's a wise choice! Tenants are increasingly looking to tenant reps to help them renegotiate renewals and reduce occupancy costs 20% or more. If your lease is up for renewal within the next 24 months, now is the opportunity to renegotiate a renewal and be aware of what other opportunities exist in today's aggressive marketplace. Contact your tenant rep today for more information on how to create savings.

### Some Good News for a Change

While most of us are more familiar with our local bank providing a loan and adding to its portfolio, the Commercial mortgage-backed securities (CMBS) is another debt vehicle (bond) that has been a major driver of commercial real estate finance, topping out at \$230 billion issued in 2007.

As development deals failed in meeting projections, issuance in the first half of 2008 dropped to \$12.1 billion, and then a standstill with no issuance in the last half of 2008.

Now, thanks to our government including commercial loans in its loan facility, TALF (term asset-backed loan facility), the CMBS industry is being revived. Aimed at providing liquidity to the CMBS's maturing loans, having an AAA buyer (government) will likely decrease interest rates with the added benefit of boosting investor confidence. Roughly \$90 billion will mature in 2009, followed by nearly \$62 billion in 2010, according to Mortgage Bankers Association.

Lathbury's Residential Corner

## Words of Wisdom



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)



There is good news from Fannie Mae, the mortgage-finance company under U.S. government control.

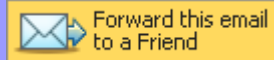
Fannie Mae is no longer barring real estate investors from qualifying for its loans if they already own four properties as it seeks to spur housing demand.

The company is expanding its limit for investor and second- home loans to as many as 10 properties per borrower, according to a

Feb. 6 notice to lenders on Washington-based Fannie's Web site. The housing recovery may very well be led not only by the \$8,000 tax credit (up to 10% of the value of a home), but also by experienced investors bringing significant equity to the table.

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](mailto: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.



**I have been approached by several retail and office tenants lately. Why is that? They wish to renegotiate their leases. Now is the time to take action. If your lease is ending in the next 24 months, contact me to discuss your options.**

Sincerely,

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