

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



We don't know what we don't know.

-Anonymous

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.

Buyers Feast on Value Buys!

Looking for a steal or some carrion to chew on and then tighten the numbers? Now is a great time to be in the market looking for value buys! Look for properties that have been listed for over a year and have had price drops of 10% or more!

There are two types of properties being offered for sale in today's market. The first, is the Sellers who owe little or nothing on the property and are willing to keep it marketed but unwilling to waver on price--don't waste your time with these because they will sit on the market for several years. The best type property to pursue is one that was built within the last 5 years, is heavily leveraged, was occupied by one or more "mom & pop" type tenants/owner-user and is now vacant. These property owners are motivated. Seek these out and make offers. By the way, commercial lenders will compete for your business if your company plans to occupy 50% or more of a building.

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) Relocation lease clauses: If you are a small tenant occupying less than 5000 feet on a multi-tenant floor of a nice office building, you may be exposed to the "we can move you any time we want" clause. Huh? What is that? It gives the landlord the right to relocate you to another part of the building should they need your space for a larger tenant. The new suite should meet your needs and you should NEVER pay more in total rent despite any increase in size while your rent should decrease if the new space is smaller. If there is no suitable space, demand a termination clause AND compensation for the move.

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.

We live in the present, we dream of the future, but we learn eternal truths from the past.

-Madame Chian Kai-shek

What lies in our power to do, it lies in our power not to do.

-Aristotle

Progress is impossible without change, and those who cannot change their minds, cannot change anything.

-George Bernard Shaw

Lathbury's Residential Corner

Choice Realty's Residential Services offers flexibility to help For Sale By Owner (FSBO) Sellers and Investors (fix 'n flips and small residential investment properties) make more money and gain more control over a real estate transaction with our flat-fees.



Our flat-fee services start at just \$500/for a Basic MLS Listing, and it is popular for Investors who need a competitive edge in a slow market and for Sellers who have accumulated little equity in their investment and cannot afford to pay a full commission, the Basic MLS Listing gives the Seller an advantage to compete with similarly priced homes in the same neighborhood by allowing more flexibility in aggressive pricing and/or buyer incentives. Here's what's included:

6-month Listing term (cancel anytime)

- Realtor.com Website Listing Exposure
- ChoiceRealtyUSA.com Website Listing
- Up to 10 Digital Photos online
- No fees for up to 5 changes to MLS
- Pricing Advice
- Pre-set Buyer's Agent Fee of 3%
- If no Agent is involved, no commission is paid
- Additional Listings during listing period \$400.

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 reduce your occupancy costs across all locations.

Sincerely,

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