



ITRA Global MacLaurin Williams | Denver, CO

Negotiate These “Big Five” Items in Office Leases

Office Leases are like (paper) mine fields. There are dangerous places to step... beyond the rental rates.

You know to hunt for a quality building with the right-sized suite and to negotiate the rental rates. But it takes extra time to find several buildings with viable spaces. Still, that's the best way to gain leverage to negotiate with Office Landlords. You might want to forego the shopping, but you can't bluff Landlords without doing months of meticulous homework.

If you don't shop the market hard (or hire a Tenant Rep to do it), then you're likely to leave a pile of your profits on the Landlord's table.

An Office Lease is often a 20 to 70-page contract. What else is critical to negotiate?

If you're over 3,000 SF, here are our “Big Five” other points to negotiate:

- 1) Use an outside Space Planner, not the Landlord's architect.
- 2) Competitively bid out the cost of tenant improvements.
- 3) Control the Landlord's operating expenses with caps, exclusions and rights to audit.
- 4) Demand reasonable rights to sublease and assign the Lease.
- 5) Fight hard and try to win a cancellation/termination option.

We typically deliver 150 to 200 redlined lease comments to our clients' attorneys. And we regularly win 90% of them from Landlords.

Contact Will Gary at 303-294-0277 or wgary@MacLW.com. He's got over 300 tough lease negotiations under his belt.

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