

TENANT REPRESENTATION

WHAT WE DO

Finding the right commercial space for your business can be daunting and time-consuming. AICRE takes the stress out of the process by guiding clients with our transparent and proven method, saving clients time and money as we work on their behalf to secure the optimal location with favorable lease terms and incentives.

Our team of dedicated professionals has extensive market knowledge and experience, focusing exclusively on commercial real estate. We tailor our services to meet the needs and interests of each client and strategically work in partnership with the client until their needs are met.

AICRE's services include, but are not limited to:

- Client Needs Analysis / Strategic Planning
- Market / Sub-Market Research
- Property Tour Coordination / Tour Review
- Lease Negotiations
- Formal Lease Review

OUR PROCESS

Client Discovery



- Determine Client Requirements & Timeline

Search



- Market Review
- Property Summary
- Property Tours

Property Analysis



- Tour Review
- Property Selection

Offer



- Prepare offer to lease or purchase
- Negotiate Terms

Offer Acceptance



- Conditional/unconditional offer
- Formal lease review and execution
- Client possession and fixturing

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WHAT WE RECOMMEND

Whether you're negotiating a new location or a lease renewal, don't assume the landlord is going to give you the 'best deal'. Our proven method gives clients peace of mind that from our first meeting to the final negotiated lease agreement, we have their back.

We recommend, and can help with:

- Starting early (we recommend beginning the process 12 months before you want to move or from the expiry date of your current lease)
- Designating a primary point of contact
- Considering future requirements (room for expansion and storage)
- Understanding market value
- Identifying negotiable items besides the lease rate
- Comprehending the terms of the lease contract
- Ensuring there are no surprises during tenancy

WHO WE ARE

AICRE Commercial is a full-service real estate brokerage capable of all commercial property assignments. Our team is comprised of dedicated professionals with extensive market knowledge and experience.

Tenant Advisory Services include, but are not limited to:

- Sub-Market Research / Strategic Planning
- Client Needs Analysis
- Market Review
- Property Tour Coordination / Tour Review
- Leasing & Lease Renewal Negotiations
- Formal Lease Review / Comments

Our proven and dependable process will save you time and money while we negotiate on your behalf to secure the optimal location with favorable lease incentives and terms for you and your business.

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