

TENANT REPRESENTATION

WHAT WE DO

Finding the perfect commercial space for your business can be overwhelming and time-consuming. At AICRE, we simplify the process by providing expert guidance through our transparent and proven approach. Our goal is to save you time and money while securing the ideal location with the most favorable lease terms and incentives.

With deep market expertise and a dedicated focus on commercial real estate, our team tailors every strategy to meet your unique needs. We work closely with you at every stage, ensuring a seamless experience until your objectives are achieved.

Our comprehensive services include:

- ✓ Client Needs Analysis & Strategic Planning
- ✓ Market & Sub-Market Research
- ✓ Property Tour Coordination & Review
- ✓ Lease Negotiation
- ✓ 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 securing a new location or renewing a lease, never assume the landlord will offer you the best deal. With AICRE's proven approach, you can be confident that from our first meeting to the final lease agreement, we're negotiating on your behalf to secure the most favorable terms.

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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