

WE SOLVE THE RUBIK'S CUBE FOR YOU



You don't need to over pay or get trapped in a bad deal if your business, medical practice, or professional office needs to lease commercial space.

Commercial leases are like a Rubik's Cube. When you change one of the terms in a lease, it affects all of the other terms. There is more to negotiating a great lease than just a low face rent rate. That's why NAI Southcoast created **STAN**, our proprietary tenant representation system.

*The 4-Step **STAN** Program*

SEARCH

We conduct the search using CREXi and LoopNet and have access to properties not available for you to see on your own.

TOUR

We arrange and conduct the tour of the properties that best suit your objectives.

ANALYZE

We analyze the variables and provide you with detailed analytical models to determine the best deal.

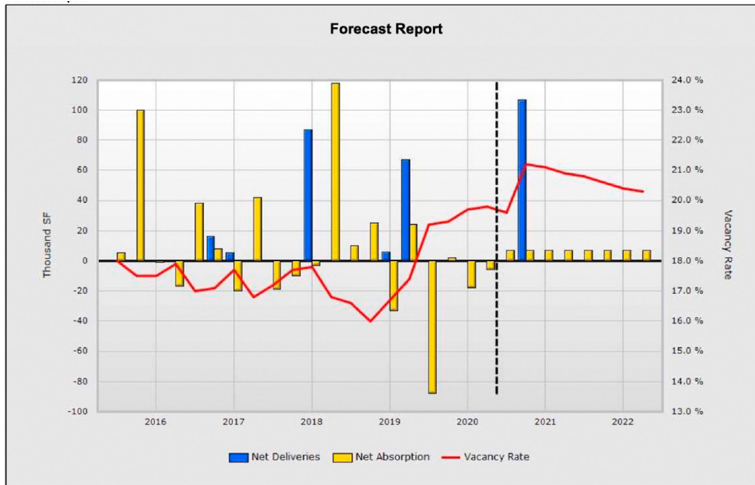
NEGOTIATE

We negotiate with the sellers on your behalf. We speak their language and know how to win for **you**.

Many business owners and professionals have only negotiated a commercial lease once or twice in their career. We understand this and want to use our decades of experience, negotiating hundreds of leases, to guide you through the process.

Often, a business owner will elect to do it themselves thinking they will somehow save money if the landlord doesn't have to pay a broker. However, in most cases, landlords build a leasing commission into their business model and rarely pass the savings on to a tenant. Most professional landlords have a broker representing them on their side and you should have one on your side too. But not just any broker, you need **NAI Southcoast**.

Because we are in the market every day, we have access to data, that you don't have, to make the best informed decisions. Our market reports will show you current trends, vacancy rates, rental rates, and absorption statistics. This enables us to give you the best advice available, and the ammunition you need to negotiate from a point of advantage when dealing with savvy landlords.



We start the process with a client interview to determine your short term and long term objectives for the type of commercial space you need for your business or professional office. We use CREXi and LoopNet to search for the ideal properties that match your criteria. Then we arrange and manage a tour, or tours, of the various spaces.

There are brokers who simply put you in a car and drive around the market to look at spaces. Once you pick the one you like, they negotiate a lease with the landlord and that's that. How do you know if you really

experience the best results possible? You could have higher than market rent escalations, pass through clauses without limitations, or subtle clauses that prevent you from subleasing. You may never know what might have been possible.

The properties in our search results will often vary in size, price per square foot, annual escalation, tenant improvement allowance and lease term. How do you know which one is the best deal for you? NAI/Southcoast can build a financial model showing side-by-side comparison of each property on your short list to see the real numbers and how they compare at the bottom line.

Because landlords pay our fee, the NAI Southcoast tenant representation service doesn't cost you anything. But if you do it yourself, your commercial lease may end up costing you thousands of dollars that could be otherwise invested in your business.

Find out how our *STAN* System can work for you. Contact Rich Vaaler today to discuss how NAI Southcoast and our *STAN* System can help best assist you in finding the best commercial property for your business or professional practice.



Rich Vaaler

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