

EXPERTS vs.

DIY

HOW TO GET THE BEST COMMERCIAL PROPERTY DEAL

	DIY	VS.	EXPERTS	
1 How Big?	1,000 m ²		900 m ² <i>10% Saved</i>	How much space you lease is critical to the success of the solution and to the economics. Too much? Too little? Both are a problem. Our workplace strategy experts can help you understand exactly what you need now and in the future.
2 How Much?	\$500 /m ²		\$450 /m ² <i>10% Saved</i>	Be aware of asking rentals and other hype. We know the market well, what different premises are really worth and how to negotiate hard so you pay the right amount.
3 How Long?	12 years		10.8 years <i>10% Saved</i>	Longer lease term commitments are valuable to landlords. Balancing tenure with flexibility is critical. Adjusting the initial term and rights of renewal can provide better flexibility and value for you.
4 Fitout Cost?	\$5 Million		\$4.5 Million <i>\$0.5M saved</i>	Focus on what will support your workplace and business strategies. Our workplace strategy experts will challenge what you can re-use, determine your real requirements and set-up strategic procurement arrangements that reduce your upfront and ongoing costs.
5 Lease End Costs?	\$0.2 Million		\$0 <i>\$.02M saved</i>	We'll help negotiate tenant friendly lease terms - including negotiating up front any future end/exit of lease obligations.
6 Unforeseen Work?	\$1 Million		\$0 <i>\$1M saved</i>	Be aware of work that the landlord should be paying for. We can make sure adequate due diligence is undertaken on the building/premises to avoid you having to pay for work the landlord should do.
7 Incentive Payment?	\$0		\$0.5 Million <i>\$0.5M gained</i>	Many landlords offer incentives to move in. We have well developed negotiation strategies and maintain competitive tension to make further incentives possible for you.
THE OUTCOME	\$12.2 Million	vs.	\$8.3 Million	Small adjustments to the variables of a lease transaction creates a multiplier savings effect on the total cost of the solution. Contact TwentyTwo today to achieve the same results for your next commercial property transaction.