

Weber Wood Medinger/CORFAC International



How to Gain The Upper Hand in Real Estate Negotiation



Given my lease expiration date, when should I begin the analysis and renewal process for my lease?

When do I have the most leverage?

How do I use leverage to my advantage?

Develop a Plan

By developing an understanding of your needs and developing a strategic plan with you that supports your requirements and is aligned with your business objectives and process, WWM is able to recommend a course of action that produces quality results, whether in a lease renewal, search for Cleveland office space or for national real estate services.

Benefits of Implementing the Plan

One proactive strategy that delivers results is an early lease

CRE Market Trends

	Market Updates			
	Pittsburgh		Cleveland	
Class A Office Vacancy	8.2%	↑	11.0%	↓
Class A Avg Rents	\$20.94	↑	\$17.02	↓
Industrial Vacancy	5.7%	↔	4.3%	↔
Industrial Avg Rents	\$6.08	↑	\$4.27	↑

The 2017 CoStar First Quarter Report details increasing rates in Industrial Rent for both Pittsburgh and Cleveland markets, while Industrial Vacancy rates remained stable in each market.

Class A Office Vacancy rates decreased in Cleveland but increased in Pittsburgh.

Notably, Class A Office Rent rates rose in Pittsburgh, while they decreased in Cleveland.

Our Promise To You

WWM Mission Statement

Weber Wood Medinger is the trusted real estate advisor of organizations nationwide. Regardless of geography, we provide our clients with a single point of contact for onsite representation, and sustain lasting relationships through

renegotiation. Rather than waiting until you are close to the lease expiration date (which shifts leverage to the landlord since you do not have adequate time to evaluate alternatives) we develop a plan with you and open discussions in advance of the lease expiration date. This strategy enables you to evaluate different opportunities in the market in advance or concurrently with your existing landlord.

We have successfully used this strategy with many clients in multiple markets. By opening discussions well in advance of the lease expiration (sometimes as early as 3 years ahead of time) we have successfully negotiated the following concessions on behalf of our tenant clients:

- Reduced rental rate
- Landlord funded tenant improvements
- Option to expand space
- Option to reduce space
- Lease termination right
- Revise the base year for operating expense pass throughs
- Redefine reimbursable operating expenses
- Cap on operating expenses
- Assignment and subletting rights
- Landlord funded improvements outside your space
- Future refurbishment allowance
- Right of first offer to purchase
- Signage and identity rights
- Reduced security deposit

personalized, world-class service from our collaborative team of acclaimed partners.

Corporate Services

Tenant Representation
Property Brokerage
Negotiation
Development
Strategic Planning
Construction Oversight

Our Clients Speak For Us

Hear what our clients are saying:

[Read Testimonials »](#)

[See Our Property Listings »](#)

[View Our News Highlights »](#)

Our 3-Part Promise



TIME

We Minimize Executives' Decision Time Spent on Real Estate



CAPITAL

We Identify Opportunities to Drive ROI in Core Business vs. Overspending on Real Estate



VALUE

We Provide a No - Fee Analysis And Review Of All Your Real Estate Requirements

If You Have Any Questions . . .

Call WWM today at [216-464-7100](tel:216-464-7100) or email a team member.

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Kevin G. Joseph Joins the WWM Team



Kevin G. Joseph joins the Weber Wood Medinger/CORFAC International (WWM) team as of April 2017. Kevin brings a seasoned skill set to the real estate industry that will provide a competitive advantage to clients of WWM.

[Read Full Press Release»](#)

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