

CASE STUDY- TENANT REPRESENTATION

We negotiate leases with an exit strategy in mind.



Situation

Georges Laine is a Designer, who had originally engaged MacVaugh & Co. to locate his office and negotiate his lease.

After a search and negotiations, they settled into 850 sq.ft.. of space at 202 S. Lake.

After six months into their lease, economic conditions had changed - they needed to "get out" of their lease.

They called us back.

Solution

The original lease was negotiated with sublease language that was flexible as to the Tenant's rights/abilities and at a rate that was desirable.

All of our marketing tools were set into action.

Results

Within two weeks the office was leased for a higher rate than Mr. Laine was paying. A Co-operating broker brought a subtenant within the first week. The leased was assigned to the new tenant. The entire transaction was completed within two weeks.