

# Lease Negotiations

## A Suggested Timeline

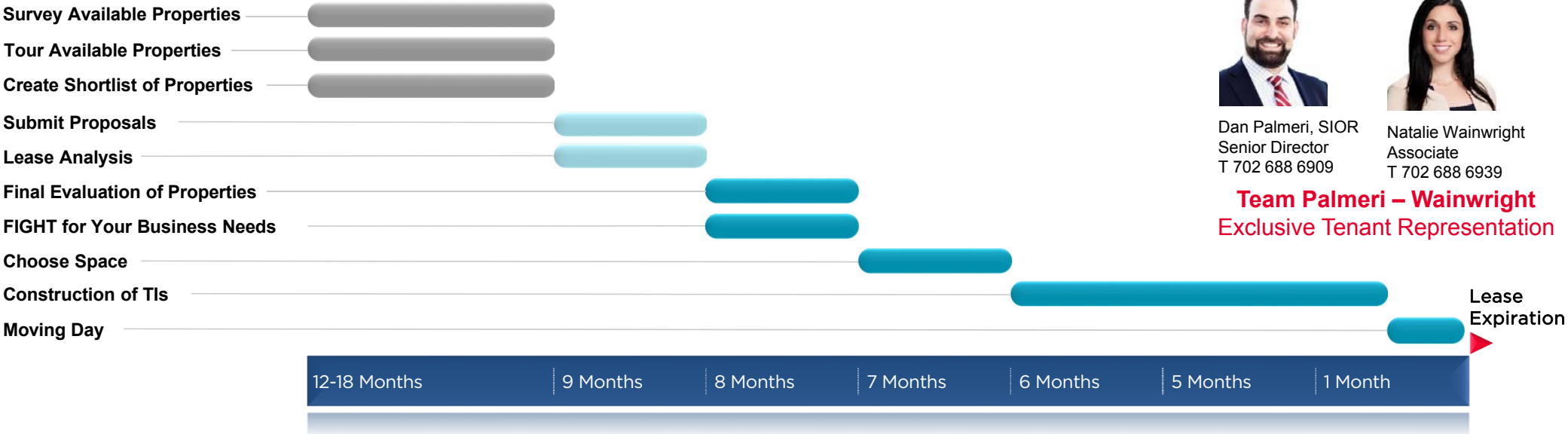


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Exclusive Tenant Representation



### 12-18 Months before Lease Expiration

- We here from Countless Tenants who call us 3-6 months before their Lease expires. The time to choose your Tenant Representation is 12–18 months out. Time is leverage and can be the difference between an over market rate with little concessions and a at or below Market rate and Tenant Improvements making the Space you select perfectly fit your needs.
- We will then pull a Survey of all the properties in the area that fit your requirement, once you review and select your Ideal properties we will then tour each one. After the tour we will discuss which properties make your Shortlist

### 9 Months before Lease Expiration

- Now that you have your short list we will Submit Proposals to all properties. Should you be considering renewing your current space we will submit a Proposal for a Renewal.
- Once responses are received we will create a Lease Analysis for you showing you exactly you will be spending at each property while also comparing any Tenant Improvements Allowances we receive, parking, signage and other key items Tenants that are unrepresented do not know to ask for.

### 8-5 Months before Lease Expiration

- This is when we do a Final Evaluation of the Properties, and when we Your Exclusive Tenant Representation really FIGHT for your Businesses needs. Protecting you from common Pitfalls and getting you the best rate we can.
- You Have Chosen your new Space and sign your lease
- Construction will begin on your Space
- Time to Hire a moving Company and Plan your move.