

Commercial Leases

A Tenants Guide To Leasing Commercial Property

BSRE

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REAL ESTATE

Table of Contents

About Us - Page 3

Why Do I Need A REALTOR® - Page 4

What Will My Agent Do? - Pages 5-6

BSRE

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About Us

Brendan Shaw Real Estate Ltd. is a leading brokerage in commercial real estate transactions in Kamloops. From industrial land to office buildings to mixed use developments BSRE is a key player with projects like City Gardens, Iron Mask Industrial Park and Innova. Our brokerage is home to some of the most knowledgeable and experienced commercial REALTORS® in the city.

Joel Rodrigues



Joel is a licensed REALTOR® with BSRE who deals in commercial leases and residential transactions.

Joel has an educational background in business and a professional resume in not-for-profit management.

Before becoming a REALTOR® Joel worked for the City of Kamloops, Consignor Sports, and The Lifeguard Outreach Society.

Why A Realtor?

High Stakes

Commercial lease contracts can be worth hundreds of thousands of dollars over the term of the lease. When making an offer to lease it is vital that a prospective tenant include the necessary subjects so that they can ensure the space is suitable before being bound by the lease.

Level The Playing Field

Most commercial lease space is often listed by a REALTOR® and the tenant will likely be negotiating the terms of the lease with the REALTOR® representing the landlord. Having agent representation means leveling the playing field for both sides.

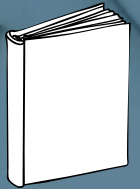
Cost Effective

Having a REALTOR® as a prospective tenant is usually free of cost to the tenant, with the tenants agent being compensated from the proceeds of the transaction. It could also save you thousands in the long-run.

What Will My Agent Do?

Research -

REALTORS® have access to leasable spaces both on and off the market, as well as extra information about those spaces, not readily available to the public. Having this membership allows agents to quickly and effectively filter and find properties that are suitable for the clients intended business use.



Showings -

Our agents also have the ability to book showings for virtually any property listed on the MLS®. The ability to book showings from the ShowingTime app, allows us to schedule multiple showings at once which saves our clients time by not having to line up individual appointments with each landlord or listing agent



Work With Your Professionals -

Once we find a property that you are interested in, your agent will work closely with your accountants, lawyers etc. to ensure that the property is suitable for your intended business use and that the right terms and conditions are included in the lease.



What Will My Agent Do?

Offer to Lease -

When it comes time to enter into the contract, the tenant and their agent present an “offer to lease” which lays out the terms and conditions under which the contract will be entered. In cases where the tenant is unrepresented, these offers usually favor the landlord heavily and do not represent the tenants best interests.



Negotiations -

During the offer and acceptance process there is usually some back and forth about the terms of the offer. Whether these negotiations come in the form of striking conditional clauses or debating the fairest price, having agent representation can help clients understand fair market values, or the motivation behind certain terms.



Subject Removal -

Once the offer to lease has been accepted, your REALTOR® will then help with the due diligence of finalizing the contract. This often includes obtaining the necessary documents from the landlord, working with the applicable authorities to ensure proper zoning, recommending the right lawyers to review the lease documents and much more. Once subjects are removed all that's left is to submit the deposit with your agent's brokerage trust account and move in on the agreed upon date.





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