

# Points to Negotiate as Occupier Leverage Increases

Increased vacancies will create opportunities for you.

Occupiers around the world are asking: how should we modify our real estate strategy for the months ahead? What is our plan for today and how does it change as vacancy increases and landlords become more willing to negotiate?

Our answer is: “that depends.” Whether you are renegotiating an existing lease, looking for new space or considering subleasing space, time is on your side. We recommend discussing these points of negotiation with your attorney and local [Cresa advisor](#).

In every instance, we work to achieve the following for our clients:

## Reduce Cost



### Rental Rate

Leverage market conditions for a more favorable rent structure

### Base Rent Escalation

Reduce the rate of escalation to lower your fixed costs

### Rent Abatement

Delay rent to start, offsetting costs

### Tenant Improvement Allowances

Reduce exposure by reducing capital expenses

### Security Deposits

Use your cash to support your business

### Base Year

Minimize expenses over the long term

### Audit Rights

Landlord mistakes are unintentional, but inevitable

### Repair & Maintenance

Keep the landlord accountable

### Operating Expenses

Ensure you get what you pay for

## Maximize Flexibility



### Length of Lease

Is shorter really better?

### Renewal Options

Renew all or part of your space with less notice

### Termination Rights

Only you should decide how long your space works for you

## Mitigate Risk



### Holdover

Planning for the unexpected

### Subleasing & Recapture Rights

Use your space your way

### Landlord Default

Protect yourself from over-leveraged landlords

### Abandonment

Reserve the right to work where you want, when you want

### Notice Provisions

Secure communication timeframes that meet your needs

### Force Majeure

Rent protection from the unknown (e.g. pandemics)