

OKLAHOMA CITY OFFICE MARKET

“MY LEASE EXPIRATION IS
AROUND THE CORNER...”



THOUGHT

VS.

REALITY

**WE DON'T NEED ADVICE,
WE'VE DONE THIS BEFORE**

Tenants represented by real estate advisors provide the impression to landlords that they are serious about relocation, motivating the landlord to offer the most competitive rate in order to retain them.

**I HAVE A GOOD RELATIONSHIP
WITH MY LANDLORD AND HE
GAVE ME THE COMPARABLE
DEALS DONE IN THE MARKET**

Landlords will only cite lease comps most favorable to their position, and in order to get a complete view of market activity and trends, a tenant needs a trusted advisor representing their interests who can find comps favoring the tenants position.

**I DON'T WANT TO GO
THROUGH THE HASSLE WHEN
I KNOW I'M GOING TO RENEW**

The real estate advisor minimizes the hassle while also generating leverage needed in order to drive a more fair transaction. Even though the goal is to stay, it is when the landlord sees a credible threat of moving that they sharpen their pencils and give better terms.

**LANDLORD SAYS MY RENT
WILL GO UP IF I HAVE
REPRESENTATION**

Full commission is accounted for regardless if tenant has representation or not. The landlord's broker, or the landlord as a profit center, receives the full fee, whether or not the tenant's interests are represented. The reality is that in all instances, a good advisor will save more money than the commission.

IF YOU NEED ANY HELP WITH YOUR OFFICE REQUIREMENT,
PLEASE CALL:



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