

Top 5 Mistakes Tenants Make in Lease Negotiations

Actionable Tips and How Conflict-Free Tenant Reps Help You Avoid Them

Lease negotiations can make or break your business's financial health and operational success. Here are the most common pitfalls—and how working with a conflict-free tenant rep protects you at every step:

1 *Failing to Understand Market Conditions*

Many tenants overlook current trends in rental rates, concessions, and vacancy rates, leaving money on the table.

How CBIZ Gibraltar Helps: We provide unbiased, data-driven market analysis so you negotiate from a position of strength.

2 *Overlooking Lease Flexibility Needs*

Tenants often get locked into long-term leases without considering options for expansion, contraction, or early termination.

How CBIZ Gibraltar Helps: We advocate for flexible terms tailored to your unique business, ensuring your lease can evolve with you.

3 *Ignoring Hidden Costs*

Operating expenses, escalation clauses, maintenance, and renewal terms are frequently underestimated or missed entirely.

How CBIZ Gibraltar Helps: We meticulously review all lease clauses, clarify costs up front, and negotiate fair terms—no surprises.

4 *Skipping Professional Representation*

Some tenants rely solely on landlords or dual agents, risking conflicts of interest and missing out on tenant-focused incentives.

How CBIZ Gibraltar Helps: As conflict-free tenant reps, our sole commitment is your success, never divided loyalties. We level the playing field.

5 *Neglecting Future Growth and Exit Strategies*

Too often, tenants don't plan for business changes, relocation needs, or lease termination, resulting in costly hurdles down the road.

How CBIZ Gibraltar Helps: We help forecast future scenarios and embed protections into your lease, keeping your business agile and protected.



Did You Know?



15% more
lease incentives

Tenants who use
exclusive reps secure
up to 15% more lease
incentives on average.¹



73% of tenants

73% of tenants say exclusive
representation leads to
better outcomes and
greater trust.²



Sources:

¹ George Washington University, "Conflicts of Interest in Commercial Real Estate Brokerage" (2019)

² Consumer Federation of America, Real Estate Agency Disclosure (2022)

**Avoid the common mistakes—gain an advocate who's truly on your side.
Connect with CBIZ Gibraltar Real Estate Services for expert tenant-only representation.**

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