



DOUG'S DOUG TALK

Here is the Subtitle that is witty, clear, memorable, and roles off the tongue nicely with a diminutive amount of syllables and begs the recipient to know what's next:

“A Ride on the Privately Chartered Office Space Ship”

Want me to present this to you?
I will.

AWESOME PRESENTATION



**Peter
Allen**
& Associates



944 NORTH MAIN STREET, ANN ARBOR, MICHIGAN
CALL 734.996.8822 OR FAX 734.769.8560
EMAIL: INFO@PTALLEN.COM

WELCOME TO PETER ALLEN & ASSOCIATES

PROPERTIES

SERVICES

WHO WE ARE

WHY CHOOSE US

CONTACT



Since 1975

Thanks for visiting Peter Allen and Associates on the Web! We are an Ann Arbor based full service real estate company dedicated to improving the built environment through real estate development, consulting, property management and brokerage. Since 1975 we have made Ann Arbor a better place to live, work, and play. Browse our website and see how we can help you improve the bottom line of your real estate.



Amenities of the Riverfront

Our Property Portfolio

Our firm is dedicated to improving the built environment in Ann Arbor through real estate brokerage, consulting, and development. The redevelopment of the downtown and riverfront areas of Ann Arbor is our prime focus. We believe well-designed, urban, walkable, mixed-use development both adds to the vitality and uniqueness of Ann Arbor and best contributes to its financial performance.

 **Peter Allen & Associates** on Facebook
Like You like this.

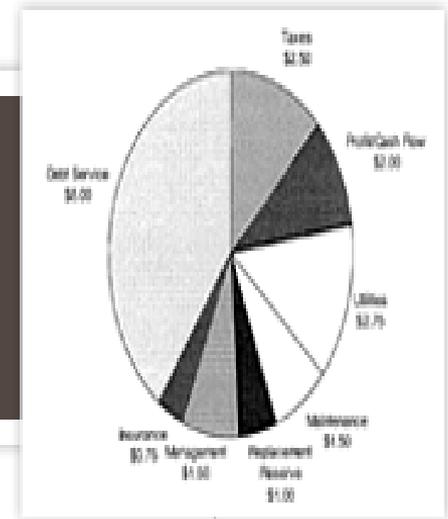
 **Peter Allen & Associates**
Peter Allen and Assoc. is Sponsoring TRI the Huron
<http://conta.cc/Ouv4T>

 Peter Allen and Assoc. is Sponsoring TRI the

Getting out of here?

▣ Before you move identify and weigh:

- Location
- Image
- Rent
- Size
- Layout
- Occupancy Date
- Special requirements
- Term of Lease



First Rule of....



Clip Art usually sucks in powerpoints

Stages of a Commercial Real Estate Deal

“Never leave the work of tmrw that you can do today, if you can do it the day after tmrw” – Stoyan

- Find locations you like via google, drive/walk bys, networking, broker's help
- Call Owner or Broker
- View Properties, all in one day, take notes and pictures
- Select two or three based on critical likes and dislikes
- Present Letter of Intent to all three, or ask for one
- Make Deals Apples to Apples, look at Gross lease vs. Modified gross vs. NNN lease
- Confirm ALL details (i.e. *well...where is the parking...who controls the temp?...what happens to the taxes if you sell the building?*)
- Sign an LOI
- Do your Due Diligence (Zoning, COR, internet speeds, etc.)
- Receive lease
- Consult Legal
- Sign lease, get keys, order furniture, utils.
- Have a Party, make sure you invite me



**Peter
Allen**
& Associates

Real Estate Deduction Theorem

Deduce everything to \$/SF/FTE

To Solve for Total SF Needed: (# of FTE's x 150 SF = T#SF

To Solve for Total Rent Per Month: T#SF x \$/SF = \$/Yr.

To solve for Total \$/SF per FTE: \$/Yr. / T#SF / #FTE's

Example: 10 FTE's x 150 SF for each FTE + future growth (500/sf) = **2000 SF**

You're bringing in **\$200,000K/yr.** in sales, so take **15% to spend on rent.**

That's **\$30,000 you can spend on rent a year.** Divide that by 2000SF =

\$15/SF or \$2,250 a yr. per FTE





Office space ann arbor



douglas allen ▾

Search

About 1,830,000 results (0.50 seconds)



- Web
- Images
- Maps
- Videos
- News
- Shopping
- More

Ann Arbor Charter Township, MI 48104
Change location

Show search tools

Ads related to Office space ann arbor Why these ads?

\$279 Office Space to Rent - Ready-to-Go Office Space
www.regus.com/Office_Space_to_Rent
Unbeatable rates

Ann Arbor Office Space - Exceptional Offices in Ann Arbor.
office-space.firstmartin.com/
Professional. Cost Efficient.
115 Depot Street, Ann Arbor, MI
(734) 994-5050 - Directions

Office Space Ann Arbor | InstantOffices.com
www.instantoffices.com/AnnArbor
Find Office Space in Ann Arbor View Office Photos and Prices Now
→ Office Space USA - Executive Suites - Offices For Rent - Contact Us

Domino's Farms Office Park
www.dominosfarmsofficepark.com/
2 Google reviews

Workantile Exchange
workantileexchange.com/
1 Google review

Cabrio Properties
www.cabrioproperties.com/
1 Google review

Regus
www.regus.com/
Google+ page

555 Investments
plus.google.com

- A 24 Frank Lloyd Wright Drive
Ann Arbor Charter Township
(734) 930-4425
- B 118 South Main Street
Ann Arbor
(734) 395-6779
- C 524 South Main Street #100
Ann Arbor
(734) 994-7374
- D 2723 South State Street #150
Ann Arbor
(734) 794-4700
- E 555 Briarwood Circle
Ann Arbor

Map for Office space ann arbor



Ads - Why these ads?

Ann Arbor Office Space
michigan-commercial-real-estate-proper...
Commercial Office Space in AA with Free Rent No Cost Lease Negotiation

Oxford Companies
www.oxfordcompanies.com/
Commercial Real Estate and Property Management. Best in Ann Arbor!

Ann Arbor Office Space
www.info.com/AnnArborOfficeSpace
Get Info On Ann Arbor Office Space Access 10 Search Engines At Once.

Ann Arbor Office Space
www.loopnet.com/OfficeSpace
Search MI Office Space by Property Type, Location, Price, etc

See your ad here >

CFO...Where is our house? HR...Where is our home?

OPTION 1

- SUBURB OFFICE
- 2,500 SF (more room for growth)
- New Construction, Lots of glass
- Crappy shared entrance
- Walk score: 50
- Lease says tenant responsible for HVAC
- Great signage (15K cars a day)
- Close to CFO's house
- Owner drinks Diet Monster
- \$10/SF in TI + 5 months Free rent
- Need to drive for everything but has parking
- Lacks character and memorableness
- Rental Rate: **\$15/SF/Year**

OPTION 2

- MAIN STREET OFFICE
- Total Space Available: 2,000 SF
- Historic Bldg. with upgrades
- \$5/SF in TI, 2 months free rent
- Walk score: 91
- Owner brews his own beer
- CFO hates parking in structures
- Only building in town using geothermal energy
- Noisy café underneath, super cute, but flaky wait staff, bomb macchiato
- No elevator, no parking, alley stinks ☹️
- Heavy Cool Factor, original wood floors, no offices though, bathroom sucks, great view
- 3rd floor could be available in 2 years.
- Rental Rate: **\$20 /SF/Year**



Remember you had about \$30K/Yr. for rent for 15 people. And you need about \$40K/Yr. You have \$10K diff./yr.



Move to a NEZ!

Ask for less buildout in hopes of cutting the rent

Sign a longer lease

Use more Clip Art

INCREASE REVENUE!!!!

Use less space

Hire smaller people

Ask for reduced rent/Free rent Cut salaries

Buy less furniture

Back load lease

Bring in more investors

How can you make this deal happen?

Remember to add up ALL the terms of the deal, identify ALL the risks, add up all the years of the lease and then analyze that number against your happiness and productivity in the space.

The case for EE and Healthy Interiors



- Triple Bottom Line: Environment, Society, and Economy
- Non-Toxic interiors = Higher Productivity
- Lower energy Bills = More \$ for the business, bigger flat screens
- Use your office as a marketing piece

RE Myth 589: “All Landlords are Greedy”

- ❑ Landlords want ROI, just like you
- ❑ Landlords have lots of fixed costs & only one time to set the price
- ❑ Brokers can make or break a deal
- ❑ Use Real Estate consultants like me on an hourly basis for the first small office. Then use reps for larger spaces.
- ❑ Good landlords are your business partners
- ❑ Finally, Always have a good friend in real estate.



**DOUGLAS LANE ALLEN,
VP of sales and leasing for
Peter Allen and Associates
944 N. Main, Argo Pond**

douglas@ptallen.com

Mobile: 734.260.0857

