
The Totally Neglected Property

It is hard to believe that someone can totally neglect a valuable investment property like a multiunit office building or an apartment complex. It happens. The run down property may have been acquired from a seller who did not understand real estate investments and failed to manage it at all.

The professional investor can usually spot the low-priced and currently unprofitable income property that can be purchased, then upgraded with some reasonable expense so that it becomes a cash flow property. That property can then be added to the investor's real estate portfolio or quickly sold for a profit.

First, a professional management company must take over the property. It is faced with a problem property that the new owner has purchased for the purpose of a "turnaround" for profit.

The new manager must first develop a plan that will help the investment become a success as soon as the new owner takes physical possession. This plan must be short term to get the rents coming in and long term to make it a productive property in the future. The following are some points in a typical plan to create a profitable investment from an underperforming office or apartment building.

Cash Flow

Rental activities and property management functions must be centralized.

Management was nearly nonexistent or the units would not be underperforming. Management efficiency must be improved immediately. For cash flow, rent invoices are mailed on time and payments from tenants can be sent directly to the bank for deposit. Computer financial software can be used for budgeting and for cash management.

A professional management company will already have standard procedures set up and designated employees to carry out maintenance and repairs (schedules for regular tasks such as pool cleaning and landscape maintenance as well as routine requests by tenants for minor repairs such as leaky faucets or cracked windows).

Examine Operating Expenses

After budget is set up, all operating expenses and actual expenditures must be compared to the budgeted amounts. Analyze whether tenants should be required to pay for utilities and whether the real estate tax assessment should be protested. (Tax assessment might reflect the time before the property was underperforming.)

Improvement To The Property

Over-improvement of the property too soon can be a mistake. Concentrate first on improving the physical condition of vacant units; then consider making improvements for occupied units that will justify a higher rent when lease is renewed.

An effective way of controlling capital improvement costs is by adopting a regular maintenance program with the standard procedures.

Leasing Policy Changes

Assess the current leasing policies regarding tenant credit checks and screening, discounts for signing or renewing leases, security deposit amounts, and procedures for dealing with delinquent rents. Search for new ways to alter the tenant mix in the underperforming building so as to generate greater profits. Policy changes regarding base rent, for example, may impact favorably on the vacancy level and on payment delinquencies, resulting in a more profitable building as a whole.

Real Estate Investment Consultants

When you need professional advice and help in commercial real estate please come to our office. We are experts in values and knowledge of the entire market in this area. If you have been looking for a certain type of property we probably have the full information on several like it already.

Today's investor in real estate must have a grasp of market conditions and potential that is usually beyond their own available time to attain. Investors need assurance about the true condition of the market. With increased competition, the market place is becoming more complicated. As your professional commercial real estate advisors, we are in the position to represent you in real estate transactions by setting up sales, exchanges, leases, purchase and

sales of options, and management of real estate

More investors are turning to real estate consultants as a means of providing a sounding board for their ideas as well as expertise in the planning and construction stages for their projects.

Feasibility studies are essential for commercial office, industrial, resort and hotel investors. With this kind of information, planning is better and there is less chance for error.

Real estate investing is not just the structure and the land. It is investing in the type of property that you want at the price and terms that suit you at the time you want to make the purchase.

We can be your consultants.

Corporate Shared Office Space

With the new revolution in communications, building owners must keep up with the changing needs of the corporate tenant. Often the larger, well-organized businesses do not need the space that was necessary just a few years ago. Electronic communications to and from employees have substituted for leased office space. Managers are more willing to grant favorable lease terms to operators of shared space. The operator sometimes receives a monthly management fee for operating the shared space plus a portion of rent revenues over a certain amount.

Solving Tenant's Needs

Tenants in an office suite are offered a private office within the suite that has a receptionist, secretarial help, conference rooms and other amenities. This can be a big saving for small space users or users who need a small office for only a short period of time.

Another user is from the large corporation that needs small branch offices in different parts of the country. Other users might be individuals who need a private space for investment or other work activities as well as professionals such as attorneys or accountants who work primarily away from their offices.

Existing Leases

Companies that have excess space that cannot be leased in its entirety can use the concept of shared space. The company's existing facilities such as copier rooms, computer work stations, reception areas already are available. Any income from this type of shared space can be nearly 100% profit.

If this is space that is leased by the company rather than owned space, the lease must be reviewed carefully to see if a sublease could violate the sublease/assignment clause of the lease.

Proper Balance Within A Shopping Center

In Recent years, many stores have widened their lines and no longer specialize in only one form of merchandise. Such operations as supermarkets may sell anything from CDs and DVDs to refrigerators, and drugstores are as apt to carry pots and pans as well as pills. However, in order to insure the success of small as well as large store operations within the shopping center, management specialists must try to create a harmonious balance and limit the amount of "overlapping merchandise" that causes unnecessary competition. Big Box stores sell almost everything but are usually a "stand-alone" store

One approach is to regulate the retail character of the center through "purpose and use" clauses in leases.

This is one of the most important provisions in a shopping center store lease. Since the lease term will run anywhere from 10 to 30 years, the tenant will try for a provision that will permit him to make the broadest possible use of the premises. The owner or developer, on the other hand, will be thinking of the welfare of the entire center, and he will want to define and limit the business use of each tenant as to the line of merchandise it will sell. He will also want a provision that controls the kind of products sold and even the price range of the merchandise. In setting up so-called "use" clauses, don't characterize the business merely as a "shoe store" or a "TV store". Instead, set forth the nature of the business in more detail.

The purpose of regulating competition within a shopping center is to establish a proper balance between too much and too little competition within the center. One of the basic attractions of a well-planned shopping center is the potential increase in the business of each tenant because of the proximity of other tenants whose operations are successful. Each tenant wants to be assured that the other stores will be occupied by tenants whose businesses will complement and benefit his business rather than engage in destructive competition with his business.

An exclusive right clause gives the tenant the exclusive right to engage in a specified business or sell a particular line of merchandise within the center or a particular portion of the center. The trend is against exclusives, either for the type of store or for a specific line of merchandise. The reasons for this trend are not hard to find: a large number of shoppers like to do comparison shopping and modern merchandising methods have led many stores to broaden their lines so that a great deal of overlapping results. In most instances shopping center developers should insist that, if they grant an exclusive, the exclusive be limited to the main line of business of the tenant as specified in the use clause in the lease. With this type of provision, merchandise sold by the tenant as an incidental line of merchandise doesn't come within the purview of the exclusive and may be sold by other tenants in the shopping center.
