



The Top 5 Reasons to Sublease Office Space

The commercial sublease is quite often the answer for businesses just getting their start, but it's also a viable option for commercial tenants who have extra room to spare and who want to fill that empty space with parties capable of holding up a portion of the monthly rent. The perks associated with subleasing office space are numerous, and depending on what you're looking for, might just turn out to be the perfect fit to suit your business needs. In case you're not already convinced, here are the top 5 reasons you should consider signing a commercial sublease.

1. When you sublease an office, you save money by renting out only the space you need, and nothing more. For example, if you're a one- or two-person operation, it's not likely that you need to occupy much space. Because the sublease market is so varied, you can find just about any size of accommodation.
 2. By signing a commercial sublease, you usually get immediate access to a move-in-ready space that's already been primed for use by the master tenant. Although you might encounter circumstances under which the office space being put up for sublease isn't finished – meaning that it doesn't already have installed phone jacks, lighting, or isn't Internet ready – you won't have any trouble finding fully finished space somewhere else. The current sublease market is huge, and if you don't find what you're looking for straight off the bat, keep looking.
 3. Depending on the disposition of the master tenant who's subleasing office space to you, you might be able to land the sweet deal of having full access to common on-site areas like conference rooms, employee break rooms, kitchenettes, vending machines, and additional storage space. Although it's not uncommon to be required to pay extra in your monthly agreement for the use of some facilities like conference rooms and storage, in many cases a master tenant will agree to allow you free access. It's also not uncommon to sublease an office and negotiate the use of equipment like copy and fax machines. For the company just getting its start, this is worth paying extra for as it prevents you from having to spend thousands of dollars on expensive office machinery.
 4. By signing a commercial sublease, you're signing an agreement that's typically much shorter than any you'd be required to sign if you leased directly from a landlord or building owner. This is especially beneficial if you're in the position of needing space in the short term (one to three years) as opposed to the long term. The best possible scenario is to sublease commercial space that has annual renewal.
 5. Quite possibly the greatest benefit of subleasing office space can be summed up in a single word: simplicity. There are a lot less strings attached when you sublease an office – chief of which is your ability to find available space at an affordable cost and on much shorter terms that give you the freedom to expand, contract, or move around.
-



The actual cost of a commercial sublease isn't necessarily cheaper. In other words, you're not guaranteed to be offered a fantastic deal by a master tenant. But by virtue of the fact that you can rent a much smaller space and not have to put up money for room you'll never use, your expenditures will be much smaller. If you're interested in exploring your options in the sublease market, contact [Cardinal Real Estate Partners](#), a network of professionals who can help you find exactly what you're looking for.

ABOUT THE AUTHOR

Cardinal Real Estate Partners

Cardinal Real Estate Partners are brokers and consultants that think differently. Determined to be an advocate on behalf of clients, the firm has carved out a new niche of professionals in the commercial real estate industry. It has deliberately set itself apart from commercial brokers by offering clients three distinct differences that make it, in essence, the “anti-broker.”

Cardinal employs **educated professionals** who can deliver a level of expertise that traditional brokers do not. The principals have years of institutional real estate experience and are part of a team of skilled consultants—i.e., lawyers, architects, project managers, and engineers that are passionate about the skills they bring to the transaction.

Cardinal has designed **four proprietary processes** and numerous knowledge products for buying, selling, leasing, or acquiring/disposing of public assets. Each process outlines the best path to meeting your goals, with a detailed analysis of your specific needs, a customized strategy, extensive due diligence, and marketplace analysis.

For sellers: **The Comprehensive Asset Sale™**
For buyers: **The Real Estate Capital Investment Review™**
For tenants: **The Strategic Tenant Advocate™**
For public assets: **The Public Asset Maximization Process™**

Cardinal has set in place **accountability** at a level previously unheard of in the broker industry. With each client, Cardinal determines and agrees upon a series of Key Performance Indicators (KPIs) for measuring the success of your deal. After the closing, Cardinal reviews the outcome and level of your satisfaction, then bases its compensation on the extent to which it achieved your goals.

There is a better way to broker.

For more information, contact:
John Culbertson
Cardinal Real Estate Partners, LLC
200 South Tryon Street, Suite 850 • Charlotte, NC 28202
tel: 704-953-5500
jculbertson@cardinal-partners.com
www.cardinal-partners.com

Better Way To Broker™ is a registered trademark of Cardinal Partners

