



Same building. Same landlord. Same square footage.
Yet one tenant pays 40% less each year.

Look inside to see how you can too.



What can a commercial tenant advocate achieve for clients?

HERE'S WHAT DAVID MASSIE'S CLIENTS SAY



LOWER RATE:

Have your annual rent increases crept up on your business? By determining correct value and negotiating with the landlord, we routinely get rents reduced, even on existing leases.

FREE RENT:

Landlords want to keep good tenants. We often negotiate several months and in some cases more than a year of free rent in our clients' leases. This savings goes directly to your bottom line.

IMPROVEMENT ALLOWANCE:

From air conditioning to new carpet to lighting upgrades, landlords will pay these costs if you have the right strategy. Crafting this strategy is what we do for you.

"I have worked with Mr. Massie on commercial leases for the last 5 years. His knowledge of real estate issues and contractual issues is exceptional. Mr. Massie's passion and care for his clientele and his leasing craft is refreshing. I look forward to working with Mr. Massie on many more real estate transactions."

Commercial Real Estate Attorney

"Dave Massie has been my leasing agent for the past twenty years... I always know that he will find me the best space available and also the best lease possible. He is a man of integrity and is a hard worker...he is the only person I would ever use to find new space when and if that time comes again. I constantly refer my friends and family to him."

Arnold R. Balber, DDS

"David Massie knows more about commercial real estate leasing than any individual I have encountered in 25 years of practicing law in this area, including real estate lawyers, real estate brokers and property managers. ...[David] has an insider's knowledge of the business practices that commercial landlords employ to take advantage of their tenants. Having him on the team gives a tenant an advantage over the landlord that can be measured in many thousands of dollars saved and significant legal risks avoided. I hold his expertise — and his ethics — in the highest regard and recommend him without reservation to any business looking to lease retail, industrial or office space."

*Leland A. Wahl
Real Estate & Business Attorney*

"Our experience working with David Massie while relocating our office was extremely positive. Dave's expertise in many areas in the field was a great benefit to us both financially and in knowing we were taken care of..."

*Tim and Julie Ryan
Acupuncturists*



COST SAVINGS:

Is your base year calculated correctly? Do you have the appropriate limitations on which expenses are allowed? Getting this right means cost savings now and for years to come.

LEASE AND SPACE FLEXIBILITY:

Maybe you need more or maybe less space. Maybe you want to renew or terminate your lease early. You don't have to feel stuck with terms that no longer work for you. You just need DJM.

LOCATION SUCCESS:

The "perfect space and location" is different for every business. We have the market knowledge and expertise to find the right space to grow your business.

What do these services cost the tenant? Nothing!

Landlords pay our fees. So **you have nothing to lose** by making the call to DJM.



805-217-0791

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For any commercial leasing, whether office, retail, or warehouse, anywhere in Southern California or even across the country, we'll help you achieve the best possible terms. If you're looking for space, we'll help you find the perfect location. If you have a space, we'll negotiate maximum savings for you on a new or existing lease.

Call David Massie at **805-217-0791**, email him at **david@djmcre.com**, or visit **www.djmcre.com**.

"David is a detail-oriented professional who puts his clients' needs ahead of his own and who looks for opportunities to enhance the value of the real estate he manages."

*Jeff Gunther, Vice President,
Morlin Asset Management*

David Massie WORKS for tenants



“David is a detail-oriented real estate professional who exceeds his clients’ expectations. I can highly recommend David.”

Tom McAndrews, President & CEO, Tiarna Real Estate Services

5 lessons I learned from my pro volleyball career... and how they help me **save you 20% - 40%** in occupancy costs.

1. Success requires expertise, focus, and commitment.

After nearly 30 years as a commercial real estate broker and tenant advocate, the joy is that the job is still fun!

When you love what you do, you spend every day striving to do it better. That love is how I developed such loyal clients. My experience also accounts for the many architects, contractors, CPAs, doctors, and lawyers who turn to me as a true expert.

2. Strategy counts.

A championship volleyball game is not a day at the beach. Winning takes preparation and training.

In real estate, success is achieved by doing your homework, developing a strategy, and taking advantage of every competitive edge. That's why knowing the landlord's strengths and weaknesses is just as important as reviewing the lease. Every little detail is important in the big picture.

3. I'm on your side.

As a tenant's advocate, I not only negotiate the best possible terms for my clients, but I'm also nurturing good relationships with property owners. That makes it easier for you, the tenant, throughout the life of your current lease, the next one, and so on.

4. Play like every game is The Big One.

For my client, the process is an opportunity to get maximum value from their agreement, spend less on their space, and increase their bottom line.

5. No one wins by sitting on the bench.

Every day of inaction is a day you may be spending too much money. Right now is the perfect time to start evaluating your options and next year's lease renewal. It's also a great time to consider a new property/location. But don't worry: with the right strategy, expertise, and knowledge, it's never too late. We are experts in working with an existing lease as it too can be renegotiated for better terms.

Your first step only takes two minutes. Call me now, and let's strategize on a better deal for you!



Put David Massie to work for you:

CALL 805-217-0791

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