

Austin Commercial Real Estate Broker Nathan Smith Celebrates 16 Years Helping Tenants Lease Commercial Space

October 28, 2021

Austin, Texas - October 28, 2021 -
Nathan Smith, owner of Austin Tenant Advisors, is celebrating 16 years of being a commercial real estate broker in Austin, Texas. In 2006 he started in the industry with a vision to help level the playing field as a tenant representative who only represents the best interests of tenants and buyers in the search, selection, and negotiation of office, retail, and warehouse properties in the Austin Metropolitan area including Round Rock, Cedar Park, Lakeway, Bee Cave, Dripping Springs, Westlake, Buda, Kyle, and San Marcos.

Since then he has helped over 600 clients find the best spaces that meet their current and future needs, avoid mistakes, mitigate risks, and negotiate the best deal possible. He saw that landlords have an advantage in lease negotiations since they have agents representing them with real time market knowledge, tools, and resources so he wanted to change that. By only representing tenants he is able to avoid conflicts of interest and ensure that they get the same level of representation that landlords have.

Nathan Smith explains, ?Landlord agents have a fiduciary duty to represent the best interests of building owners. Of course, they will be nice and professional with you, however at the end of the day their job is to

help the landlords negotiate the highest lease rates possible.?

He adds, ?Renting commercial space can be a complicated process so it?s important that you have the experience, tools, and market knowledge when dealing with landlords. If you don?t then consider hiring a tenant representation broker.?

It should be noted that a commercial real estate agent?s job is very different from that of a residential real estate agent. Typically, selling or leasing commercial property takes a significantly longer time, and commercial real estate agents need to provide substantial analytical data and financial information. Also, commercial real estate leasing and sales involve more parties and demand much more information and due diligence.

Being an Austin commercial real estate agent is a challenging career as it requires a certain combination of skills and the abiliy to keep a constant pulse on the market. Unlike residential where the MLS data is governed by ABOR which requires agents to post accurate data, commercial real estate listing data is not governed by any one organization so online listings that you see are often outdated or inaccurate.

Having a commercial broker that understands and keeps up with market data is very important, as well as the ability to work quickly with numbers and analyze data. In addition they need to be multitaskers who enjoy working in a fast-paced environment with a variety of people as well as having great interpersonal skills and dedication to customer satisfaction.

When representing commercial buyers a commercial real estate agent must be knowledgeable about market demographic studies, environmental research, and significantly more financial analysis. In addition, commercial clients want to know about the area, local statistics, and data involving the property's location, as well as the demographics of nearby businesses and the area's population. Commercial clients are often businesses that depend on placing their firms where the immediate and nearby population suits the goods they sell or the services they provide.

Furthermore, commercial real estate agents must be capable of researching and discussing property maintenance costs and possible renovations; networking with local businesses; negotiating between buyers and sellers; overseeing property inspections; arranging for financing; and facilitating final transactions.

Various kinds of companies usually require a tenant representative. These include: companies that don?t have the time and resources to secure the commercial space on their own, or are unable to go through a proper lease process to ensure that they get the best deal possible; any company decision maker or business

owner who desires to lease an office, industrial, or retail space; startup companies who want to rent space for their business and are leasing space for the first time; existing companies that want to expand or renew their present lease; and companies who would like help in negotiating the renewal of their commercial lease.

There are many advantages of getting the services of a tenant representative. First of all, they will be able to see all properites that meet their needs, unlike landlord representatives who will only show the client the property owned by the landlord they represent. A tenant rep will show clients every property that complies with their specifications. Clients will also have their own team of real estate experts who are skilled and knowledgeable in choosing a site, negotiating leases, including occupancy needs.

Those who are looking for commercial space may want to check out the website of Austin Tenant Advisors, or contact them on the phone or via email. More information about Nathan Smith can be found at https://www.austintenantadvisors.com/commercial-real-estate-agents/nathan-k-smith/.

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For more information about Austin Tenant Advisors, contact the company here:Austin Tenant AdvisorsNathan K Smith(512) 861-0525info@austintenantadvisors.com1300 Guadalupe St #250Austin, Tx 78701

Austin Tenant Advisors

Austin commercial real estate agency that exclusively help tenants find and negotiate warehouse, retail and office space for rent in Austin Texas.

Our free service will ensure you find the best space, avoid mistakes, and get the best deal possible.

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