

# Negotiation Tips for Your Restaurant Lease

Finding the right space to house your restaurant vision is key. But if this is your first time negotiating a lease for a business space, it can be a steep learning curve.

It's important to negotiate an agreement that will work for you long term, particularly if you're working with a commercial real estate broker on commission.

Not sure where to start?

**Here are the top five tips to prepare you for negotiations and what to ask for when you get there.**

## Top 5 Tips for Negotiating Your Restaurant Lease

- Research the rental market for your area
- Know your maximum budget before going into negotiations
- Get a lawyer or agent to aid in negotiations
- Don't pay the asked rent – always negotiate lower
- Don't be quick to sign – take your time with negotiations to get the best offer

## What to Negotiate:

- Make sure rent isn't due until the restaurant is open for business
- Ask for lower than the list price
- Include building repairs and upgrades in the price of the rent
- Start with a five-year lease with the option to renew
- Prorate the rent so that it's lower in the first year and gradually increases throughout the life cycle of the lease
- Include predetermined cost of utilities in the lease
- Include building maintenance into the lease, i.e. repairs to floors, vent hoods or grease traps