

From: Emile [emile@PittwaterStyle.com.au]
Sent: Wednesday, 30 January 2008 6:28 PM
To: Tenancies, Retail
Subject: LEASE COSTS

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Thank you for your invitation to offer a viewpoint.

I lease a small suburban shop in Avalon NSW. At the inception of the lease I was obliged to use the lessor's lawyer to provide the lease. The cost of this 8 page word processed document which was tailored to the situation only in that the address and my name were entered, was over \$1,000, which was, in my view nothing short of blatant robbery. On a time charge basis for a secretary, it was worth no more than \$50.

My objection to this marked the first of many objections to the estate agent, which include being dunned for the cost of cleaning the public areas and a refusal to reimburse the cost of a fax damaged by rain through a catastrophic hole in the building fabric (since repaired after many complaints and repeated floodings). All my objections have been ignored or treated most dismissively.

To suggest there is any equality of bargaining power in retail or commercial tenancies is not a little disingenuous and completely illusory. You will find this obtains with all small tenancies.

Kind regards,

Emile Jansen.