

Could You Lose A Tenant Over The Wireless Coverage In Your Building?



Rich Berliner

We welcome you to our second edition of Connected Real Estate Magazine! So much has happened since our first magazine in this ever-evolving industry. Within this DAS focused edition, we cover more cost-efficient ways to provide cell coverage in your space and provide details of companies to call for help with these issues. We discuss new technologies such as 5G, small cells and IoT (Internet of Things). These are lifestyle-changing technologies not just because you will be able to download a movie in six seconds, but because you will be able to do things that no one has dreamed up yet.

Recently I learned some game-changing information at a panel I was moderating. A communication specialist from one of the major REITs commented that he was seeing new technology clauses in more and more leases and renewals.

So I asked the obvious question: "Could you lose a lease over this issue?"

"YES"

Then others began to chime in. "The first thing prospects do when we show them a space is to pull out their phones," said another person.

Trends show that more and more landlords will start providing wireless connectivity to tenants,

and Connected Real Estate Magazine wants to help you get ahead of the game. It is more important than ever to be informed about the wireless industry—and to learn what is available for you and your tenants!

We believe the work we've done on Connected Real Estate Magazine over the last year can and will really help CRE professional's figure out how to handle these in-building issues and recognize how important the wireless industry is to keeping your buildings filled.

As always we welcome your input and comments as well as any news about your firm or your properties. We are committed to creating the bridge between wireless and CRE by developing a community of people who want to be "connected."

Please feel free to join us at www.ConnectedREmag.com.

A handwritten signature in black ink that reads "Rich Berliner". The signature is written in a cursive, flowing style.