



Examples of Tenant Savings

Tenant A

Advertising Firm

Expansion/Early Renewal

Doubled in size

Landlord built-out space to-suit at no additional cost to Tenant - saving \$52,000

Reduced lease rate by \$1.75/SF with reduced annual escalations - saving \$30,000

Two new renewal options with pre-negotiated refurbishment allowances

Further expansion rights secured for contiguous space at a favorable terms

Reduced landlord's relocation-of-tenant rights

Increased Tenant's subletting and assignment rights

Capped increases in controllable operating expenses

Total cash savings: \$82,000+

Tenant B

Technology Firm

Expansion/Renewal

Doubled in size

Froze security and saved client from doubling it

Two months of free Base Rent - saving \$7,500

Reduced lease rate by \$2.00/SF with reduced annual escalations - saving \$25,000

Landlord built-out space to suit at no additional cost to Tenant - saving \$37,000

Lease Rate reduced by

Secured renewal options at favorable terms

Secured 2 garage-covered reserved parking spaces at no cost - saving \$5,000

Reduced landlord's relocation of tenant rights

Increased Tenant's subletting and assignment rights

Capped increases in controllable operating expenses

Total cash savings: \$74,500+

Tenant C

Law Firm

Sublease Acquisition

Secured sublease rate that was 58% of market rate with 4+ years remaining on term saving \$851,400

No personal guarantees from my client, but the sublandlord has a guarantor, which protects my client

Inherited network cabling. Savings - \$1,000's

Total cash savings: \$851,400+

Tenant D

Signed confidentiality agreements prohibit disclosure of specific tenants, landlords, buildings & terms.

Finance Company

Sublease Acquisition

Eight (8) months free rent on 8 year gross term with no expense pass-throughs - saving \$215,000+

Reduced quoted sublease rate by \$1.50/SF - saving \$138,000 (\$4.00 below market - additional \$230,000 in savings)

No personal guarantees

Fully furnished work environment - saving \$400,000

Four (4) free garage-covered reserved spaces - \$19,000

Total cash savings: \$1,002,000

Tenant D

Manufacturing

Sublease Acquisition

Two Months free rent over a 55 month gross term- saving \$20,852

Reduced quoted sublease rate by \$.84/SF - Saving \$69,271 annually (\$2.40 below market - additional \$297,000 in savings)

No Personal Guarantees

Total cash Savings \$387,123