



SUCCESS STORY

Office Lease Marketing Agency

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Office Properties

INTRODUCTION

The tenant, a **marketing agency**, were very close to renewing their lease in their current office and considering their options. **Renew and expand** in their current building **or move to a larger office** in another building.

CHALLENGE

They currently occupied 4,500 square feet and required 6,000 to 8,000 square feet. Their **preference was to expand** in a way that would **not significantly increase their cost per square foot**. The tenant was looking for the **security of a ten-year** lease but because of their desire to eventually purchase a facility **they required the flexibility to terminate the lease at 5 years** if such an opportunity presented itself. The tenant also desired personal guarantees to be removed from the original lease to separate any personal financial situation from their business liabilities.

EXISTING LANDLORD PROPOSAL:

Lease Rate:	\$13.00 per sq. ft.
Term:	5 years
Renewal:	1 five year option to renew at \$14.00 per sq. ft.
Allowance:	None
Termination Option:	None
Other Terms:	Personal Guarantee to remain Landlord would not pay commission to Colliers

RESULTS

David negotiated terms and lease rate satisfactory to the client and the landlord so the client could renew their lease and expand in their current building.

FINAL TRANSACTION

Lease Rate:	\$11.00 - \$13.50 per sq. ft.
Term:	10 years
Allowance:	\$5.00 per sq. ft.
Termination Option:	At 5 years
Other Terms:	No Personal Guarantees

NEGOTIATED SAVINGS

18%