

## BUSINESS AND CORPORATE LAW PRESENTATION

### THE MARKET AS IT RELATES TO YOUR CLIENTS: TENANTS AND OCCUPIERS OF OFFICE AND INDUSTRIAL SPACE

- TRENDS:
  - TIGHTENING AND FEW OPTIONS
  - ASKING RATE = ACTUAL RATE
  - 'CAN I GET PARKING' RATHER THAN 'HOW MUCH FOR PARKING?'
  - SMALL BUSINESS, TECH, HEALTH CARE AND REAL ESTATE RELATED ARE GROWING SECTORS
  - FINANCIAL SERVICES RIGHT-SIZING (DOWNTOWN)
  
- CHALLENGES FOR TENANTS:
  - FINDING LARGE BLOCKS OF SPACE AND INDUSTRIAL ANYTHING
  - EXPANSION IN PLACE DIFFICULT
  - PARKING COST AND AVAILABILITY
  - TENANT IMPROVEMENT COSTS
  
- OPPORTUNITIES:
  - GET CREATIVE, START EARLY
  - CERTAIN PARTS OF TOWN
  - DOWNTOWN
  - DETAILS OF A LEASE

### OPERATING EXPENSE LANGUAGE, NNN'S AND BASE YEARS

- MARKET AVERAGES/BENCHMARKS
- FIXED INCREASES VS CPI AND 'MARKET' INCREASES
- LEASE AUDITS

### OPTIONS

- OPTION TO RENEW
- OPTION TO TERMINATE
- OPTIONS TO EXPAND
- OPTIONS TO PURCHASE