



CASE STUDY:	Location, Location, Location
TENANT:	CenterStone Technologies
TENANT REP:	Rare Space Inc.



The classic real estate situation....location, location, location.

Centerstone Technologies had used Rare Space in the past to find a great corporate headquarter suite in a prime LoDo location. Their initial lease terms were favorable, and throughout the initial term of their lease they were able to expand their initial footprint to over two floors in their building. But as their lease renewal neared, they found the landlord's expected escalated rental rate had reached too high of a level for their comfort. It was time to go out looking again.

Still focusing their search in the LoDo area, Rare Space identified a perfect space in a building right next door to their current one – at a fraction of the price. Through careful negotiations, Rare Space lowered the effective rent rate over the term of the lease substantially and also ensured that Centerstone was given a tenant improvement allowance to make the turnkey improvements happen within the tight 30 day deadline.

<u>MONTHS</u>	<u>ANNUAL LEASE RATE</u>
1-4	FREE
5-16	\$12.00 FSG
17-28	\$14.00 FSG
29-40	\$16.00 FSG
41-52	\$18.00 FSG
53-64	\$18.50 FSG