

**Page 1 Solutions – Make it Green!**



Page 1 was looking for a more collaborative work environment to encourage and facilitate teamwork and client projects. By taking them through the Rare Space process and analyzing the market and the available options, Rare Space built negotiating leverage with Page 1’s existing landlord. Through extensive lease analysis and employee polls, it was determined the existing space could fit the bill with the correct changes. Page 1 liked their solar panels on the roof and other green amenities, which added to the appeal for Page 1 to keep their operation in the same location. Through the process, we discovered and remediated power issues at the landlord’s cost (not included below). Through the process, the client was able to evaluate better systems furniture to allow for more open communication in the new and improved layout. To top it off, they have a lease termination option in case Page 1 outgrows the space.

	<b>Initial Landlord Proposal</b>	<b>Rare Space negotiated terms</b>	<b>Total Savings</b>
Square Feet	15,607	15,607	-
Free Rent	0 months	7 months	\$83,211
Effective Rate	\$10.57	\$8.72	\$64,769
Tenant Improvement Allowance	\$21,700	\$27,000	\$5,300
Real Estate Fee	Paid by Landlord	Paid by Landlord	-
<b>TOTAL SAVINGS</b>			<b>\$153,280</b>