



*Does your lease expire in the next 24 months?  
Are you considering relocating or renewing?*

## Denver Office Market

Overview

Denver's Vacancy Falls to 10.2%  
Net Absorption Positive 282,253 SF in the Quarter

## Denver Industrial Market

Overview

Denver's Vacancy Falls to 4.4%  
Net Absorption Positive 809,298 SF in the Quarter

Every day we see unbelievable deals being offered to tenants for all types of commercial real estate. That may be surprising to you given that lease rates continue to rise and vacancy rates are decreasing in Denver and Boulder. The key to effective commercial real estate negotiations, in a healthy market, is to begin the process far in advance.

Given current market conditions, a relocation can help you *reduce your overhead, increase your revenue, improve efficiencies and workflow, and upgrade your building or space*. It's even possible that you can get all of these benefits at a lower cost than you're paying currently.

If your lease expires within the next 18-24 months, it's time to begin exploring your options. Free rent, lease rate reductions, tenant improvement allowances, moving allowances and other incentives are regularly offered.

Evaluating a relocation involves:

- Evaluating your current space and how it fits your current and future business needs
- Evaluating your current lease, its rate, terms, expiration, renewal options and holdover provision
- Determining the ideal timing for relocation based on your business needs, lease expiration
- Determining what type of building is ideal for your needs, whether office, flex or industrial space
- Determining the location based on employee and customer concentration and available space
- Creating a "space program" of the ideal layout for your business
- Developing a budget based upon your current real estate needs and future goals

After the initial steps have been completed, together we can determine whether a new location is the right decision for your company. Should you decide to relocate, these are the next steps and the time required for each:

- Needs analysis/space programming 1-2 weeks
- Property search and building tours: 2-4 weeks
- Final property evaluation/selection 1-2 weeks
- Proposal and business point negotiations: 3-6 weeks
- Lease language negotiations and finalization: 1-3 weeks
- Planning, permitting and construction: 90-120 days depending on the extent of tenant improvements
- Total time from start to finish on average 4 - 12 months depending upon the complexity of the move.

Companies that hire tenant rep brokers get 14% lower lease rates,  
50% more in tenant improvement allowances  
**and our fee is paid by the Landlord.**

Find out how much we can help you by scheduling a 5 minute call with Rare Space at  
[www.RareSpace.com/LeaseDiscussion](http://www.RareSpace.com/LeaseDiscussion) or call us at 303-296-8800.

Best regards,

Tom Grotewold  
303-296-8800  
tom@rarespace.com

Travis Bontrager  
303-296-8822  
travis@rarespace.com