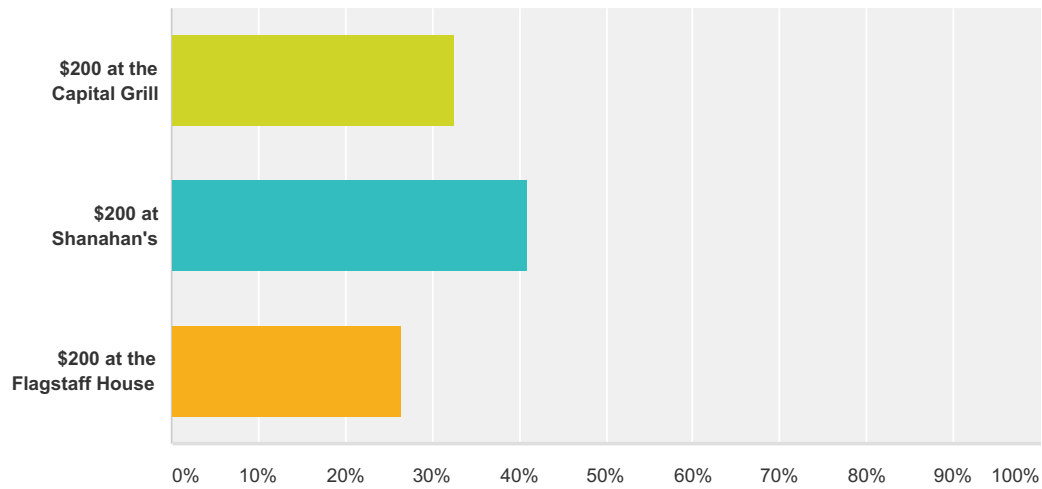


**Q1 Thank you in advance for your participation in this survey. Please enter your name and phone number in question #24 and you will be automatically entered into a drawing for one of the following prizes. Please select one of the following:**

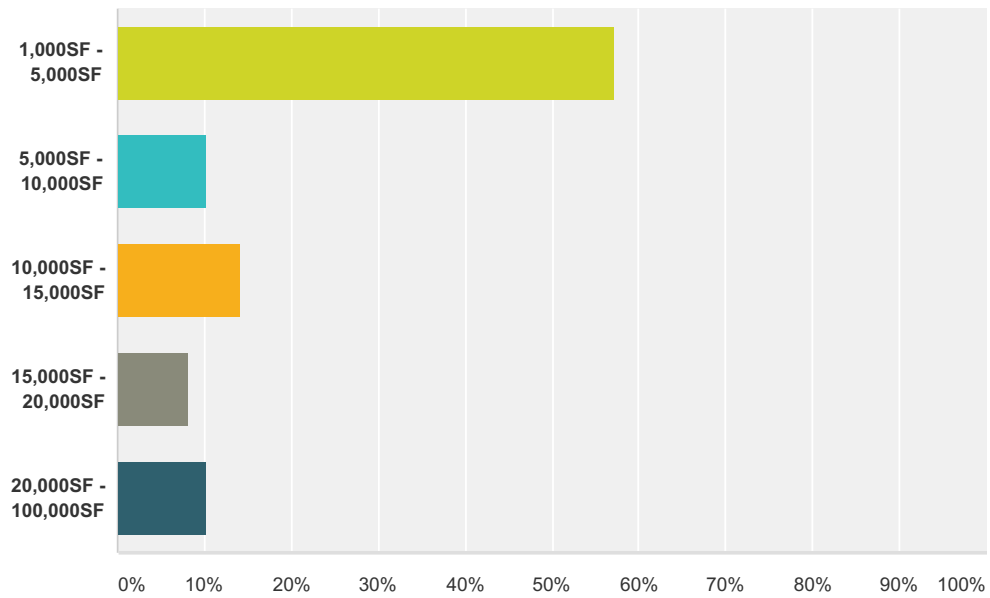
Answered: 49 Skipped: 0



| Answer Choices               | Responses |           |
|------------------------------|-----------|-----------|
| \$200 at the Capital Grill   | 32.65%    | 16        |
| \$200 at Shanahan's          | 40.82%    | 20        |
| \$200 at the Flagstaff House | 26.53%    | 13        |
| <b>Total</b>                 |           | <b>49</b> |

## Q2 Approximately how many square feet does your company occupy?

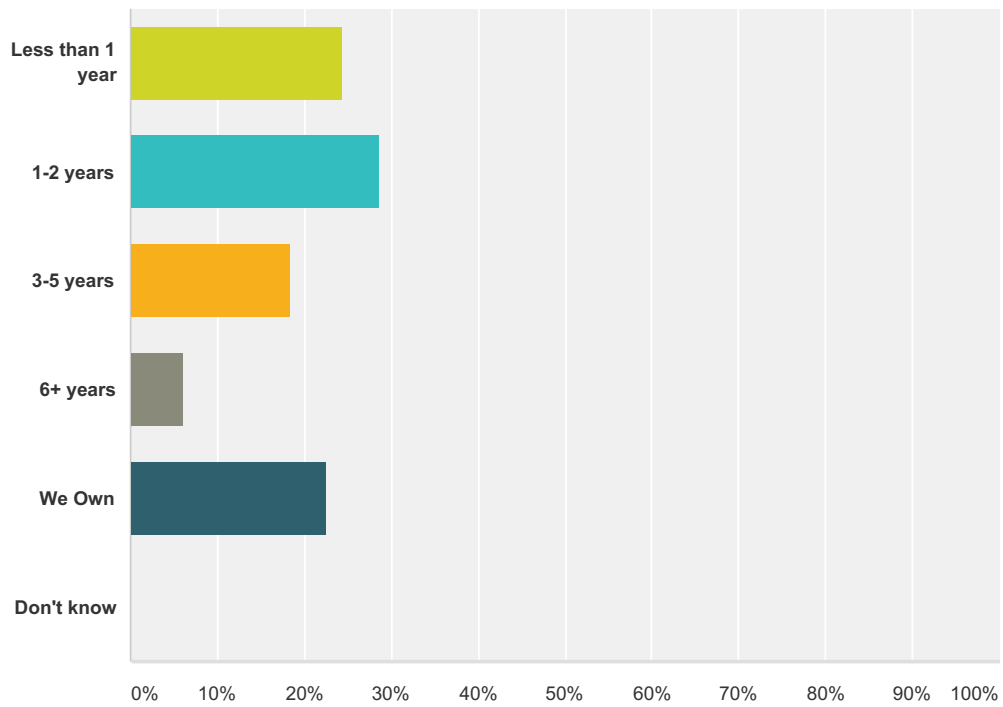
Answered: 49 Skipped: 0



| Answer Choices       | Responses | Count     |
|----------------------|-----------|-----------|
| 1,000SF - 5,000SF    | 57.14%    | 28        |
| 5,000SF - 10,000SF   | 10.20%    | 5         |
| 10,000SF - 15,000SF  | 14.29%    | 7         |
| 15,000SF - 20,000SF  | 8.16%     | 4         |
| 20,000SF - 100,000SF | 10.20%    | 5         |
| <b>Total</b>         |           | <b>49</b> |

### Q3 Indicate approximately when your current lease expires.

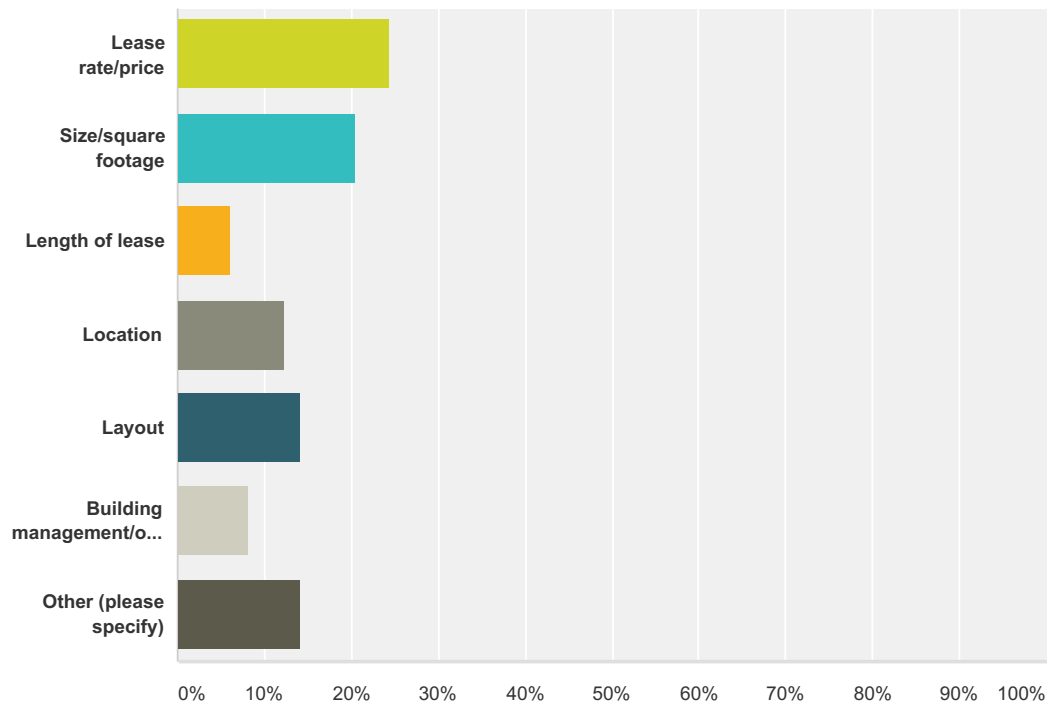
Answered: 49 Skipped: 0



| Answer Choices   | Responses |
|------------------|-----------|
| Less than 1 year | 24.49% 12 |
| 1-2 years        | 28.57% 14 |
| 3-5 years        | 18.37% 9  |
| 6+ years         | 6.12% 3   |
| We Own           | 22.45% 11 |
| Don't know       | 0.00% 0   |
| <b>Total</b>     | <b>49</b> |

### Q4 If you could change one thing about your current space, what would it be?

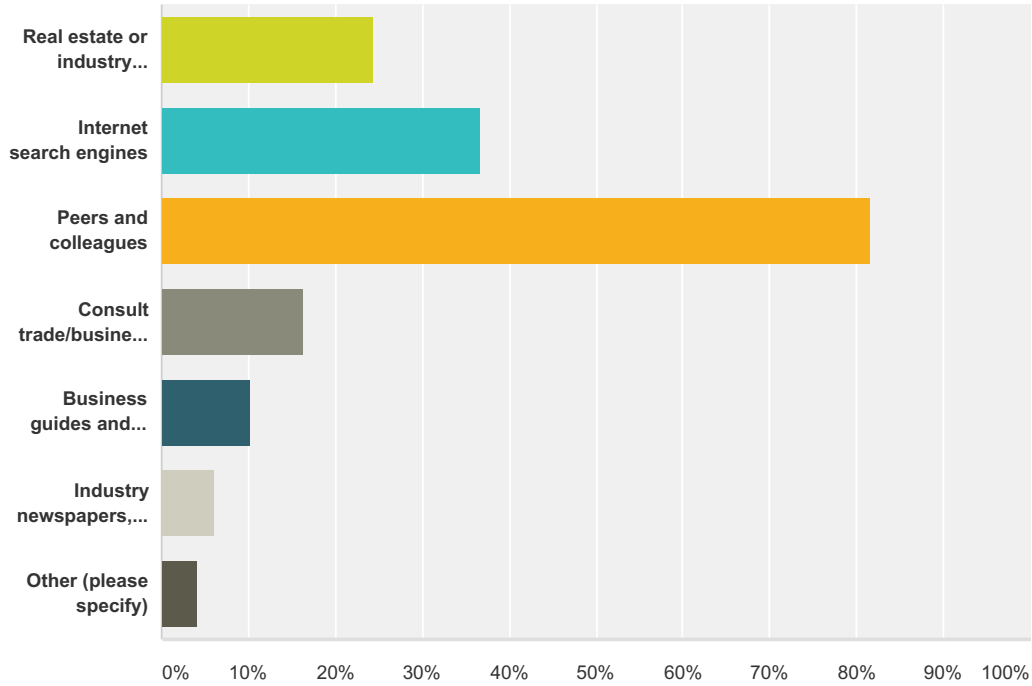
Answered: 49 Skipped: 0



| Answer Choices                | Responses |
|-------------------------------|-----------|
| Lease rate/price              | 24.49% 12 |
| Size/square footage           | 20.41% 10 |
| Length of lease               | 6.12% 3   |
| Location                      | 12.24% 6  |
| Layout                        | 14.29% 7  |
| Building management/ownership | 8.16% 4   |
| Other (please specify)        | 14.29% 7  |
| <b>Total</b>                  | <b>49</b> |

### Q5 If you were looking for the services of a commercial real estate firm, what sources would you use? (Check all that apply)

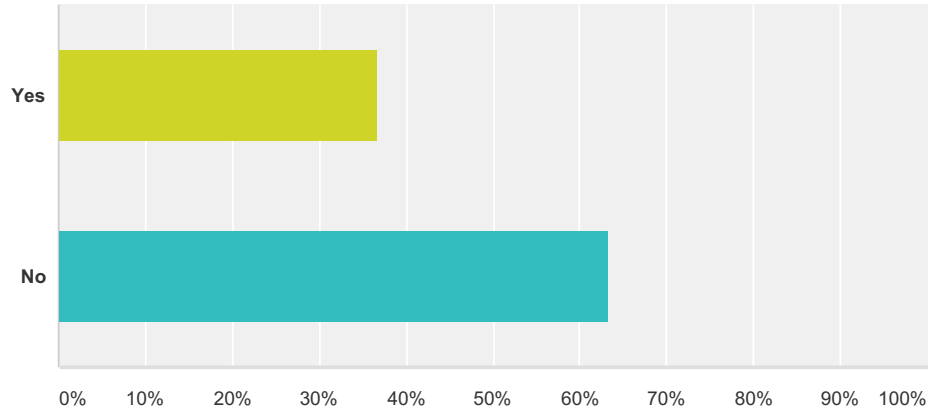
Answered: 49 Skipped: 0



| Answer Choices   | Responses |
|--|-----------|
| Real estate or industry websites                       | 24.49% 12 |
| Internet search engines                                | 36.73% 18 |
| Peers and colleagues                                   | 81.63% 40 |
| Consult trade/business associations                    | 16.33% 8  |
| Business guides and directories                        | 10.20% 5  |
| Industry newspapers, magazines and other media sources | 6.12% 3   |
| Other (please specify)                                 | 4.08% 2   |
| <b>Total Respondents: 49</b>                           |           |

### Q6 Did you know that hiring a tenant representative reduces your lease rate by up to 14% on average?

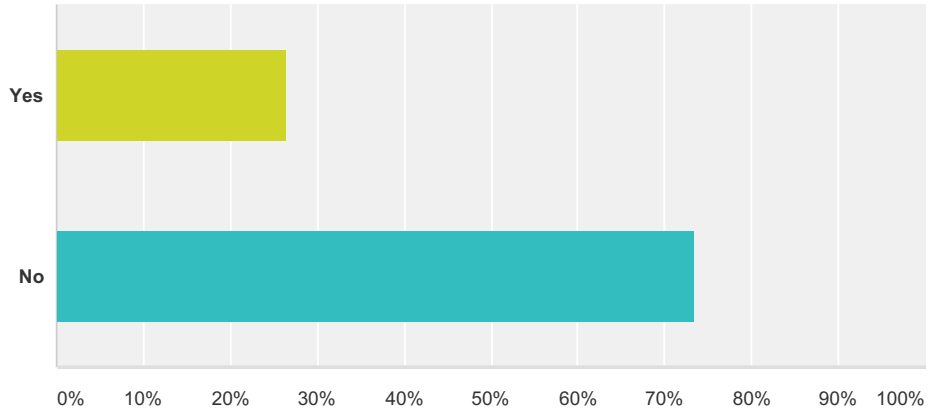
Answered: 49 Skipped: 0



| Answer Choices | Responses |           |
|----------------|-----------|-----------|
| Yes            | 36.73%    | 18        |
| No             | 63.27%    | 31        |
| <b>Total</b>   |           | <b>49</b> |

### Q7 Did you know that hiring a tenant representative increases your tenant improvement allowance by an average of 50%?

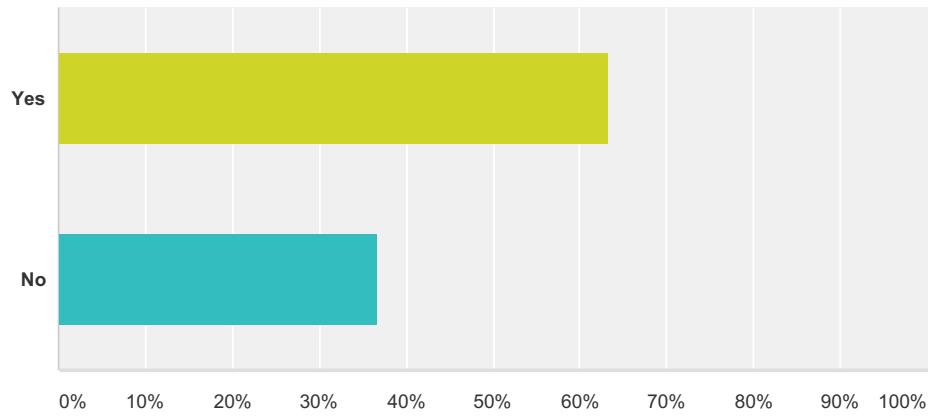
Answered: 49 Skipped: 0



| Answer Choices | Responses |           |
|----------------|-----------|-----------|
| Yes            | 26.53%    | 13        |
| No             | 73.47%    | 36        |
| <b>Total</b>   |           | <b>49</b> |

### Q8 Are you aware that it is the industry standard to have the landlord pay the tenant representatives fee?

Answered: 49 Skipped: 0

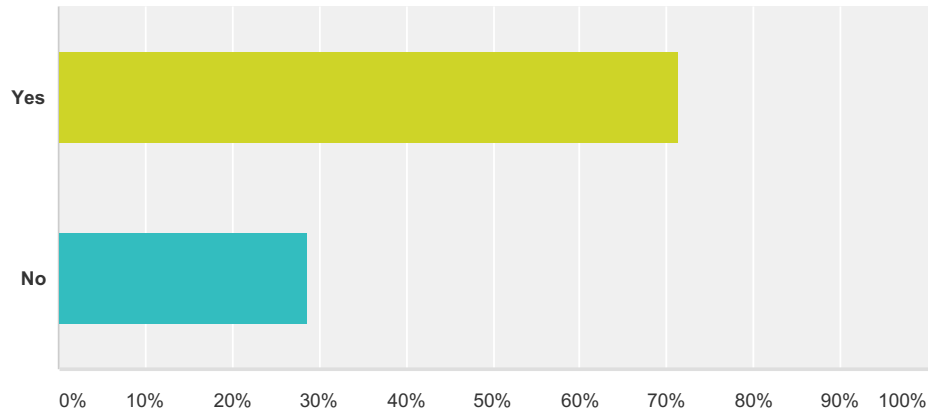


| Answer Choices | Responses |           |
|----------------|-----------|-----------|
| Yes            | 63.27%    | 31        |
| No             | 36.73%    | 18        |
| <b>Total</b>   |           | <b>49</b> |



### Q9 Do you believe that submitting proposals on multiple buildings creates a competitive bid environment that ultimately lowers occupancy costs?

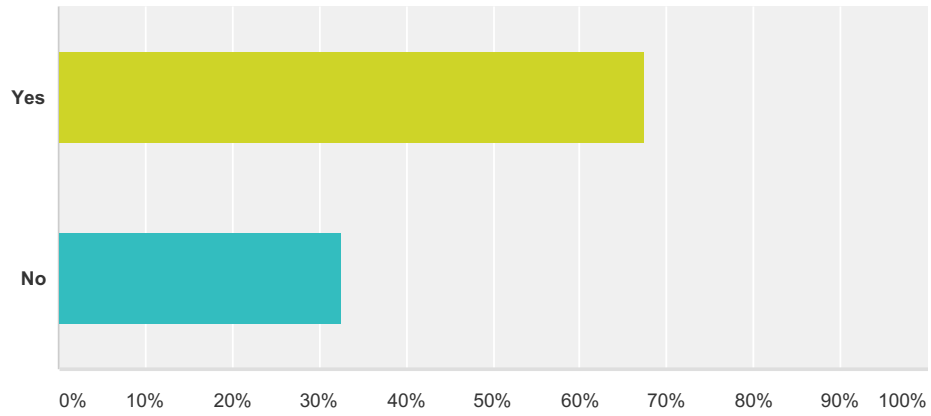
Answered: 49 Skipped: 0



| Answer Choices | Responses |
|----------------|-----------|
| Yes            | 71.43% 35 |
| No             | 28.57% 14 |
| <b>Total</b>   | <b>49</b> |

### Q10 Many commercial real estate firms provide both listing services and tenant representation services. Do you know that this can create a conflict of interest?

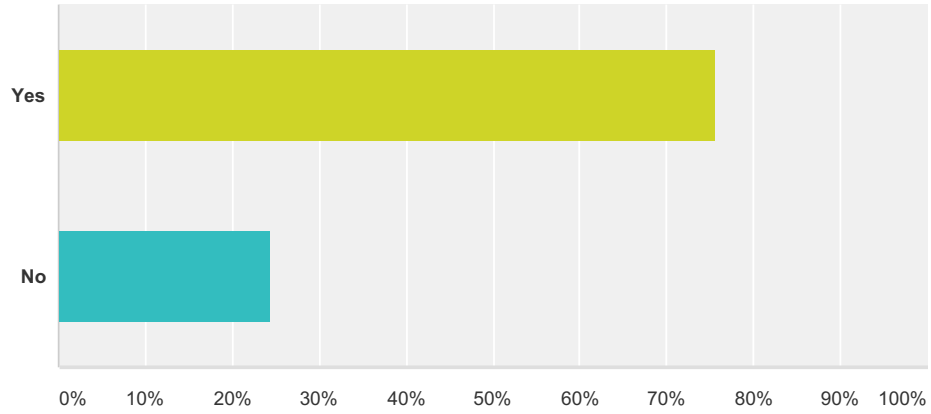
Answered: 49 Skipped: 0



| Answer Choices | Responses |
|----------------|-----------|
| Yes            | 67.35% 33 |
| No             | 32.65% 16 |
| <b>Total</b>   | <b>49</b> |

### Q11 Would you be more inclined to hire a firm that focuses solely on representing tenants?

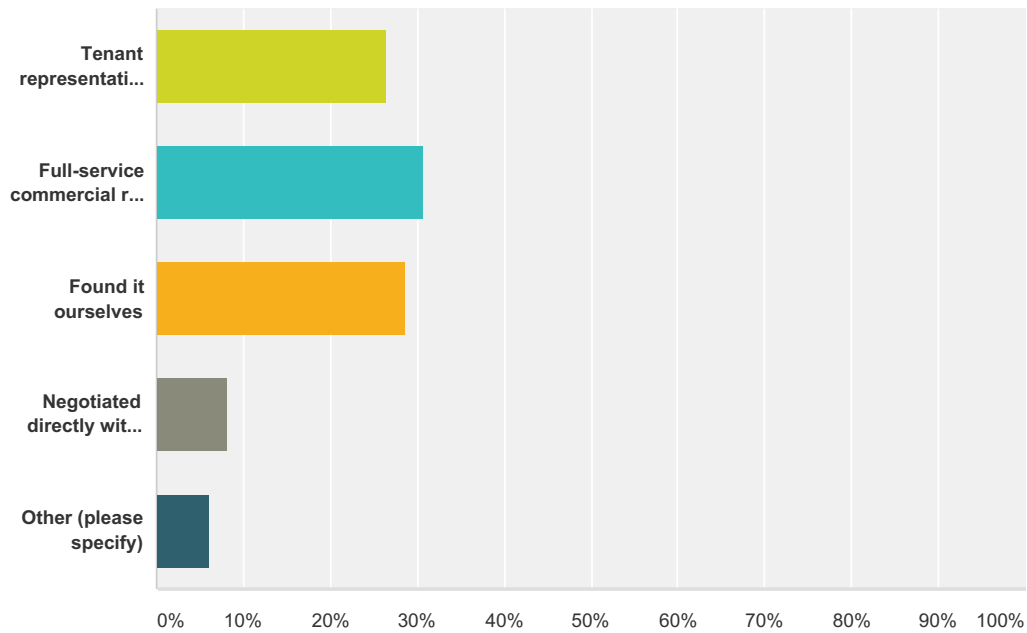
Answered: 49 Skipped: 0



| Answer Choices | Responses |           |
|----------------|-----------|-----------|
| Yes            | 75.51%    | 37        |
| No             | 24.49%    | 12        |
| <b>Total</b>   |           | <b>49</b> |

### Q12 Who assisted you in finding your last office space?

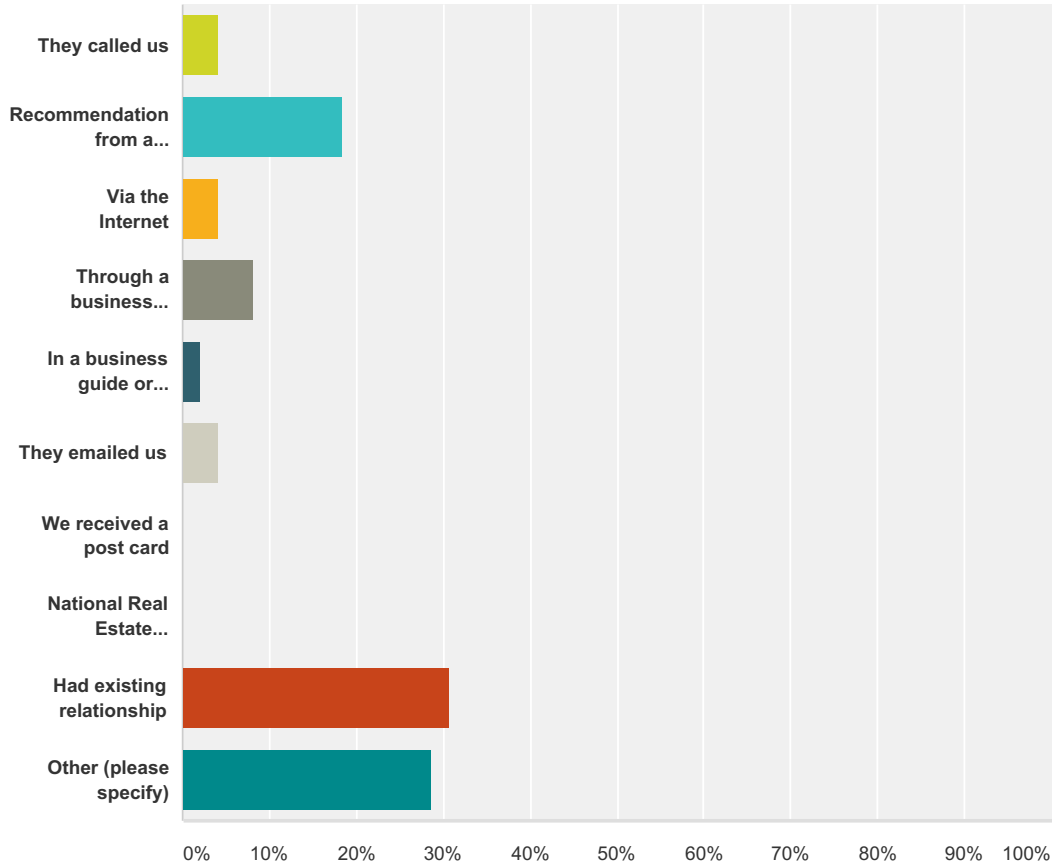
Answered: 49 Skipped: 0



| Answer Choices  | Responses |
|---|-----------|
| Tenant representation firm  | 26.53% 13 |
| Full-service commercial real estate firm (listing and tenant rep) | 30.61% 15 |
| Found it ourselves  | 28.57% 14 |
| Negotiated directly with landlord                                 | 8.16% 4   |
| Other (please specify)  | 6.12% 3   |
| <b>Total</b>  | <b>49</b> |

### Q13 If you used a broker to assist you in locating and leasing your last space, how did you first hear of that broker?

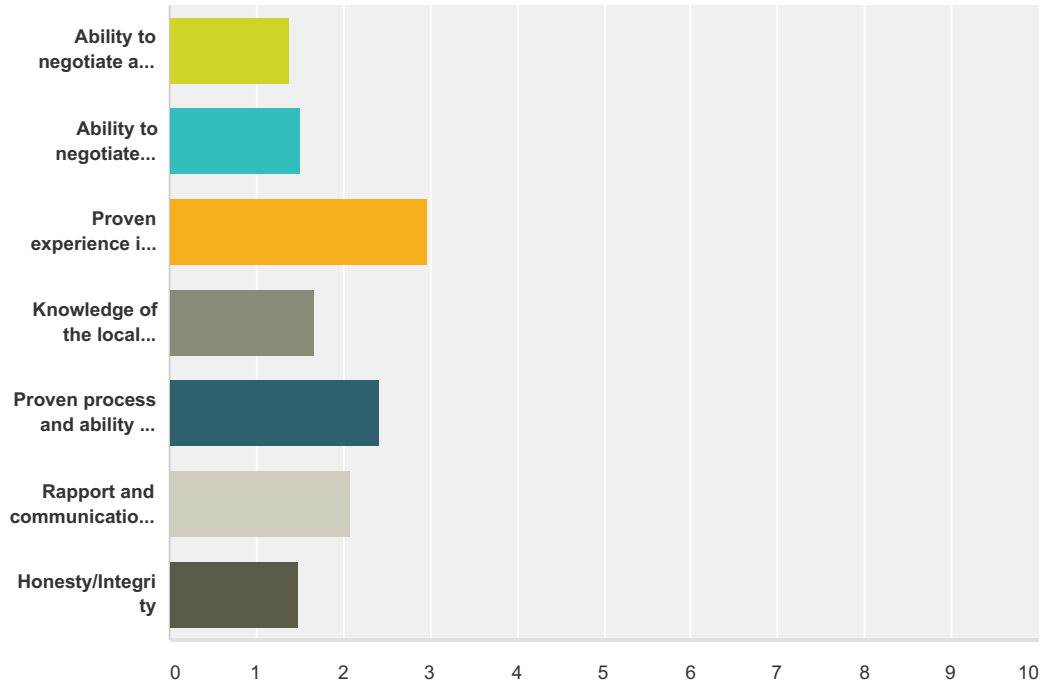
Answered: 49 Skipped: 0



| Answer Choices                   | Responses |
|----------------------------------|-----------|
| They called us                   | 4.08% 2   |
| Recommendation from a colleague  | 18.37% 9  |
| Via the Internet                 | 4.08% 2   |
| Through a business association   | 8.16% 4   |
| In a business guide or directory | 2.04% 1   |
| They emailed us                  | 4.08% 2   |
| We received a post card          | 0.00% 0   |
| National Real Estate Agreement   | 0.00% 0   |
| Had existing relationship        | 30.61% 15 |
| Other (please specify)           | 28.57% 14 |
| <b>Total</b>                     | <b>49</b> |

**Q14 Presume you were looking for a commercial real estate firm to assist you in finding a new space/location for your company. On a scale of 1 to 10 how important are each of the following criteria in doing your search (with 10 being most important and 1 the least important).**

Answered: 49 Skipped: 0

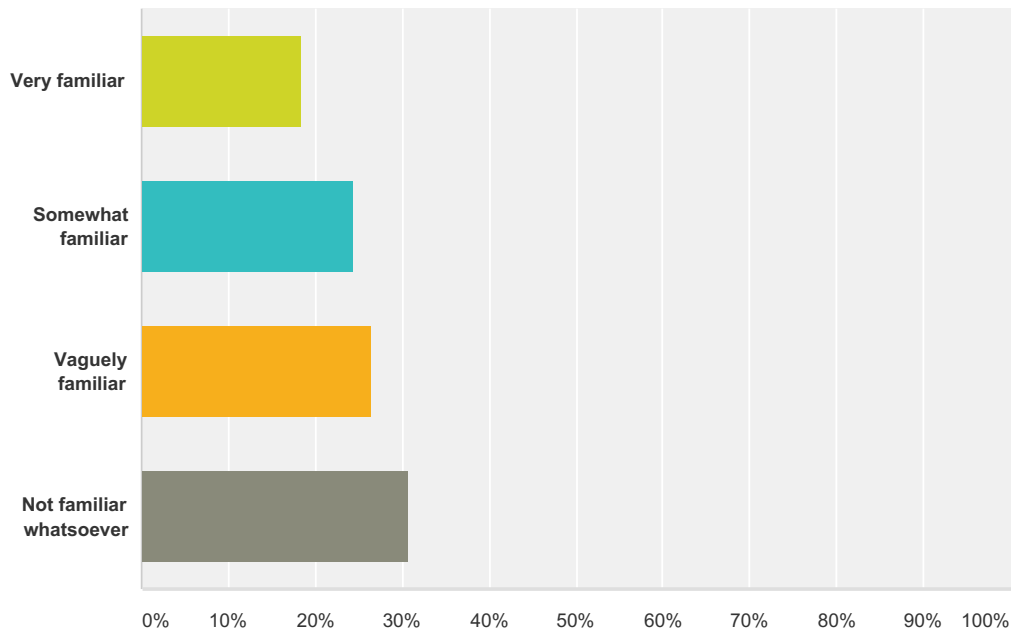


|  | 10 - Most Important | 9            | 8            | 7          | 6          | 5          | 4          | 3          | 2          | 1 - Least Important | Total | Weighted Average |
|--|---------------------|--------------|--------------|------------|------------|------------|------------|------------|------------|---------------------|-------|------------------|
| Ability to negotiate a favorable price   | 71.43%<br>35        | 22.45%<br>11 | 4.08%<br>2   | 2.04%<br>1 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0          | 49    | 1.37             |
| Ability to negotiate favorable terms, not including price (e.g., buildout incentives, amenities, etc.) | 61.22%<br>30        | 26.53%<br>13 | 12.24%<br>6  | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0          | 49    | 1.51             |
| Proven experience in your industry   | 34.69%<br>17        | 26.53%<br>13 | 10.20%<br>5  | 8.16%<br>4 | 4.08%<br>2 | 6.12%<br>3 | 4.08%<br>2 | 0.00%<br>0 | 2.04%<br>1 | 4.08%<br>2          | 49    | 2.96             |
| Knowledge of the local commercial real estate market   | 61.22%<br>30        | 22.45%<br>11 | 10.20%<br>5  | 2.04%<br>1 | 2.04%<br>1 | 2.04%<br>1 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0          | 49    | 1.67             |
| Proven process and ability to lead you through it  | 28.57%<br>14        | 34.69%<br>17 | 24.49%<br>12 | 6.12%<br>3 | 2.04%<br>1 | 0.00%<br>0 | 0.00%<br>0 | 2.04%<br>1 | 0.00%<br>0 | 2.04%<br>1          | 49    | 2.43             |
| Rapport and communication skills   | 32.65%<br>16        | 42.86%<br>21 | 14.29%<br>7  | 8.16%<br>4 | 0.00%<br>0 | 0.00%<br>0 | 2.04%<br>1 | 0.00%<br>0 | 0.00%<br>0 | 0.00%<br>0          | 49    | 2.08             |

|                   |                     |                    |                   |                   |                   |                   |                   |                   |                   |                   |    |      |
|-------------------|---------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----|------|
| Honesty/Integrity | <b>77.55%</b><br>38 | <b>12.24%</b><br>6 | <b>6.12%</b><br>3 | <b>2.04%</b><br>1 | <b>0.00%</b><br>0 | <b>0.00%</b><br>0 | <b>0.00%</b><br>0 | <b>0.00%</b><br>0 | <b>0.00%</b><br>0 | <b>2.04%</b><br>1 | 49 | 1.49 |
|-------------------|---------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----|------|

### Q15 Please indicate your level of familiarity with Rare Space?

Answered: 49 Skipped: 0

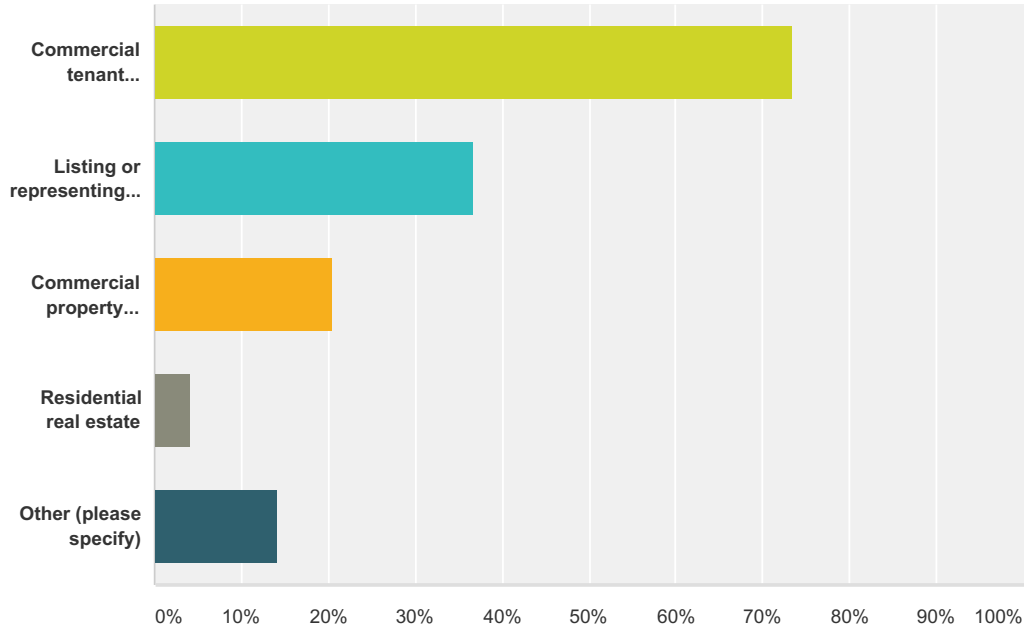


| Answer Choices          | Responses |
|-------------------------|-----------|
| Very familiar           | 18.37% 9  |
| Somewhat familiar       | 24.49% 12 |
| Vaguely familiar        | 26.53% 13 |
| Not familiar whatsoever | 30.61% 15 |
| <b>Total</b>            | <b>49</b> |



**Q16 To the best of your knowledge, indicate all the services you believe Rare Space provides. (Check all that apply)**

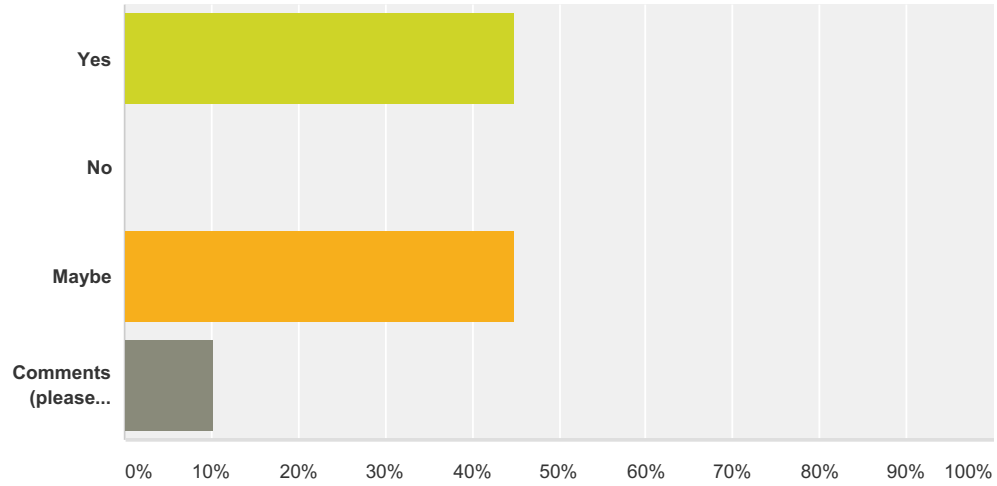
Answered: 49 Skipped: 0



| Answer Choices                           | Responses |
|--|-----------|
| Commercial tenant representation         | 73.47% 36 |
| Listing or representing commercial space | 36.73% 18 |
| Commercial property management           | 20.41% 10 |
| Residential real estate                  | 4.08% 2   |
| Other (please specify)                   | 14.29% 7  |
| <b>Total Respondents: 49</b>             |           |

### Q17 If you were to require the services of a commercial real estate firm would you consider hiring Rare Space to assist you?

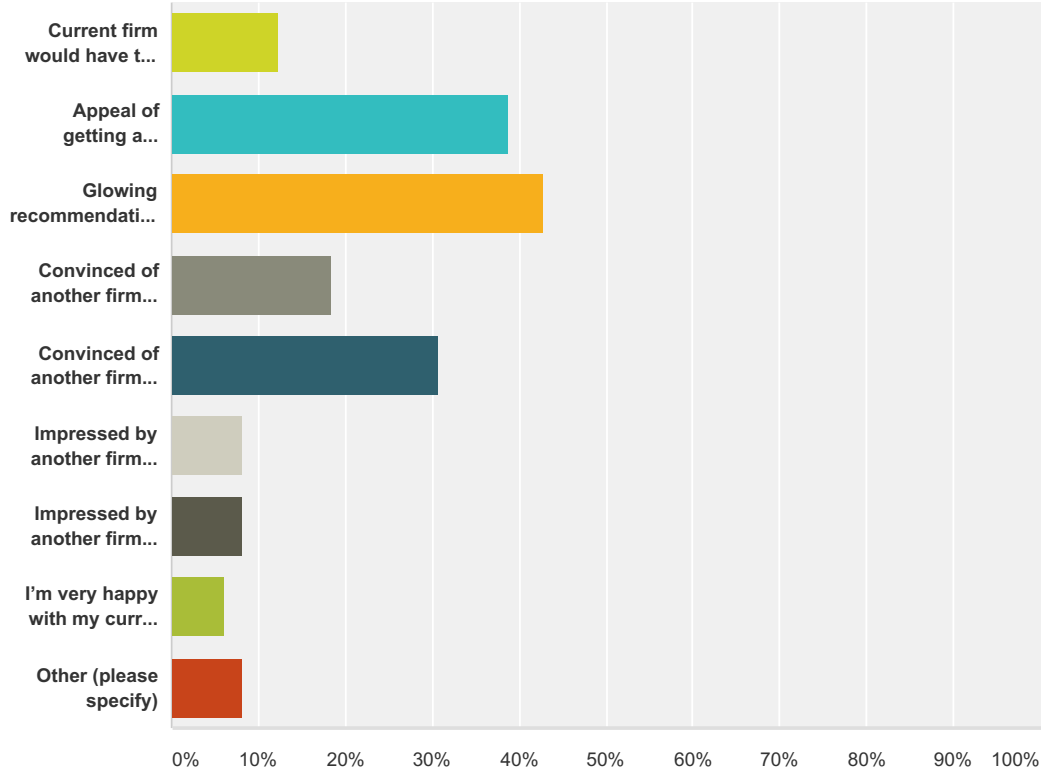
Answered: 49 Skipped: 0



| Answer Choices            | Responses |
|---------------------------|-----------|
| Yes                       | 44.90% 22 |
| No                        | 0.00% 0   |
| Maybe                     | 44.90% 22 |
| Comments (please specify) | 10.20% 5  |
| <b>Total</b>              | <b>49</b> |

### Q18 What would motivate you to hire a firm other than your current commercial real estate firm? (Check all that apply)

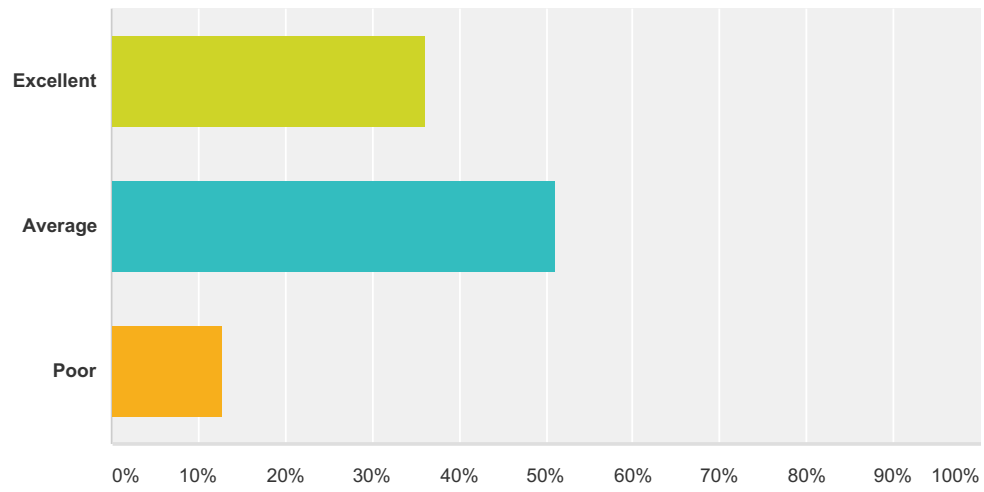
Answered: 49 Skipped: 0



| Answer Choices   | Responses |
|--|-----------|
| Current firm would have to make a blunder first                                  | 12.24% 6  |
| Appeal of getting a better deal  | 38.78% 19 |
| Glowing recommendation from someone I trust                                      | 42.86% 21 |
| Convinced of another firm's superior knowledge of my industry                    | 18.37% 9  |
| Convinced of another firm's superior knowledge of a particular geographic area   | 30.61% 15 |
| Impressed by another firm's experience conducting deals with particular building | 8.16% 4   |
| Impressed by another firm's persistence and willingness to stay in touch         | 8.16% 4   |
| I'm very happy with my current firm and would not consider another firm          | 6.12% 3   |
| Other (please specify)   | 8.16% 4   |
| <b>Total Respondents: 49</b>   |           |

### Q19 How would you rank your current Landlord?

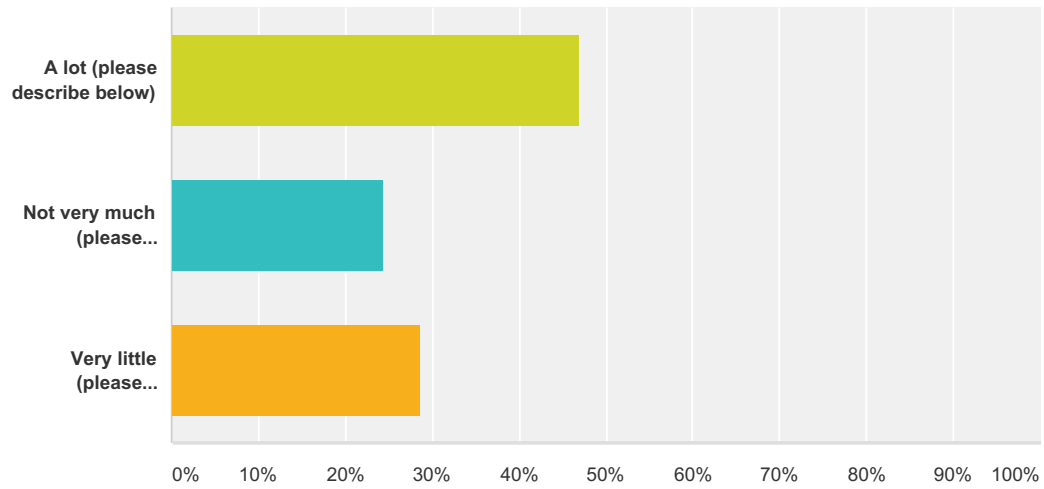
Answered: 47 Skipped: 2



| Answer Choices | Responses |
|----------------|-----------|
| Excellent      | 36.17% 17 |
| Average        | 51.06% 24 |
| Poor           | 12.77% 6  |
| <b>Total</b>   | <b>47</b> |

### Q20 In your last commercial real estate transaction, how much value did your Broker deliver during the process?

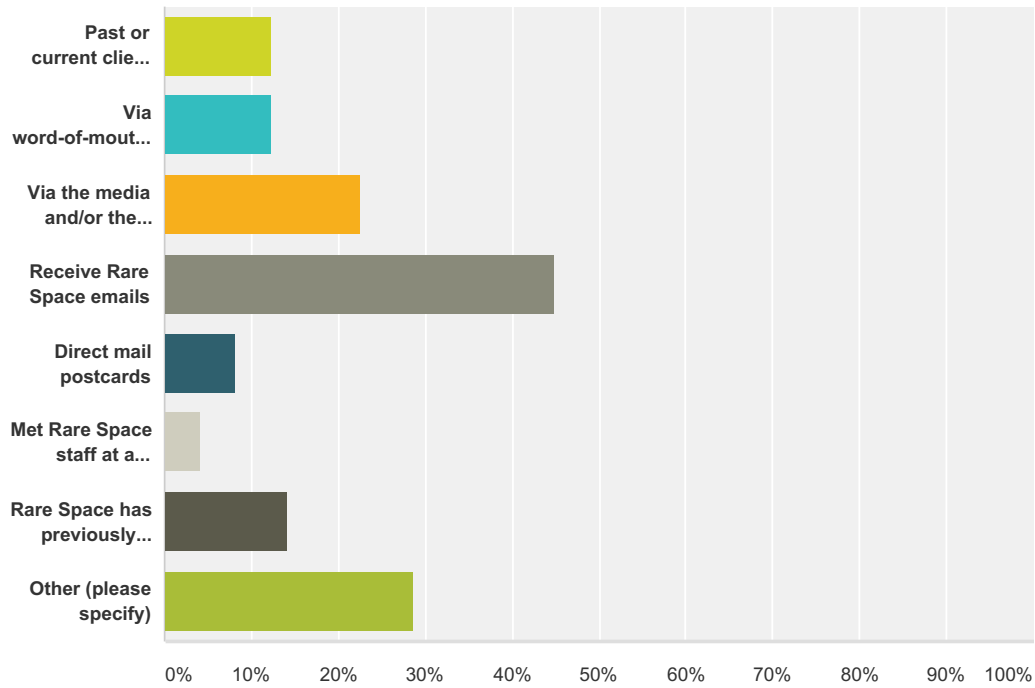
Answered: 49 Skipped: 0



| Answer Choices                        | Responses |
|---------------------------------------|-----------|
| A lot (please describe below)         | 46.94% 23 |
| Not very much (please describe below) | 24.49% 12 |
| Very little (please describe below)   | 28.57% 14 |
| <b>Total</b>                          | <b>49</b> |

### Q21 In what ways are you familiar with Rare Space? (Mark all that apply)

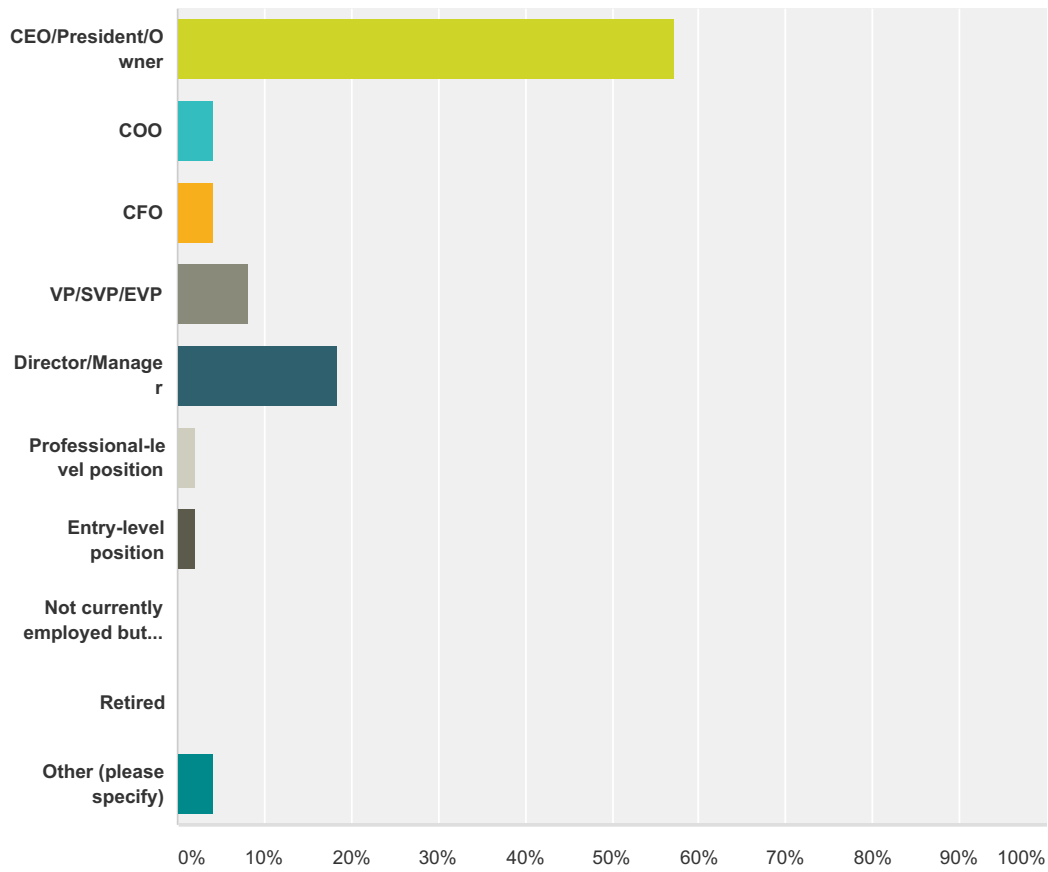
Answered: 49 Skipped: 0



| Answer Choices                                      | Responses |
|---|-----------|
| Past or current client of Rare Space                | 12.24% 6  |
| Via word-of-mouth from colleagues and friends       | 12.24% 6  |
| Via the media and/or the Internet                   | 22.45% 11 |
| Receive Rare Space emails                           | 44.90% 22 |
| Direct mail postcards                               | 8.16% 4   |
| Met Rare Space staff at a trade show or other event | 4.08% 2   |
| Rare Space has previously contacted me              | 14.29% 7  |
| Other (please specify)                              | 28.57% 14 |
| <b>Total Respondents: 49</b>                        |           |

### Q22 What best describes your current position? (Check one)

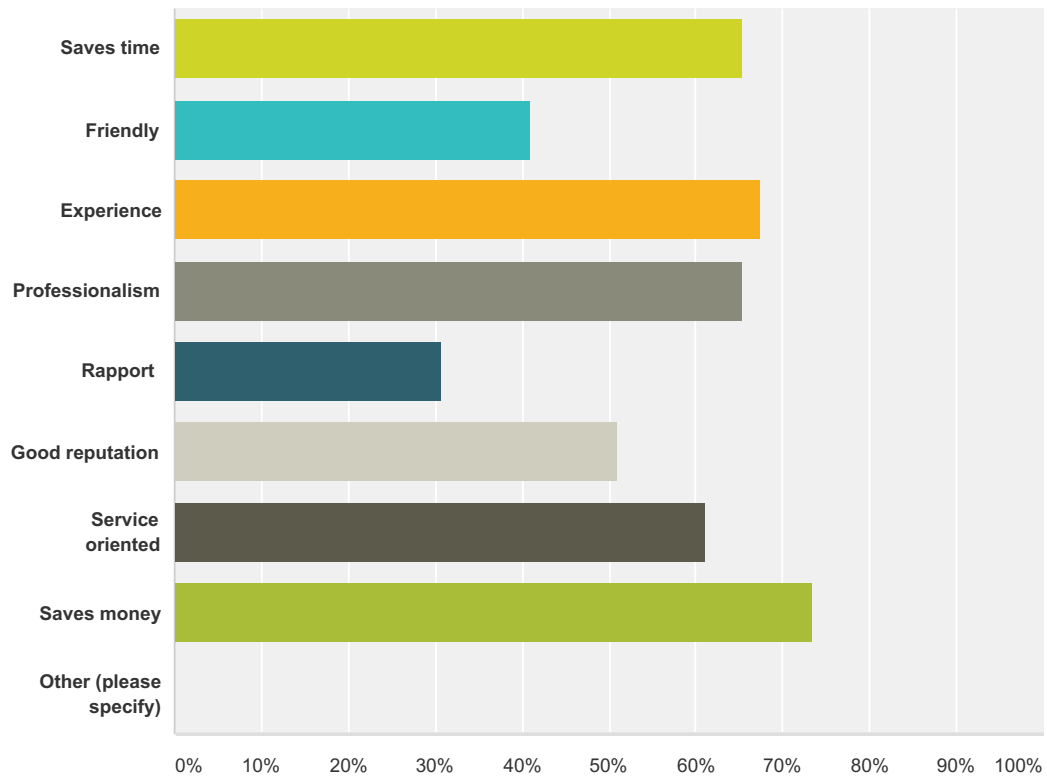
Answered: 49 Skipped: 0



| Answer Choices                         | Responses |           |
|--|-----------|-----------|
| CEO/President/Owner                    | 57.14%    | 28        |
| COO                                    | 4.08%     | 2         |
| CFO                                    | 4.08%     | 2         |
| VP/SVP/EVP                             | 8.16%     | 4         |
| Director/Manager                       | 18.37%    | 9         |
| Professional-level position            | 2.04%     | 1         |
| Entry-level position                   | 2.04%     | 1         |
| Not currently employed but not retired | 0.00%     | 0         |
| Retired                                | 0.00%     | 0         |
| Other (please specify)                 | 4.08%     | 2         |
| <b>Total</b>                           |           | <b>49</b> |

### Q23 What qualities do you look for in commercial real estate firm?

Answered: 49 Skipped: 0



| Answer Choices               | Responses |
|------------------------------|-----------|
| Saves time                   | 65.31% 32 |
| Friendly                     | 40.82% 20 |
| Experience                   | 67.35% 33 |
| Professionalism              | 65.31% 32 |
| Rapport                      | 30.61% 15 |
| Good reputation              | 51.02% 25 |
| Service oriented             | 61.22% 30 |
| Saves money                  | 73.47% 36 |
| Other (please specify)       | 0.00% 0   |
| <b>Total Respondents: 49</b> |           |



**Q24 Please enter your name and phone number below:**

Answered: 49 Skipped: 0