



### Tenant Representation/Advisory Services

## LYNCH GILARDI & GRUMMER

475 Sansome Street, 18th Floor, San Francisco



LYNCH, GILARDI  
& GRUMMER  
*A Professional Corporation*



### PROJECT DIRECTOR

**Mark Hutchinson**

### SITUATION

- 10,000 square foot Tenant occupying 30,000 square feet in North Waterfront
- Overheated market / over inflated rental rates
- Rapidly approaching Lease expiration date
- Construction cost increases compounding with high rental rates create need for “built-out” premises

### ACTION

- Aggressive “pro-active” market research
- Submitted multiple offers to various attractive alternatives
- Created a competitive proposal environment resulting in;
  - Landlord’s discounted prices and offering significant tenant improvement dollars to attract Tenant

### RESULT

- Relocated office to new CBD class A, San Francisco building.
- Landlord discounted rent \$13.00 per square foot annually from original proposal
- Received \$5.00 per square foot Tenant improvement allowance over original proposal
- Achieved lowest effective rent in class A building in CBD in past year

