

TENANT LEASE DECISION REPORT

Renewal, Relocation Economics, Risk and Negotiation Strategy

Regional Professional Services Tenant | 15,200 Square Feet | Suburban New Jersey

CLIENT SCENARIO

Renewal vs. relocation review entering final year of lease

BUILDING

Bridgeview Corporate Center | Class B+ Suburban Office

ALTERNATIVES TESTED

Renew in Place | Harbor Commons Plaza | Meridian Executive Park

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This report is an illustrative sample demonstrating GERE Advisors' advisory methodology, analytical framework, and deliverable quality. All property names, tenant details, and financial figures are representative.

PURPOSE OF THE ASSIGNMENT

Purpose of the Assignment

To determine whether the tenant should renew in place, relocate to a competing building, resize its footprint, or preserve optionality while improving cost, workplace quality, flexibility, and negotiating leverage. The report measures economics, execution risk, lease risk, and decision timing rather than headline rent alone.

Illustrative sample only. Property names, tenant details, concession packages, and economics are representative and are not tied to a live client engagement. This report constitutes commercial real estate advisory work and does not constitute legal advice.

EXECUTIVE SUMMARY

Executive Summary

DECISION VIEW

Three paths were tested in detail: renewal in place, relocation to Harbor Commons Plaza, and relocation to Meridian Executive Park. The analysis also considered adjacent strategies tenants often overlook: renovation, assignment, sublease, short extension, and deferment.

The tenant occupies approximately 15,200 square feet and is entering the final year of its lease. The existing building remains serviceable, but several operating realities now justify a disciplined market review: dated common areas, uneven HVAC performance, parking and arrival friction, and a plan that no longer reflects current attendance patterns or client-facing expectations.

GERE would advise the tenant to run a dual-track process. Renewal remains viable, but only if the landlord funds a meaningful refresh, resets key economic protections, improves operating accountability, and documents parking and access commitments. Meridian Executive Park should remain active as the credible relocation alternative. Harbor Commons Plaza is valuable market evidence and a useful quality benchmark, but the cost premium is likely higher than this tenant needs to pay.

<p>PREFERRED POSTURE</p> <h3>Dual Track</h3> <p>Negotiate renewal from evidence, not inertia, while keeping one real relocation alternative live</p>	<p>BEST COST RESULT</p> <h3>Renewal</h3> <p>Lowest deal economics only if the landlord funds the refresh and fixes operating commitments</p>	<p>BEST LEVERAGE</p> <h3>Meridian</h3> <p>Balanced cost and quality make this the most credible move alternative</p>
<p>HIGHEST QUALITY</p> <h3>Harbor</h3> <p>Strongest image and amenities, but the premium is difficult to justify for this tenant profile</p>	<p>TIMING RISK</p> <h3>High</h3> <p>Leverage declines quickly once the tenant can no longer credibly relocate</p>	<p>CORE DECISION</p> <h3>Invest or Move</h3> <p>The question is whether the current landlord will invest enough to justify staying</p>

OPTION COMPARISON AT A GLANCE

Option	Indicative Economics	Advisory View
Renew in Place	Lowest near-term cash cost. Deal net effective rent: \$29.70/SF.	Economically efficient, but only if the landlord funds meaningful improvements and documents service commitments.
Harbor Commons Plaza	Highest face rent and strongest image. Deal net effective rent: \$31.90/SF.	Best building quality and recruiting story, but the premium may exceed the tenant need.
Meridian Executive Park	Balanced economics and quality. Deal net effective rent: \$30.80/SF.	Best all-around alternative. Creates real leverage and remains a credible move if renewal terms fall short.

DECISION ARCHITECTURE

Decision Architecture

TENANT DECISION MAP

A lease expiration creates several possible paths, each with different economics, risk, timing, and leverage. The value of the advisory process is to identify which paths are real, which are useful leverage, and which should be eliminated early.

Strategic Path	What It Means	When It Works	Primary Risk	GERE View
Renew	Stay in place and negotiate a better lease package.	The location still works and the landlord will fund the refresh.	Tenant accepts old problems for another full term.	Preferred only with documented landlord commitments.
Renovate	Stay but materially improve the premises.	Building location is strong but the suite is dated.	Capital cost and disruption become tenant burden.	Works only if landlord contribution is meaningful.
Relocate	Move to a competing building with better quality or economics.	Alternatives are credible and timing allows execution.	Move cost, fit-out risk, and business disruption.	Meridian is the best live alternative.
Resize	Reduce or reshape the footprint around current attendance.	Hybrid work and efficiency support a smaller suite.	Tenant underestimates growth or meeting room demand.	Should be tested through space planning.
Assignment / Sublease	Capture an existing buildout or remaining term.	A high-quality plug-in suite fits with limited work.	Consent, term control, and restoration obligations.	Valuable if control can be extended.
Short Extension	Preserve time while testing the market.	Internal planning is incomplete or market is thin.	The tenant signals indecision and loses leverage.	Use only with a defined timetable.
Defer	Do nothing until closer to expiration.	Rarely advisable unless tenant has unusual leverage.	Landlord controls urgency as expiration approaches.	Not recommended.

Renew or Move Decision Rule

A tenant should renew when staying is both economically efficient and operationally improved. A tenant should move when the existing landlord will not provide enough investment, control, or service accountability to justify another term. The decision is not based on rent alone. It is based on total cost, execution burden, workplace fit, and the tenant's ability to preserve leverage until the document is signed.

EXISTING CONDITION

Existing Condition

ASSESSMENT OF CURRENT PREMISES

The current premises are functional, but the building and suite now carry enough friction to justify a market test. None of the issues alone forces a relocation. Together, they weaken the case for a passive renewal unless the landlord is prepared to reinvest.

Issue	Observed Condition	Advisory Significance	Required Response
Common Areas	Lobby and corridor finishes read as dated relative to competing buildings.	Affects client impression and weakens the case for a long commitment.	Define scope, schedule, and landlord funding before renewal.
HVAC Performance	Comfort complaints recur in perimeter offices and the main conference room during seasonal swings.	Persistent enough to undermine user satisfaction and executive confidence.	Require system review, response standard, and escalation protocol.
Parking and Access	Morning access bottlenecks and visitor wayfinding are less efficient than in newer projects.	Creates weekly friction for staff, clients, and guests.	Document peak-period plan and visitor management commitments.
Space Efficiency	The plan carries more enclosed offices than the firm needs and too little collaboration space.	Supports either a refresh in place or a modest resize through relocation.	Complete space program before agreeing to term or TI.
Image and Recruiting	The current suite does not fully support a five-day office expectation or client-facing presentation.	The real estate decision affects culture, recruiting, and leadership credibility.	Compare physical experience, not just rent.

Advisory Implication: Renewal can remain the lowest cost answer, but only if the landlord improves the experience the tenant is buying. A low rent number that extends the same friction points is not a strategic win. It is a deferral of a business problem into the next lease term.

WORKPLACE FIT

Workplace Fit

SPACE UTILIZATION AND BUSINESS REQUIREMENTS

The lease decision should start with how the business uses space. The current plan was signed before current attendance patterns settled. The next commitment should support headcount, client interaction, collaboration, and future flexibility.

Planning Issue	Current Condition	Future Requirement	Advisory Implication
Headcount	Stable professional services team with moderate growth expectation.	Plan for current staff plus selective growth.	Avoid both excess footprint and an undersized renewal.
Attendance Pattern	Higher in-office expectation with leadership focused on consistent presence.	Suite must support a credible five-day office culture.	Workplace quality has strategic value.
Private Offices	More enclosed offices than current work patterns require.	Retain leadership and client need; reduce low-use offices.	Refresh can unlock efficiency without sacrificing status needs.
Conference Rooms	Current meeting space is under-scaled for client and internal demand.	More varied meeting rooms, including one boardroom-quality room.	Meeting demand may matter more than workstation count.
Collaboration Areas	Limited informal gathering and project space.	More flexible collaboration and team rooms.	A simple renewal without replan will not solve the issue.
Reception and Arrival	Serviceable but not strong as a client first impression.	Professional arrival sequence aligned with firm image.	Common area and suite experience must be judged together.
Growth Capacity	Current footprint provides capacity but not optimal usability.	Maintain optionality through rights, options, or adjacent space.	Flexibility should be negotiated, not assumed.

<p>CURRENT FOOTPRINT</p> <h2>15,200 SF</h2> <p>Existing premises carry room for growth but need a better functional mix</p>	<p>TESTED FOOTPRINT</p> <h2>15,000 SF</h2> <p>Relocation alternatives assume modest rightsizing without a major headcount reduction</p>	<p>PLANNING PRIORITY</p> <h2>Meetings</h2> <p>Client rooms, team rooms, and arrival experience drive value beyond seat count</p>
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MARKET PROOF

Market Proof

MARKET EVIDENCE AND LEVERAGE INDICATORS

The market evidence section translates alternatives into leverage. A tenant gains negotiating strength when the landlord understands that the tenant has credible choices, credible timing, and a credible economic basis for rejecting a weak renewal package.

Building	RSF	Asking Rent	Concession Package	Parking	Advisory Note
Current Building (Renewal)	15,200	\$30.25 FS	\$20/SF TI 5 months free	Adequate but constrained	Lowest cost path. Requires landlord commitment on quality and service.
Harbor Commons Plaza	15,000	\$34.50 FS	\$55/SF TI 8 months free	Strongest ratio	Best image and amenity package. Premium economics.
Meridian Executive Park	15,000	\$32.75 FS	\$45/SF TI 7 months free	Good ratio	Most balanced alternative. Credible relocation option.

Evidence Item	What It Tells the Tenant	Current Finding	Negotiation Use
Lease Comps	Whether rent and concessions are market.	Competing buildings are funding larger TI and free rent packages.	Use to push beyond a passive renewal package.
Available Blocks	Whether relocation is credible.	Two realistic alternatives identified at similar size.	Keep at least one live alternative until renewal is papered.
Building Quality	Whether premium economics are justified.	Harbor leads on image; Meridian balances quality and cost.	Separate quality benchmark from likely final choice.
Landlord Motivation	Whether retention pressure exists.	Current landlord should prefer retention if terms remain reasonable.	Use continuity value as leverage, not as a reason to concede.
Concession Range	Whether tenant is leaving value unclaimed.	Renewal offer appears light relative to competing alternatives.	Request market-level TI and free rent as standard economics.
Execution Timing	Whether the tenant can still move.	Tenant remains early enough to preserve a credible move path.	Do not let timing drift before commitment is documented.

OPTIONS TESTED

Options Tested

RENEWAL AND RELOCATION ALTERNATIVES

Each option was tested for cost, operational disruption, workplace value, flexibility, and ability to create negotiating leverage. The weighted scorecard translates qualitative factors into a single comparative measure.

Option	What Works	What Does Not	When to Choose It
Renew in Place	Lowest cash disruption, least business interruption, and best short-term budget outcome.	Building quality lags better alternatives and the current layout needs rethinking.	Choose renewal when the landlord proves it values retention and is prepared to invest accordingly.
Harbor Commons Plaza	Best building identity, strongest amenity package, and cleanest client-facing experience.	Economic premium is meaningful and may exceed what the tenant actually needs.	Choose Harbor when brand projection and executive environment clearly outweigh the cost premium.
Meridian Executive Park	Good quality, reasonable economics, efficient footprint, and credible relocation leverage.	Still requires move execution and short-term disruption.	Choose Meridian if the current landlord will not meet practical economic and service targets.

WEIGHTED SCORECARD

Score basis: GERE Advisors qualitative judgment on a 1-10 scale, 10 strongest. Weights: Workplace Quality 20%; Employee Experience 15%; Business Disruption 20%; Flexibility 15%; Economic Efficiency 30%.

Criterion	Weight	Renew	Harbor	Meridian	Comment
Workplace Quality	20%	6	9	8	Harbor leads on image and finish quality.
Employee Experience	15%	6	8	8	Parking, arrival, and amenity package favor competing buildings.
Business Disruption	20%	9	5	6	Renewal avoids move complexity and near-term operational risk.
Flexibility	15%	6	7	8	Meridian provides the cleanest balance of size and future options.
Economic Efficiency	30%	9	6	8	Renewal remains lowest cost only if concession targets are met.
Weighted Score	100%	7.5	6.8	7.6	Meridian is the best-balanced alternative.

ECONOMIC ANALYSIS

Economic Analysis

LEASE ECONOMICS AND TOTAL OCCUPANCY COST

Net effective rent is useful, but it is not enough. A tenant decision report should also capture total occupancy cost, one-time execution costs, operating exposure, parking, concession value, and the timing of cash flows.

Option	RSF	Base Rent (7 Yr)	Concession Value	Other Cash Costs	Total Cash Cost	Net Present Cost	All-In Cost/SF
Renew in Place	15,200	\$3,523,200	\$495,583	\$547,200	\$3,574,817	\$2,546,710	\$33.60
Harbor Commons	15,000	\$3,965,324	\$1,170,000	\$855,000	\$3,650,324	\$2,552,479	\$34.76
Meridian Exec. Park	15,000	\$3,764,185	\$961,563	\$682,500	\$3,485,122	\$2,449,291	\$33.19

Economic Measure	Renew	Harbor	Meridian	Advisory Interpretation
Deal NER (per SF)	\$29.70	\$31.90	\$30.80	Renewal appears cheapest on deal economics alone.
Total Cash Cost	\$3.57M	\$3.65M	\$3.49M	Meridian improves after one-time and operating costs are included.
Net Present Cost	\$2.55M	\$2.55M	\$2.45M	Meridian is the lowest discounted cost result after timing and execution costs.
Execution Exposure	\$95K + operating	\$540K + parking	\$420K + modest parking	A low rent answer can lose value if hidden costs are not controlled.

Economic Conclusion: Renewal remains competitive, but only if the landlord improves the proposal. Meridian becomes the more persuasive alternative when total occupancy cost, landlord concession value, execution burden, and future control are reviewed together. Harbor is the strongest quality benchmark, but not the most efficient solution for this tenant profile.

ECONOMIC COMPARISON

Economic Comparison

THREE OPTIONS | THREE METRICS

The charts below translate the economic table into a direct visual comparison across all three paths. Each metric group is sorted to show which option delivers the lowest cost on that measure. Navy = Renewal; Forest green = Meridian; Brass = Harbor.

OPTION	COMPARATIVE COST	AMOUNT
Total Cash Cost (7-Year Term)		
<i>Includes base rent, free rent credit, TI value, operating exposure, parking, and one-time execution costs</i>		
Renew in Place		\$3.57M
Meridian Executive Park		\$3.49M
Harbor Commons Plaza		\$3.65M
Net Present Cost (8% Discount Rate)		
<i>Cash flows discounted at 8%; TI treated as commencement offset; execution costs treated at commencement</i>		
Renew in Place		\$2.55M
Meridian Executive Park		\$2.45M
Harbor Commons Plaza		\$2.55M
All-In Occupancy Cost per SF		
<i>Total cash cost divided by RSF and term; accounts for size differential between renewal (15,200 SF) and relocation options (15,000 SF)</i>		
Renew in Place		\$33.60
Meridian Executive Park		\$33.19
Harbor Commons Plaza		\$34.76

Source: GERE Advisors financial model. Figures are illustrative. See Appendix for full assumption disclosure.

LEASE ECONOMICS SENSITIVITY

Lease Economics Sensitivity

RENEWAL NEGOTIATION | VALUE LEVERS RANKED BY IMPACT

Not all negotiation variables carry equal weight. The chart below ranks the lease terms and structural factors that have the greatest influence on total occupancy cost for the renewal scenario. Green bars indicate variables where improvement reduces tenant cost. Red bars indicate factors that increase cost if not controlled. Dollar figures represent estimated impact on net present cost from a one-unit change in the relevant variable.

NEGOTIATION VARIABLE	IMPACT ON RENEWAL OCCUPANCY COST (lower = better for tenant)	IMPACT
■ Reduces cost (tenant benefit) ■ Increases cost (tenant risk)		
TI Allowance (+\$10/SF)		\$114,000
Base Rent (-\$1.00/SF, all 7 yrs)		\$105,000
Lease Term (+1 Year)		+\$88,000
Free Rent Duration (+2 months)		\$86,000
Exp. Stop Reset (to current year)		\$72,000
Parking Cost (+\$50/space/mo)		+\$64,000
Move / Execution Cost		+\$52,000
Discount Rate (+1%)		\$38,000

Sensitivity Note: Figures are illustrative estimates based on deal assumptions in this report. TI allowance, base rent, and free rent represent the top three value levers and collectively account for the majority of achievable value in the renewal negotiation. Scope: renewal scenario only.

RISK REVIEW

Risk Review

LEASE RISK MATRIX

The lease risk matrix is designed for executive use. It does not replace legal review. It identifies the business and economic issues that should be resolved before counsel is asked to spend time on drafting language.

Issue	Risk Type	Priority	Value at Stake	Negotiation Position
Expense stop not reset	Economic	HIGH	High	MUST FIX. Reset to current year or current expense level at renewal.
TI allowance below market	Economic	HIGH	High	MUST FIX. Tenant should not fund improvement value that remains with the building.
Free rent below market	Economic	MEDIUM	Medium	PUSH. Request market-level value and prioritize front-loaded benefit.
No HVAC service commitment	Operational	HIGH	Medium	MUST FIX. Convert recurring complaints into measurable service obligations.
Common area refresh undefined	Operational / Image	HIGH	Medium	MUST FIX. Define schedule, scope, and remedies.
Parking and access unresolved	Operational	MEDIUM	Medium	PUSH. Require visitor management and peak-period plan.
Weak renewal option	Flexibility	MEDIUM	Medium	PUSH. Option should have workable notice and objective rent reset mechanism.
Assignment rights too restrictive	Flexibility	MEDIUM	Medium	PUSH. Preserve business sale and affiliate transfer flexibility.
Restoration obligation too broad	Exit Risk	MEDIUM	Medium	PUSH. Limit to tenant-specific alterations; require notice at approval.
Audit rights absent or weak	Economic Control	MEDIUM	Low-Medium	PUSH. Add review rights with practical timing.

The highest-value issues are not obscure legal points. They are practical business risks: expense exposure, underfunded improvements, undefined service commitments, and loss of flexibility. These should be converted into negotiation priorities before lease drafting begins.

TIMING AND LEVERAGE

Timing and Leverage

LEVERAGE CALENDAR

Tenant leverage is timing-driven. The lease expiration date is not the real deadline. The real deadline is the date on which the landlord concludes the tenant no longer has a credible ability to leave.

Months Before Expiration	Tenant Action	Leverage Position	Risk If Missed
18 Months	Define business needs, planning assumptions, and decision criteria.	Strongest	Tenant starts with rent only and misses operating issues.
15 Months	Test market quietly and identify credible alternatives.	Strong	Landlord assumes renewal is likely.
12 Months	Tour alternatives, request proposals, and confirm space planning fit.	Strong	Move path becomes theoretical rather than real.
9 Months	Compare renewal, relocation, resizing, and total occupancy cost.	Still credible	Tenant negotiates without evidence.
6 Months	Negotiate lease documents, TI scope, schedule, and service commitments.	Declining	Landlord senses time pressure and resists key terms.
3 Months	Execute only if terms are settled and obligations are documented.	Weak	Tenant is likely trapped unless renewal is simple.
Expiration	Holdover, rushed renewal, or operational disruption.	Very weak	Landlord controls urgency and price.

<p>BEST LEVERAGE WINDOW</p> <h2>15-9 Mo.</h2> <p>The tenant can still tour, price, test fit, negotiate, and credibly move</p>	<p>DANGER ZONE</p> <h2>6 Months</h2> <p>Leverage declines unless a relocation alternative is already active</p>	<p>DECISION FAILURE</p> <h2>3 Months</h2> <p>The tenant may still have choices on paper, but not in execution</p>
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NEGOTIATION STRATEGY

Negotiation Strategy

WHAT TO ASK, TRADE, AND PROTECT

The tenant should not approach renewal as a passive extension. The correct posture is disciplined and evidence-based. Competing spaces establish that the market will fund better quality, stronger concessions, and a more efficient plan.

Ask First	Why It Matters	Likely Landlord Response	Trade Position	Do Not Concede
Reset expense stop	Avoids immediate hidden overage from an old base year.	Landlord may resist because the old stop is favorable to ownership.	Trade term length only if value is clear.	Do not accept stale base year economics.
Increase TI allowance	The space requires refresh and improvement value remains with the building.	Landlord may offer a rent discount instead.	Accept rent credit only if dollar value is equivalent.	Do not self-fund landlord asset value.
Add free rent	Market alternatives show stronger concession packages.	Landlord may back-load the benefit.	Push front-loaded value tied to disruption and refresh timing.	Do not accept cosmetic concessions only.
Define HVAC standard	Recurring comfort complaints are an operating risk.	Landlord may offer general assurances.	Accept service protocol, response timing, and escalation path.	Do not rely on verbal promises.
Document common area refresh	Image and arrival experience are part of what tenant buys.	Landlord may avoid dates or scope.	Accept phased schedule if milestones are clear.	Do not accept vague future improvement language.
Add flexibility right	Business needs may change after year five.	Landlord may limit expansion or contraction rights.	Accept notice conditions if the right is usable.	Do not accept rights that cannot be exercised in practice.
Preserve move alternative	A live backup option keeps pressure on the renewal negotiation.	Current landlord may improve terms once risk is real.	Keep Meridian active until renewal documents are signed.	Do not release the backup too early.

Recommended Sequence

- Issue a focused renewal counter with economics, operating commitments, and schedule requirements.
- Keep Meridian pricing, plan review, and timing active until renewal documents are signed.
- Use Harbor as quality evidence rather than the expected final choice.
- Involve counsel after business terms are resolved.
- Do not sign until landlord obligations are written with dates, scope, and remedies.

FINAL RECOMMENDATION

Final Recommendation

FINAL ADVISORY VIEW

On the facts tested here, the tenant should pursue renewal first, but only with a materially improved package and clearly documented operating commitments.

The renewal path is attractive because it minimizes disruption and can preserve the lowest deal economics. It is not attractive if it simply extends the existing building issues into another full term.

Meridian Executive Park should remain active as the most credible relocation alternative. It combines a better workplace experience with economics that remain within reach and provides the leverage necessary to force the current landlord to improve the renewal proposal.

Harbor Commons Plaza should remain useful as a quality benchmark and negotiation reference, but the cost premium is likely higher than this tenant needs to pay.

The key decision is not stay or move in the abstract. It is whether the current landlord will invest enough to justify staying. If the landlord meets the economic, service, and timing requirements, renewal is defensible. If not, Meridian becomes the cleaner business decision.

<p>RECOMMENDATION</p> <h3>Renew First</h3> <p>Proceed only if landlord improves economics and documents the operating package</p>	<p>BACKUP OPTION</p> <h3>Meridian</h3> <p>Keep active through final lease documentation</p>	<p>DECLINE AS FINAL CHOICE</p> <h3>Harbor</h3> <p>Use for market evidence unless image premium is clearly worth the higher cost</p>
<p>CRITICAL PROTECTION</p> <h3>Timing</h3> <p>Do not allow the process to drift into the six-month danger zone</p>	<p>HIGHEST-VALUE ASK</p> <h3>Expense Stop</h3> <p>Reset the base year or the tenant inherits old cost growth on day one</p>	<p>CORE MESSAGE</p> <h3>Control Leverage</h3> <p>The tenant wins by preserving choice until the landlord's commitments are written</p>

A tenant does not always need the cheapest rent. It needs the right structure, in the right building, with the right operating commitments, signed at the right moment. The purpose of this report is to convert a lease expiration into a controlled business decision.

APPENDIX

Appendix

ILLUSTRATIVE ASSUMPTIONS AND LIMITATIONS

This report is an illustrative sample prepared to demonstrate advisory approach, report structure, and analytical style. All property names, tenant details, and economics are representative rather than tied to a live assignment.

Input	Illustrative Assumption
Lease Term	Seven years for each option.
Annual Rent Growth	3% annual escalation for cost modeling.
Discount Rate	8% for illustrative net present cost analysis.
Renewal RSF	15,200 square feet.
Relocation RSF	15,000 square feet.
Cost Model	Base rent, free rent, TI value, operating exposure, parking, and one-time execution costs included.
Excluded Items	Tax impact, accounting treatment, business revenue impact, and legal cost were not modeled.
NPV Method	Cash flows discounted at 8%. TI allowances treated as commencement offsets. Move costs treated at commencement. Free rent treated as first-year rent reduction. Parking and operating exposure annualized over the term.
Deal NER Note	Deal NER figures are presented on a deal-convention basis. Standard NER (total base minus all concessions, divided by RSF and term) produces lower figures: Renew \$28.46/SF, Harbor \$26.62/SF, Meridian \$26.69/SF. Advisory conclusion unchanged under either convention.

Sample Deliverables in a Live Engagement

Workstream	Typical Output
Market Test	Availability survey, competitive options, proposal comparison, and landlord motivation read.
Financial Analysis	Net effective rent, total occupancy cost, net present cost, concession value, and sensitivity analysis.
Workplace Review	Space program, headcount assumptions, meeting room needs, arrival experience, and growth capacity.
Lease Risk Review	Commercial risk matrix for economics, operations, flexibility, restoration, assignment, guaranty, and exit obligations.
Negotiation Support	Ask list, trade list, fallback position, counsel issue list, and execution calendar.

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DISCLAIMER

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Market benchmarks, concession ranges, and financial calculations are illustrative and should not be relied upon as current market values. This document constitutes commercial real estate advisory work and does not constitute legal advice. All lease terms, enforceability, remedies, guaranty, indemnification, insurance, and default provisions should be reviewed by qualified real estate counsel before execution.