

# Tenant Representation



## CASE STUDY



## CLIENT

Kennedy Associates, Inc.



## ASSIGNMENT OVERVIEW

- Evaluate space needs at current location
- Compare Class A CBD marketing to renewing

## RESULT

- Leveraged the market to negotiate favorable economic terms
- Reduction of rental rates, saving KAI approximately \$52,000 per year
- Base year reset
- Free rent

## TESTIMONIAL

*"Mike was able to negotiate a deal that reduced our overall occupancy costs and provides KAI flexible options in the future"*

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