

# Tenant Representation



## CASE STUDY



## CLIENT

SSM Health Care



## ASSIGNMENT OVERVIEW

- Re-negotiate office leases representing 87,000 square feet in four different buildings, all lease expirations extended to same date for future planning purposes
- Leverage property status being “lender owned” to achieve below market economic terms in exchange for early renewal of all four leases

## RESULT

- Rent reduction of \$500,000
- Tenant improvement allowance increase of \$87,000
- Operating expense savings of \$406,000
- Overall improvement to SSM’s bottom line of approximately \$1,000,000



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