



Items Of Economic Impact In Lease **And Points Of Negotiation**

- 1 - Rent, Base Rent
- 2 - Size And Measurement Of Space
- 3 - Escalation Clauses
- 4 - Caps, Expense Pass-Throughs
- 5 - Lease Term, Length Of Lease
 - Higher Rent For Shorter Term
 - Lower Rent For Longer Term
- 6 - Rent Commencement Date
- 7 - Renewal Options, Purchase Options
- 8 - Right Of First Refusal, Right Of First Opportunity To Lease
- 9 - Expansion/Relocation Needs
- 10 - Definition Of Operating Expenses
- 11 - Improvements
- 12 - Improvements (TI)
- 13 - Brokerage Commission
- 14 - Option To Cancel
- 15 - Concessions
- 16 - Prorata Portion
- 17 - Cam