

TENANT REPRESENTATION

125 SUMMER STREET | DOWNTOWN BOSTON



LEASE HIGHLIGHTS



CLIENT: AMR RESEARCH



NEGOTIATED TURN-KEY
BUILD-OUT & LEASE RENEWAL



REDUCED COMPANY COST BY
20% OVER TERM OF LEASE

Challenge:

The challenge to this transaction and negotiation was three fold: 1) To reduce occupancy cost by as much as 30% in year one, and 15% over the term; 2) To improve the quality, environment, and amenity package to AMR Research and 3) To help the tenant understand the benefits of a more open layout versus a closed office environment.

Solution:

To engage in early lease renewal discussions with the existing landlord by leveraging AMR's above average requirement for space against weak market conditions.

Result:

Lincoln Property Company reduced AMR's occupancy cost by almost 50% in year one, and 20% over the term. In addition, lease rates were locked in on a long-term basis. The tenant received a turnkey build out as well as a generous furniture allowance. Favorable expansion rights and renewal options were also negotiated.

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COMPANY

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