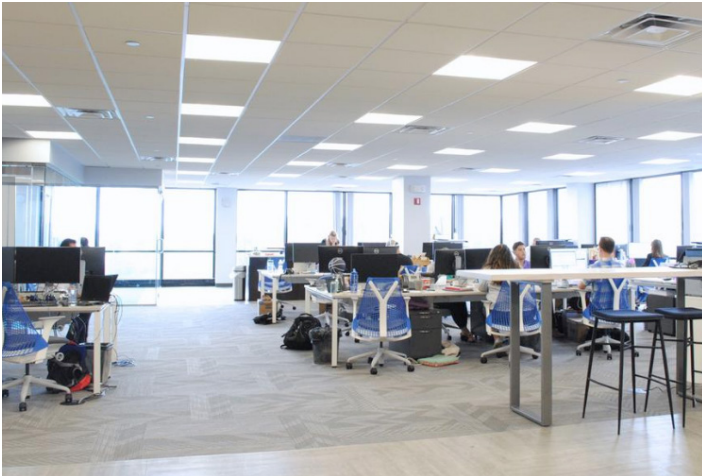


# TENANT REPRESENTATION

TWO OLIVER STREET | DOWNTOWN BOSTON



## LEASE HIGHLIGHTS



20,000 RSF RELOCATION



NEGOTIATED TERMINATION  
OPTION FOR OUR CLIENT



NEGOTIATED LEASE 20%  
BELOW MARKET RATE

### Assignment:

Relocation from a 20,000 RSF sublease on two floors onto one floor.

### Challenge:

Brafton was in the midst of a major growth stage. Between 2009 and 2012, they had expanded from 6,000 SF to 20,000 SF, growing through three separate buildings. LPC's goal was to secure a new location that would serve as the Boston Headquarters and provide our client with flexibility.

### Solution:

After touring both the Class B market and the low rise Class A options, we determined that our client could fit their office program onto a more efficient, Class A floor plate and occupy approximately 25% less space. In the process, we identified a Class B building that was under new ownership and had a floor plate of 20,000 SF that had been sitting vacant for 4 years. LPC engaged the Ownership to chase the deal and was able to negotiate the economics down based on total annual dollars.

### Result:

Final lease was secured at a flat rate for a 7-year term and at a rate that, at the time, was 20% below market. LPC was able to negotiate a termination option for our client after year five if reasonable growth in the building was not available.