



3,000 Square Feet

SAMPLE RESPONSE OPTION SPREADSHEET

Landlord Offer

Tenant Preferred Counteroffer

Compromise

<u>Year</u>	<u>\$/SF</u>	<u>Monthly</u>	<u>Annual</u>
1	\$ 12.50	\$ 3,125.00	\$ 37,500.00
2	\$ 12.88	\$ 3,218.75	\$ 38,625.00
3	\$ 13.26	\$ 3,315.31	\$ 39,783.75
4	\$ 13.66	\$ 3,414.77	\$ 40,977.26
5	\$ 14.07	\$ 3,517.22	\$ 42,206.58

<u>Year</u>	<u>\$/SF</u>	<u>Monthly</u>	<u>Annual</u>
1	\$ 10.00	\$ 2,500.00	\$ 30,000.00
2	\$ 10.30	\$ 2,575.00	\$ 30,900.00
3	\$ 10.61	\$ 2,652.25	\$ 31,827.00
4	\$ 10.93	\$ 2,731.82	\$ 32,781.81
5	\$ 11.26	\$ 2,813.77	\$ 33,765.26

<u>Year</u>	<u>\$/SF</u>	<u>Monthly</u>	<u>Annual</u>
1	\$ 11.50	\$ 2,875.00	\$ 34,500.00
2	\$ 12.19	\$ 3,047.50	\$ 36,570.00
3	\$ 13.04	\$ 3,260.83	\$ 39,129.90
4	\$ 13.83	\$ 3,456.47	\$ 41,477.69
5	\$ 14.66	\$ 3,663.86	\$ 43,966.36

Total Lease Value:

\$ 199,092.59

Total Lease Value:

\$ 159,274.07

Total Lease Value:

\$ 195,643.95

Difference:

\$ (39,818.52)