



**Back and Forth Negotiations Pay Off!**



Rare Space was hired by WalkMed Infusion to analyze the options of relocating to a new building or staying in their current location. The initial phase of the process involved touring multiple properties that were ideal for relocating while also communicating to the current Landlord about WalkMed’s intention of analyzing the market to see what options exist. Rare Space negotiated terms on a new space that were ideal for WalkMed and also negotiated new terms with the current Landlord to stay in their existing space.

The end result was that WalkMed had two viable options to choose from based on market conditions and negotiations.

Ultimately WalkMed determined that a new location with a more efficient floor plan made the most sense for their current and future expansion needs.

Rare Space accomplished the following resulting in total savings of \$278,556 for WalkMed:

	<b>Inverness Commons</b>	<b>Arapahoe Service Center</b>
<b>Square Footage</b>	18,212	14,454
<b>Average Annual Rent</b>	\$158,444	\$119,245
<b>Free Rent</b>	\$0	\$42,157.50
<b>Tenant Improvements</b>	\$0	\$229,000
<b>Total Rent Consideration</b>	\$950,664	\$715,470
<b>Moving Allowance</b>	\$0	\$28,908
<b>Project Manager Allowance</b>	\$0	\$14,454
<b>Net Rent Consideration</b>	\$950,664	\$672,108
<b>Total Savings</b>	<b>\$278,556</b>	