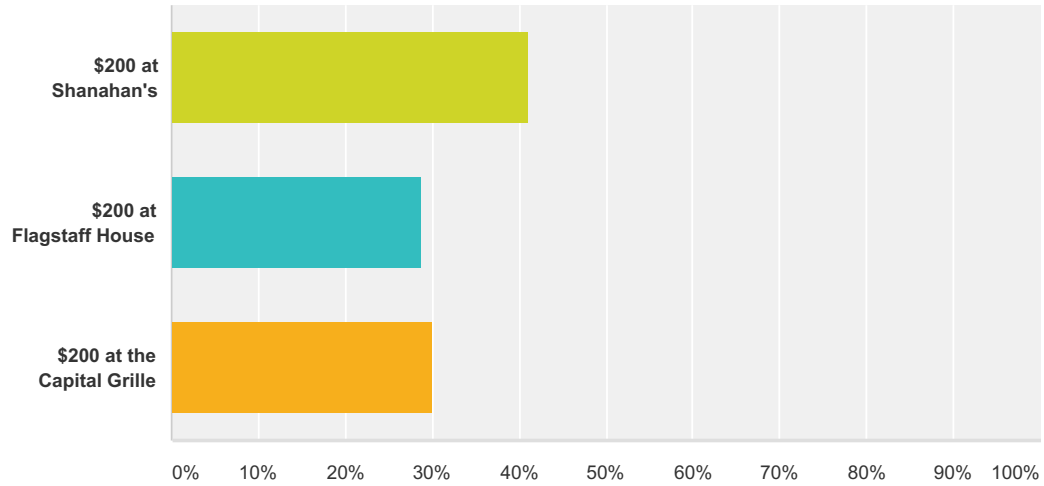


**Q1 Thank you in advance for your participation in this survey. Please enter your name and phone number in questions #26 and #27 and you will be automatically entered into a drawing for one of the following prizes. Please select one of the following restaurants:**

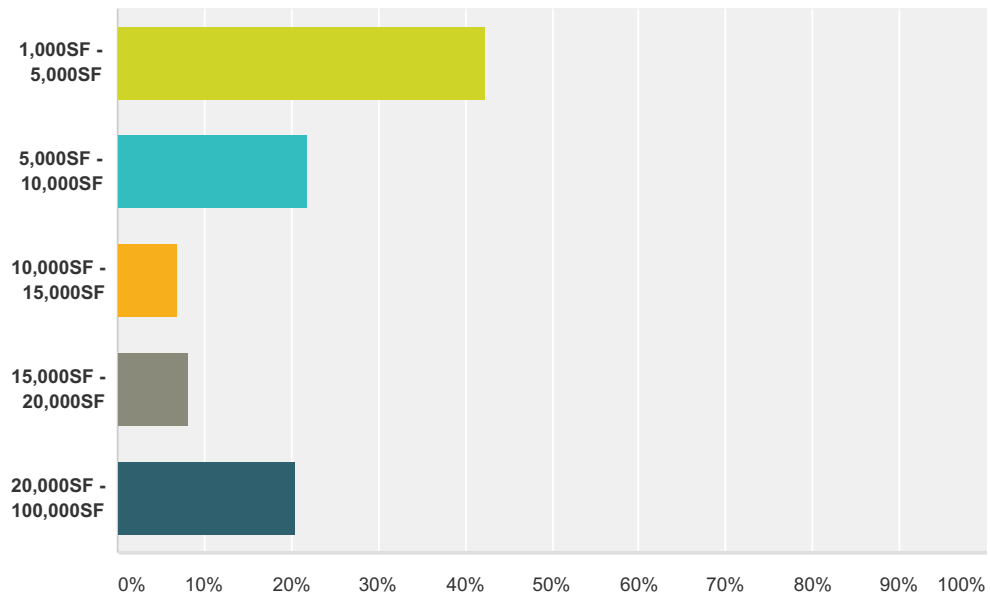
Answered: 73 Skipped: 0



Answer Choices	Responses
\$200 at Shanahan's	41.10% 30
\$200 at Flagstaff House	28.77% 21
\$200 at the Capital Grille	30.14% 22
<b>Total</b>	<b>73</b>

## Q2 Approximately how many square feet does your company occupy?

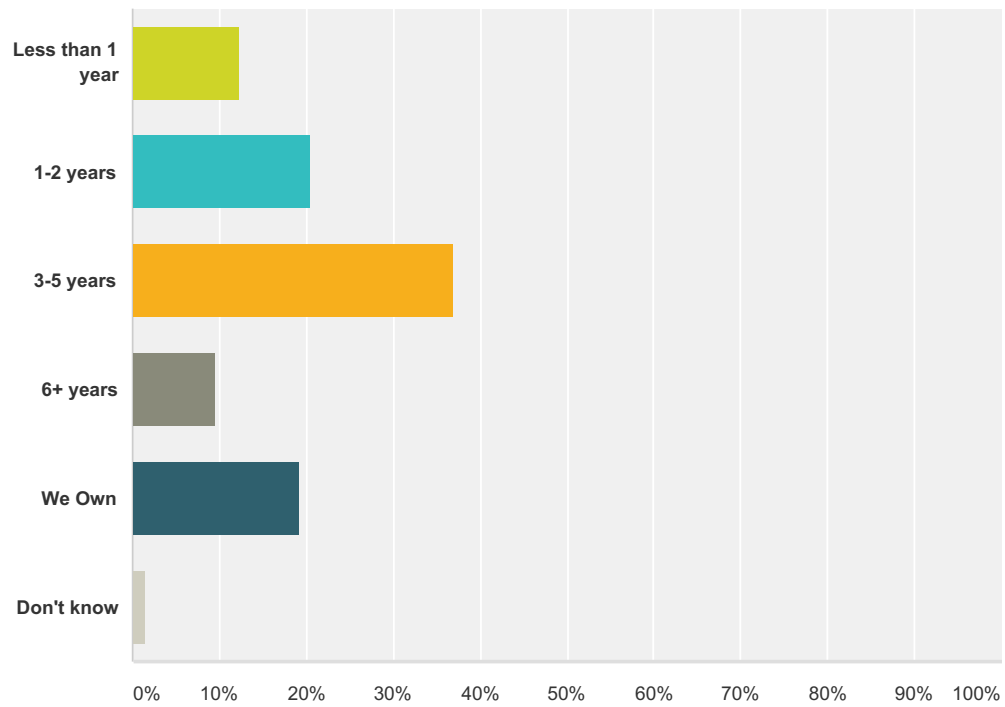
Answered: 73 Skipped: 0



Answer Choices	Responses	Count
1,000SF - 5,000SF	42.47%	31
5,000SF - 10,000SF	21.92%	16
10,000SF - 15,000SF	6.85%	5
15,000SF - 20,000SF	8.22%	6
20,000SF - 100,000SF	20.55%	15
<b>Total</b>		<b>73</b>

### Q3 Indicate approximately when your current lease expires.

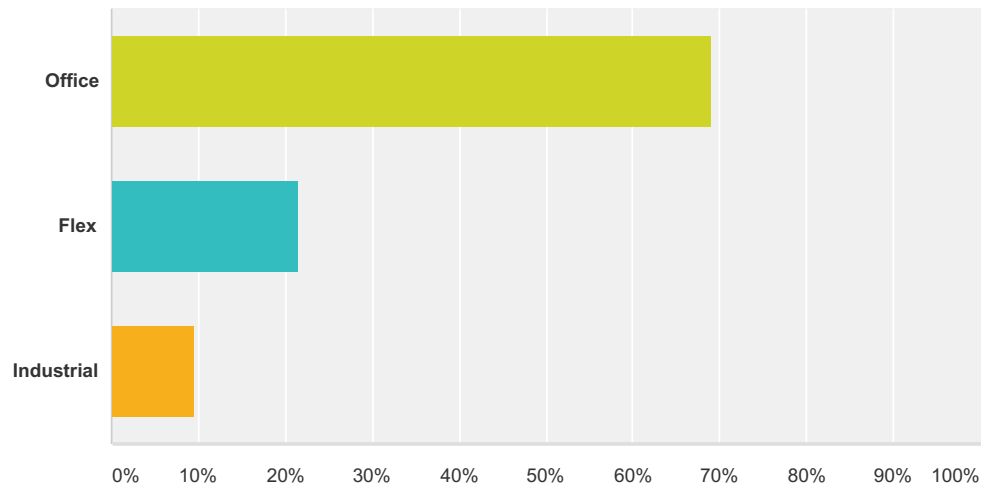
Answered: 73 Skipped: 0



Answer Choices	Responses
Less than 1 year	12.33% 9
1-2 years	20.55% 15
3-5 years	36.99% 27
6+ years	9.59% 7
We Own	19.18% 14
Don't know	1.37% 1
<b>Total</b>	<b>73</b>

### Q4 What type of space does your company occupy?

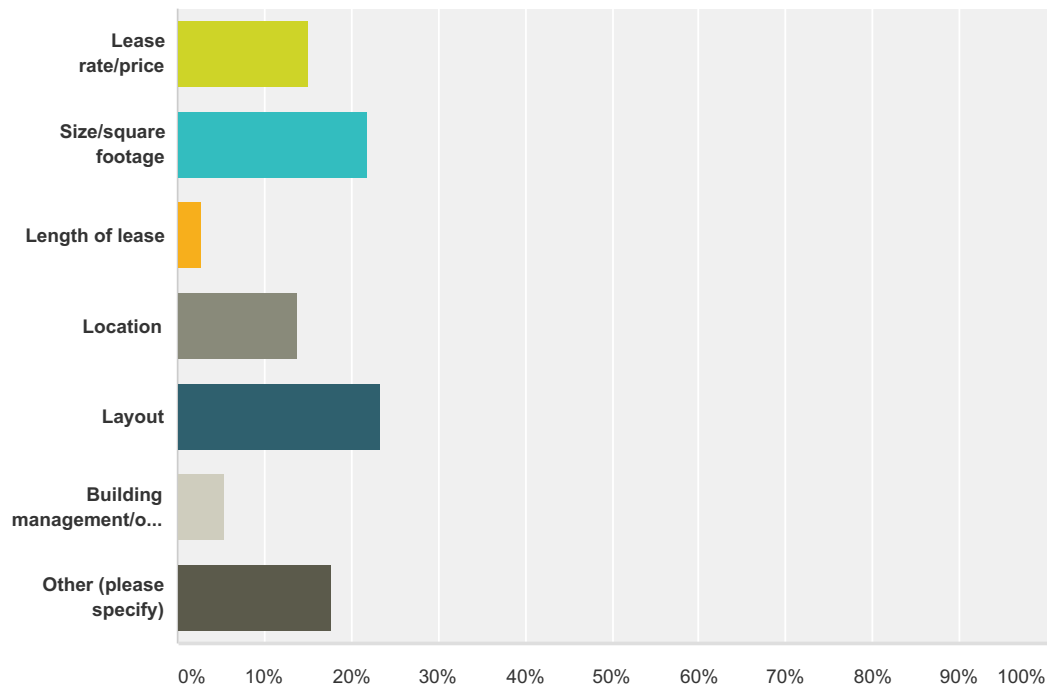
Answered: 42 Skipped: 31



Answer Choices	Responses
Office	69.05% 29
Flex	21.43% 9
Industrial	9.52% 4
<b>Total</b>	<b>42</b>

### Q5 If you could change one thing about your current space, what would it be?

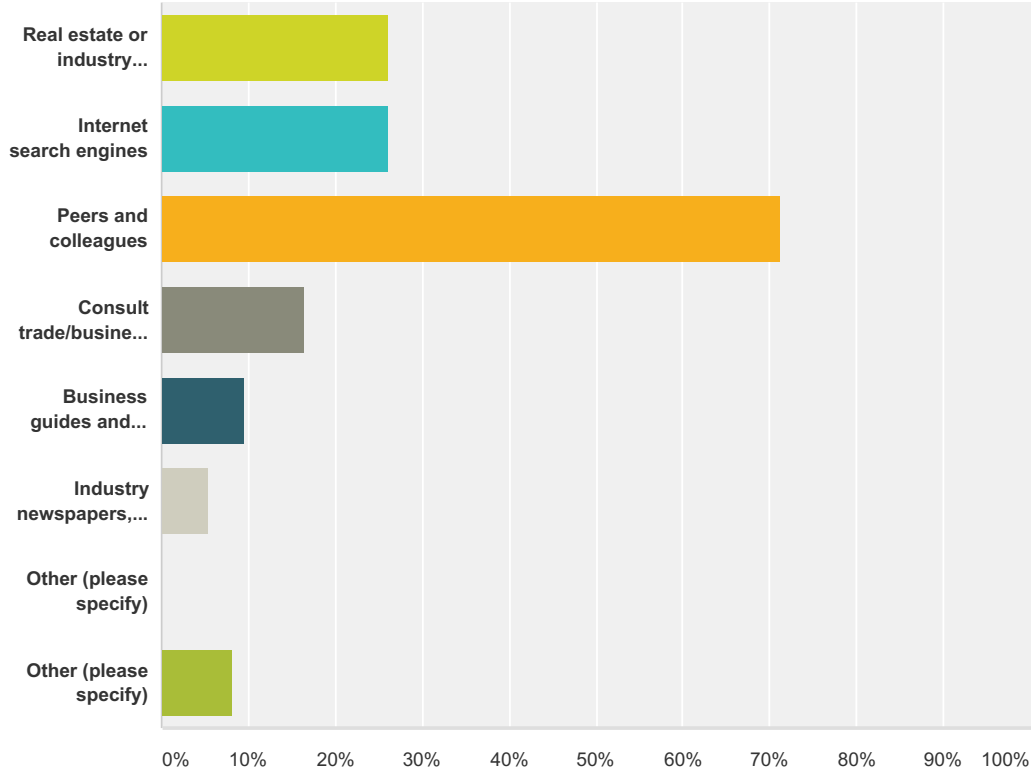
Answered: 73 Skipped: 0



Answer Choices	Responses
Lease rate/price	15.07% 11
Size/square footage	21.92% 16
Length of lease	2.74% 2
Location	13.70% 10
Layout	23.29% 17
Building management/ownership	5.48% 4
Other (please specify)	17.81% 13
<b>Total</b>	<b>73</b>

### Q6 If you were looking for the services of a commercial real estate firm, what sources would you use? (Check all that apply)

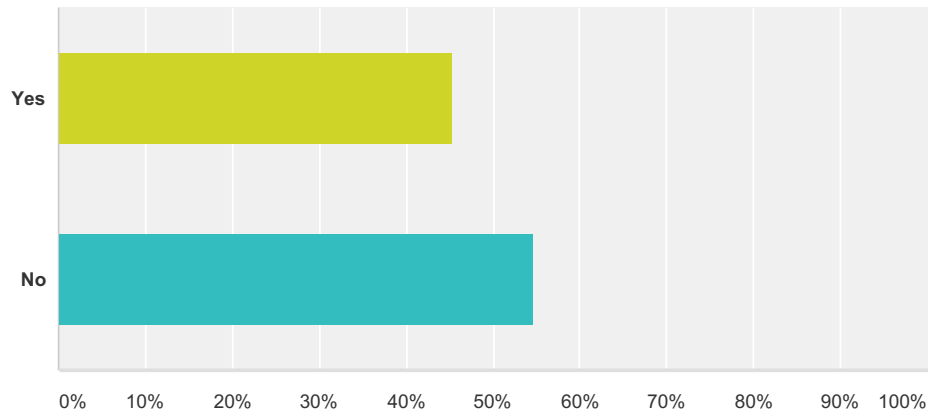
Answered: 73 Skipped: 0



Answer Choices	Responses
Real estate or industry websites	26.03% 19
Internet search engines	26.03% 19
Peers and colleagues	71.23% 52
Consult trade/business associations	16.44% 12
Business guides and directories	9.59% 7
Industry newspapers, magazines and other media sources	5.48% 4
Other (please specify)	0.00% 0
Other (please specify)	8.22% 6
<b>Total Respondents: 73</b>	

### Q7 Did you know that hiring a tenant representative reduces your lease rate by up to 14% on average?

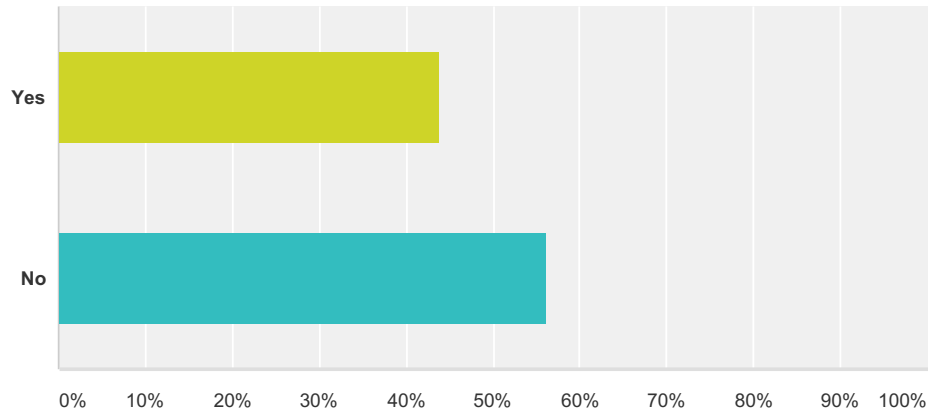
Answered: 73 Skipped: 0



Answer Choices	Responses	
Yes	45.21%	33
No	54.79%	40
<b>Total</b>		<b>73</b>

### Q8 Did you know that hiring a tenant representative increases your tenant improvement allowance by an average of 50%?

Answered: 73 Skipped: 0

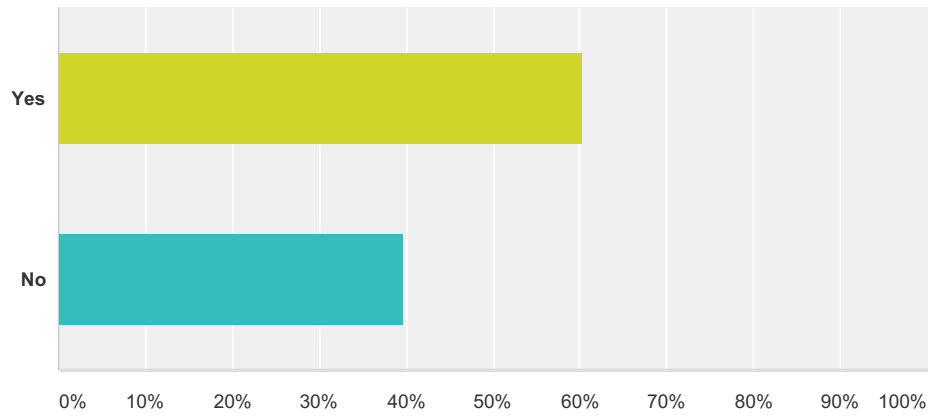


Answer Choices	Responses
Yes	43.84% 32
No	56.16% 41
<b>Total</b>	<b>73</b>



### Q9 Are you aware that it is the industry standard to have the landlord pay the tenant representatives fee?

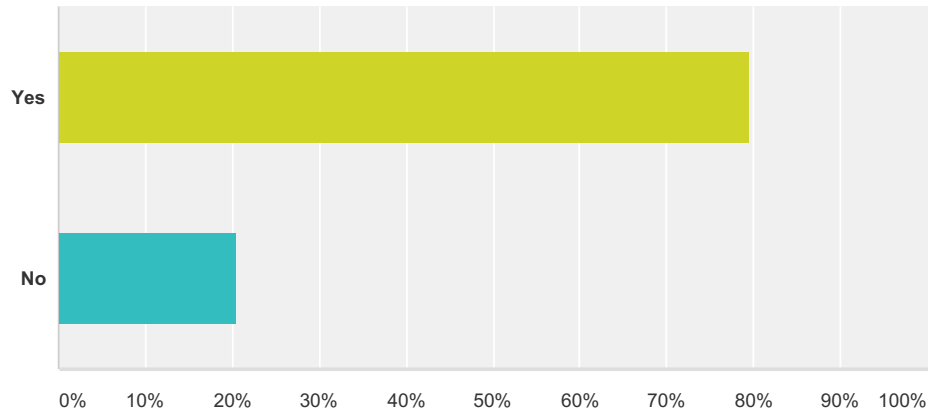
Answered: 73 Skipped: 0



Answer Choices	Responses	
Yes	60.27%	44
No	39.73%	29
<b>Total</b>		<b>73</b>

### Q10 Do you believe that submitting proposals on multiple buildings creates a competitive bid environment that ultimately lowers occupancy costs?

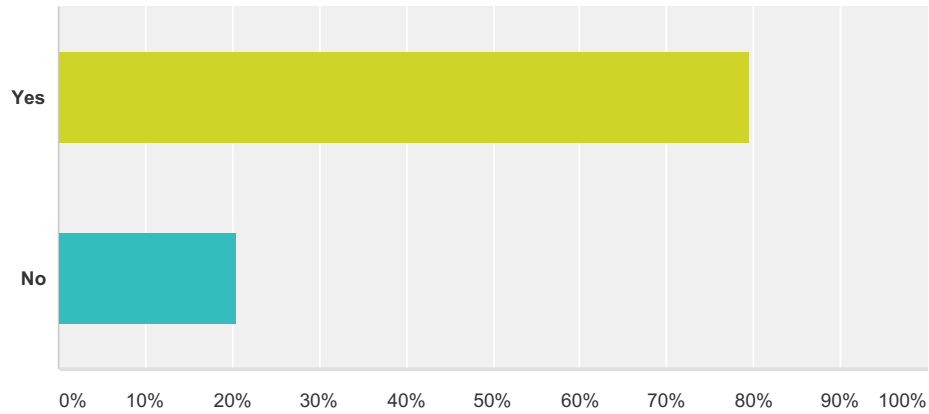
Answered: 73 Skipped: 0



Answer Choices	Responses
Yes	79.45% 58
No	20.55% 15
<b>Total</b>	<b>73</b>

**Q11 Many commercial real estate firms provide both listing services and tenant representation services. Do you know that this can create a conflict of interest?**

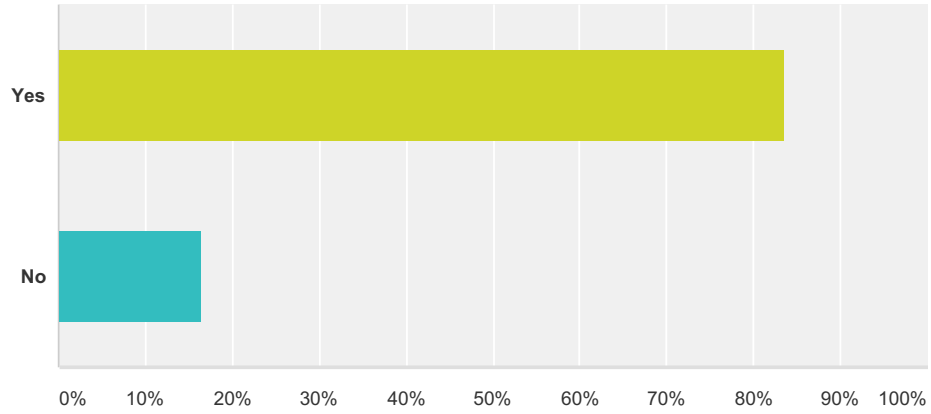
Answered: 73 Skipped: 0



Answer Choices	Responses
Yes	79.45% 58
No	20.55% 15
<b>Total</b>	<b>73</b>

### Q12 Would you be more inclined to hire a firm that focuses solely on representing tenants?

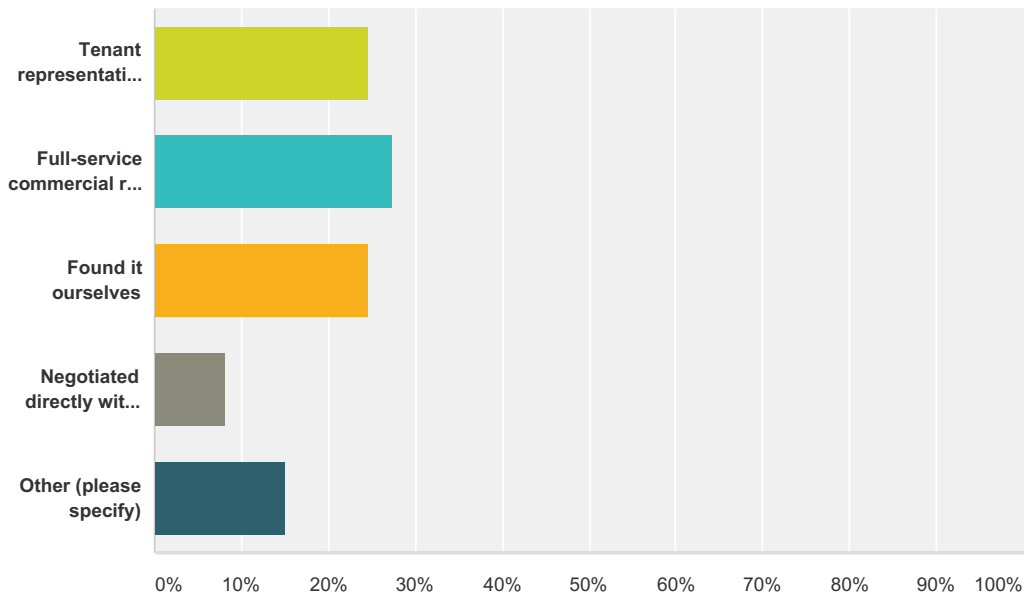
Answered: 73 Skipped: 0



Answer Choices	Responses
Yes	83.56% 61
No	16.44% 12
<b>Total</b>	<b>73</b>

### Q13 Who assisted you in finding your last office space?

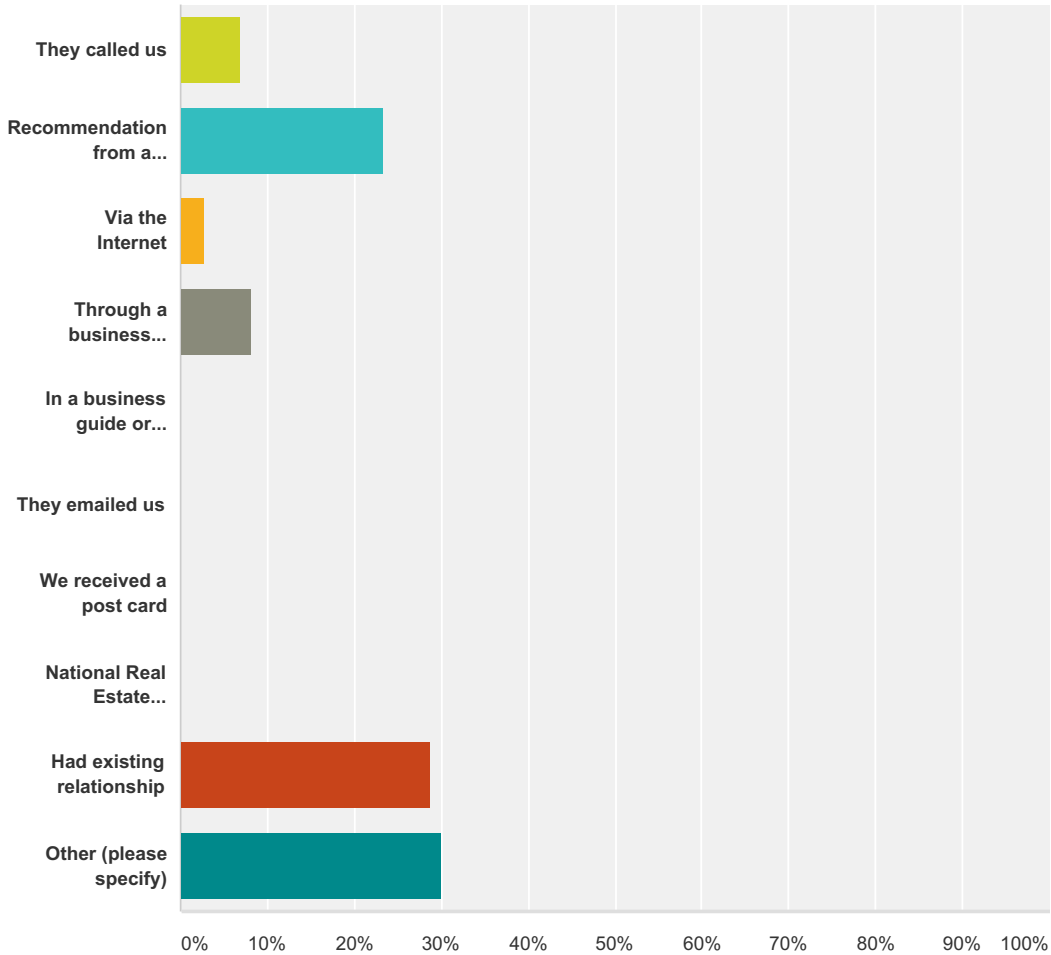
Answered: 73 Skipped: 0



Answer Choices	Responses
Tenant representation firm	24.66% 18
Full-service commercial real estate firm (listing and tenant rep)	27.40% 20
Found it ourselves	24.66% 18
Negotiated directly with landlord	8.22% 6
Other (please specify)	15.07% 11
<b>Total</b>	<b>73</b>

### Q14 If you used a broker to assist you in locating and leasing your last space, how did you first hear of that broker?

Answered: 73 Skipped: 0

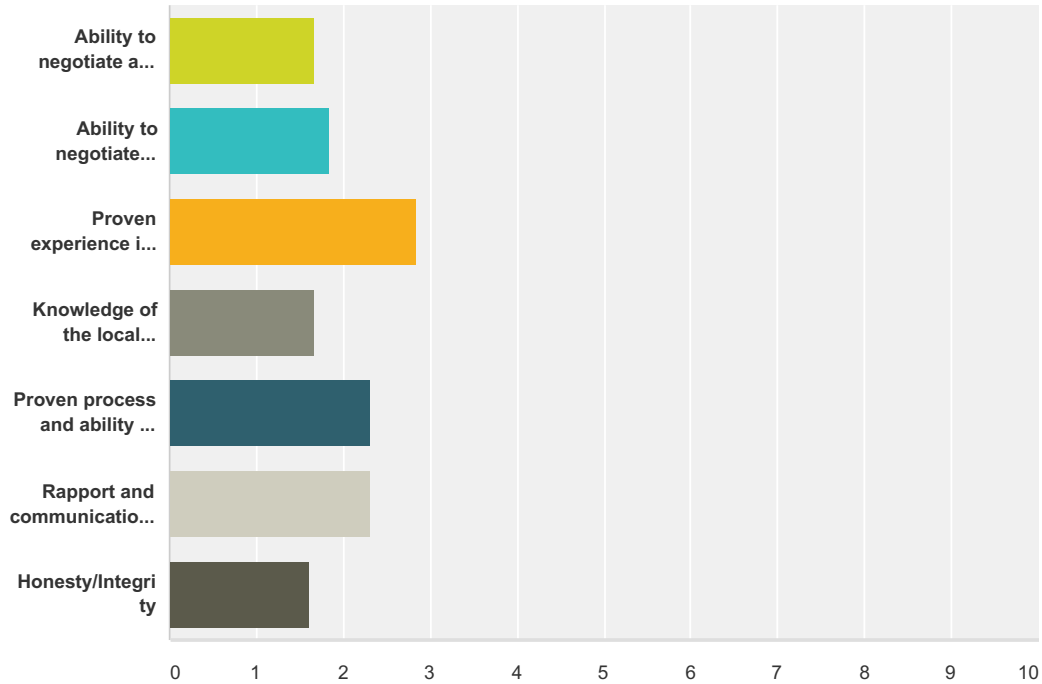


Answer Choices	Responses
They called us	6.85% 5
Recommendation from a colleague	23.29% 17
Via the Internet	2.74% 2
Through a business association	8.22% 6
In a business guide or directory	0.00% 0
They emailed us	0.00% 0
We received a post card	0.00% 0
National Real Estate Agreement	0.00% 0
Had existing relationship	28.77% 21
Other (please specify)	30.14% 22

Total	73
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**Q15 Presume you were looking for a commercial real estate firm to assist you in finding a new space/location for your company. On a scale of 1 to 10 how important are each of the following criteria in doing your search (with 10 being most important and 1 the least important).**

Answered: 73 Skipped: 0



	10 - Most Important	9	8	7	6	5	4	3	2	1 - Least Important	Total	Weighted Average
Ability to negotiate a favorable price	58.90% 43	31.51% 23	6.85% 5	0.00% 0	0.00% 0	0.00% 0	1.37% 1	0.00% 0	0.00% 0	1.37% 1	73	1.66
Ability to negotiate favorable terms, not including price (e.g., buildout incentives, amenities, etc.)	57.53% 42	24.66% 18	8.22% 6	5.48% 4	1.37% 1	0.00% 0	1.37% 1	0.00% 0	0.00% 0	1.37% 1	73	1.84
Proven experience in your industry	23.29% 17	30.14% 22	24.66% 18	9.59% 7	4.11% 3	1.37% 1	2.74% 2	0.00% 0	1.37% 1	2.74% 2	73	2.84
Knowledge of the local commercial real estate market	58.90% 43	31.51% 23	4.11% 3	1.37% 1	2.74% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	1.37% 1	73	1.67
Proven process and ability to lead you through it	36.99% 27	36.99% 27	8.22% 6	10.96% 8	1.37% 1	0.00% 0	2.74% 2	0.00% 0	1.37% 1	1.37% 1	73	2.32



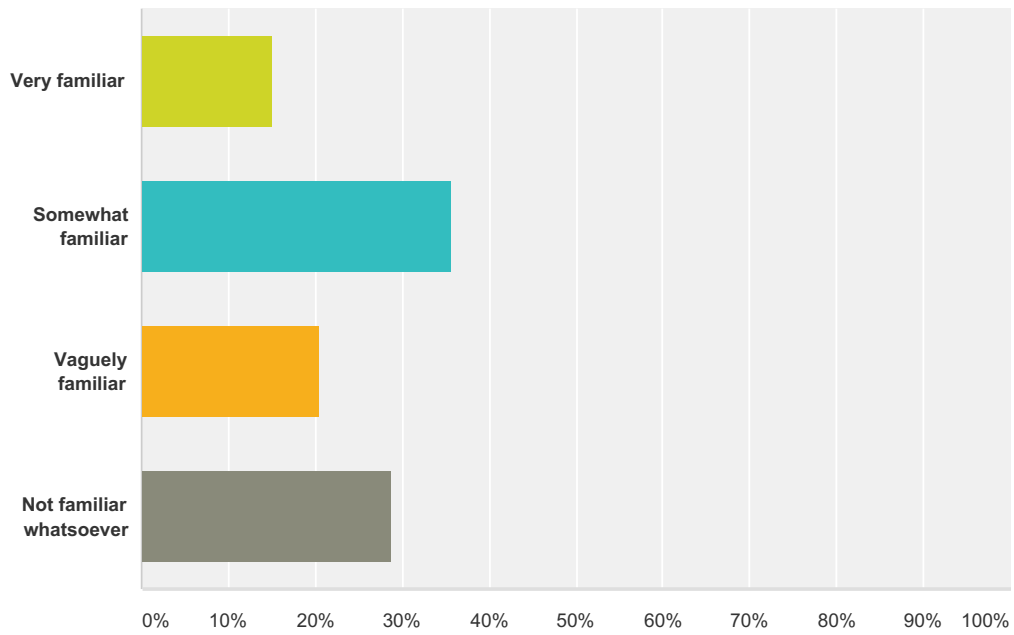
Work Space Survey(\$200 awarded to a randomly selected winner)

SurveyMonkey

Rapport and communication skills	<b>34.25%</b> 25	<b>27.40%</b> 20	<b>24.66%</b> 18	<b>8.22%</b> 6	<b>2.74%</b> 2	<b>1.37%</b> 1	<b>0.00%</b> 0	<b>0.00%</b> 0	<b>0.00%</b> 0	<b>1.37%</b> 1	73	2.32
Honesty/Integrity	<b>71.23%</b> 52	<b>12.33%</b> 9	<b>10.96%</b> 8	<b>2.74%</b> 2	<b>1.37%</b> 1	<b>0.00%</b> 0	<b>0.00%</b> 0	<b>0.00%</b> 0	<b>0.00%</b> 0	<b>1.37%</b> 1	73	1.60

### Q16 Please indicate your level of familiarity with Rare Space?

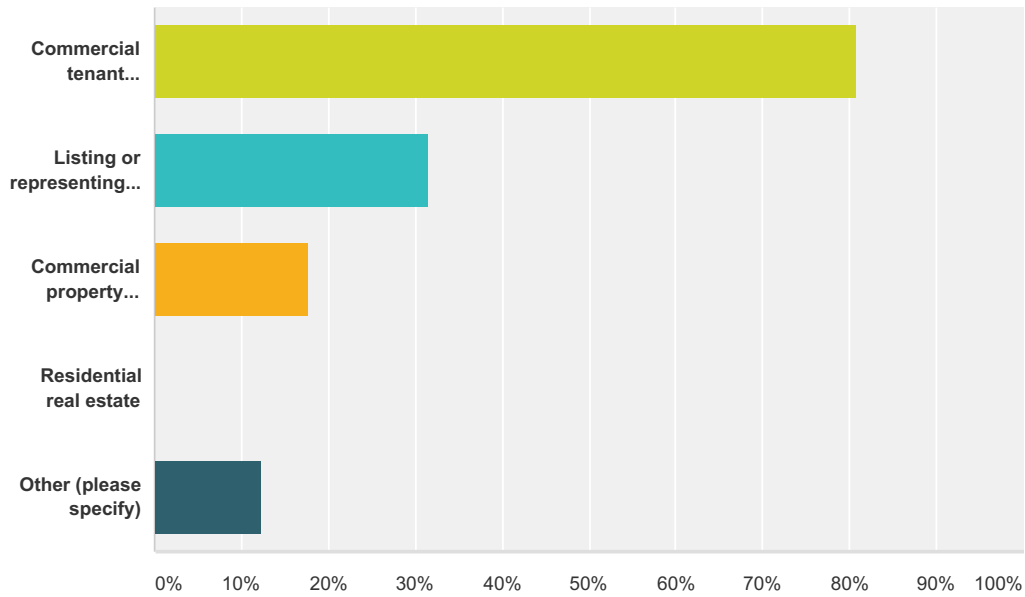
Answered: 73 Skipped: 0



Answer Choices	Responses
Very familiar	15.07% 11
Somewhat familiar	35.62% 26
Vaguely familiar	20.55% 15
Not familiar whatsoever	28.77% 21
<b>Total</b>	<b>73</b>

**Q17 To the best of your knowledge, indicate all the services you believe Rare Space provides. (Check all that apply)**

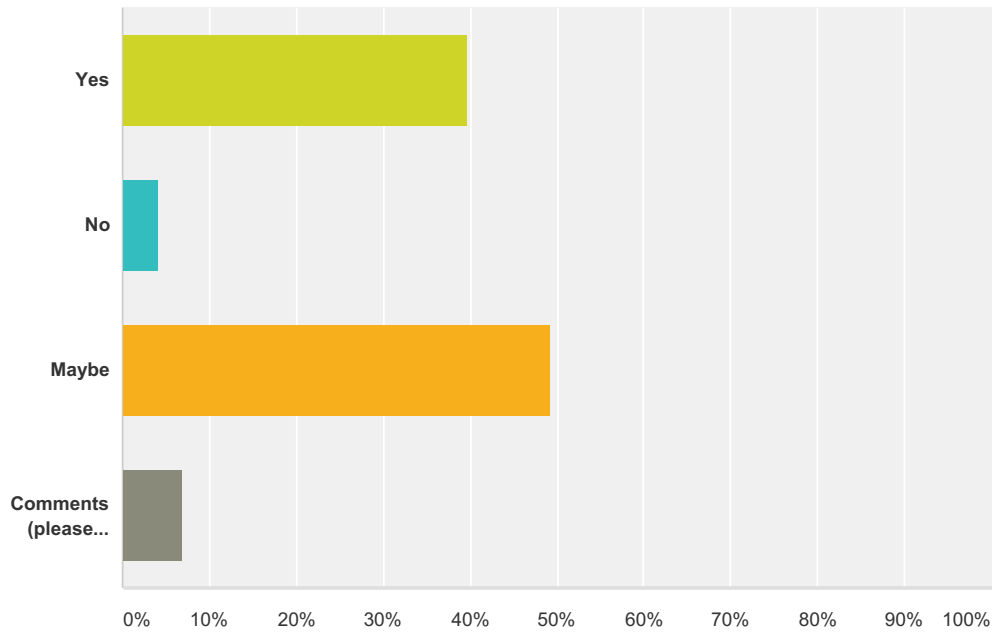
Answered: 73 Skipped: 0



Answer Choices	Responses
Commercial tenant representation	80.82% 59
Listing or representing commercial space	31.51% 23
Commercial property management	17.81% 13
Residential real estate	0.00% 0
Other (please specify)	12.33% 9
<b>Total Respondents: 73</b>	

### Q18 If you were to require the services of a commercial real estate firm would you consider hiring Rare Space to assist you?

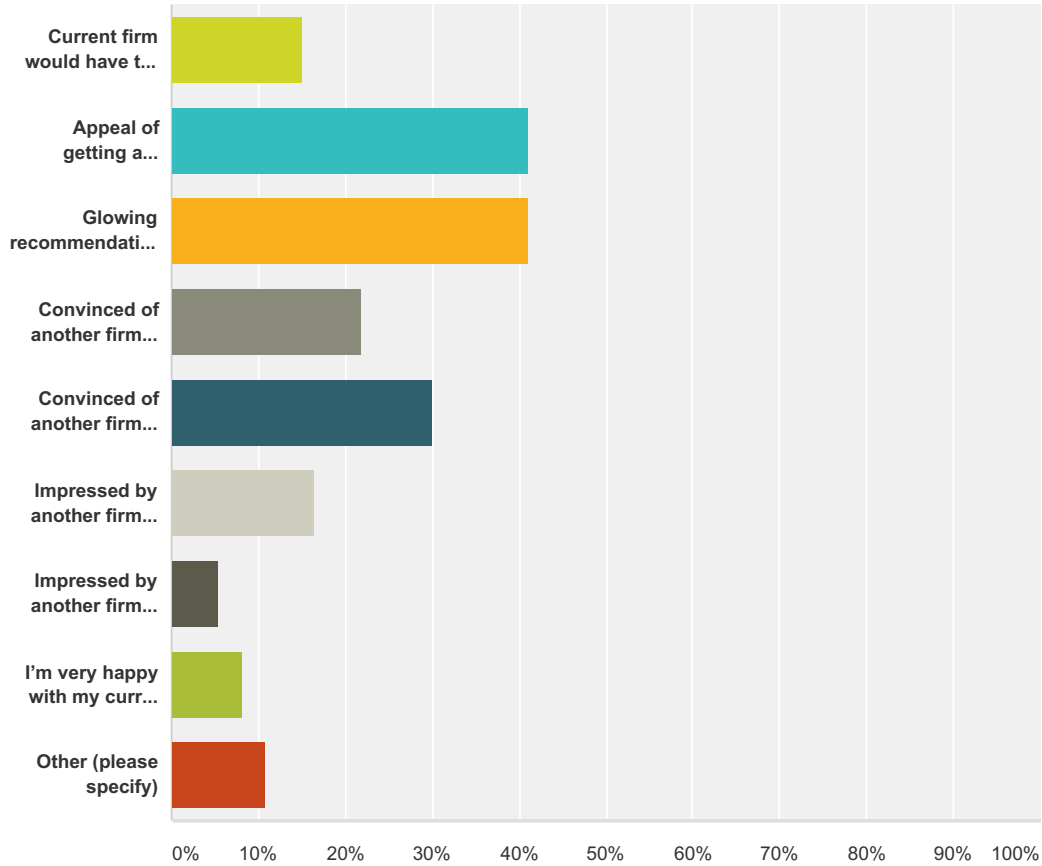
Answered: 73 Skipped: 0



Answer Choices	Responses
Yes	39.73% 29
No	4.11% 3
Maybe	49.32% 36
Comments (please specify)	6.85% 5
<b>Total</b>	<b>73</b>

### Q19 What would motivate you to hire a firm other than your current commercial real estate firm? (Check all that apply)

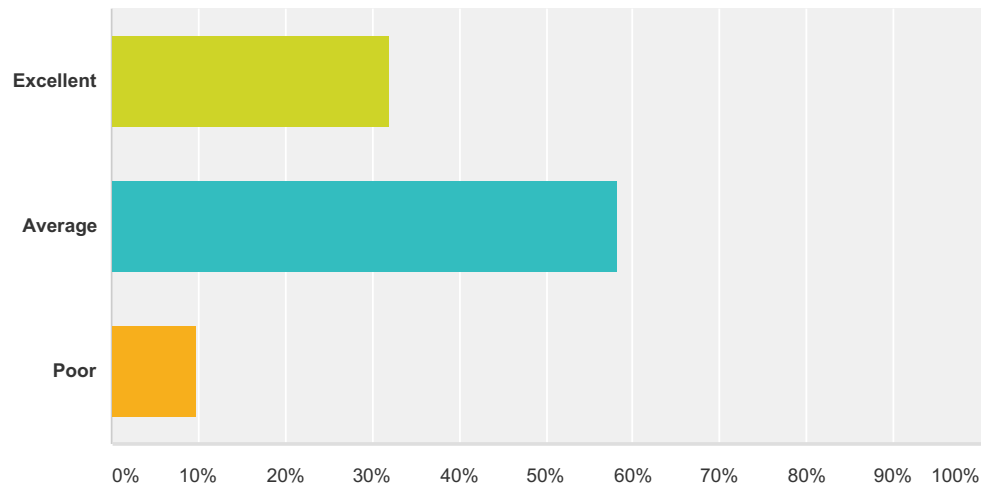
Answered: 73 Skipped: 0



Answer Choices	Responses
Current firm would have to make a blunder first	15.07% 11
Appeal of getting a better deal	41.10% 30
Glowing recommendation from someone I trust	41.10% 30
Convinced of another firm's superior knowledge of my industry	21.92% 16
Convinced of another firm's superior knowledge of a particular geographic area	30.14% 22
Impressed by another firm's experience conducting deals with particular building	16.44% 12
Impressed by another firm's persistence and willingness to stay in touch	5.48% 4
I'm very happy with my current firm and would not consider another firm	8.22% 6
Other (please specify)	10.96% 8
<b>Total Respondents: 73</b>	

### Q20 How would you rank your current Landlord?

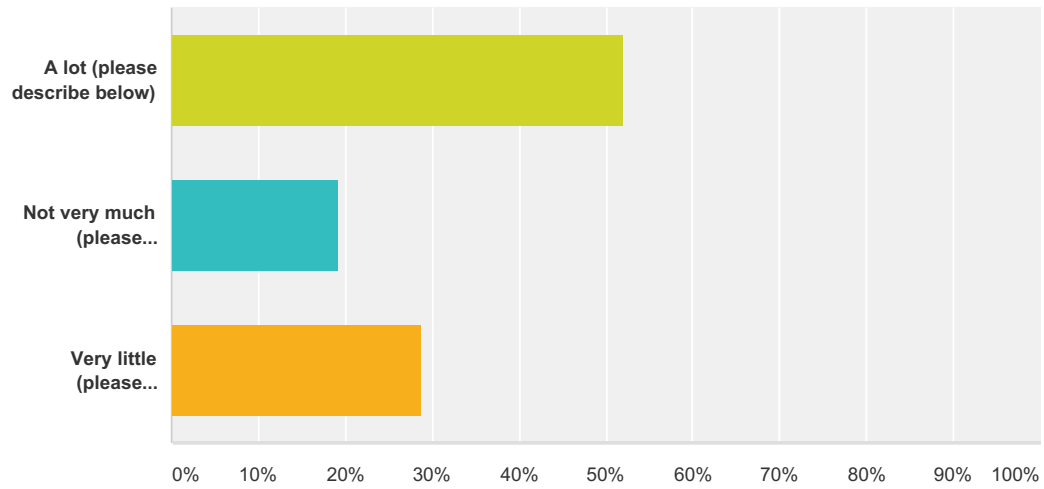
Answered: 72 Skipped: 1



Answer Choices	Responses
Excellent	31.94% 23
Average	58.33% 42
Poor	9.72% 7
<b>Total</b>	<b>72</b>

### Q21 In your last commercial real estate transaction, how much value did your Broker deliver during the process?

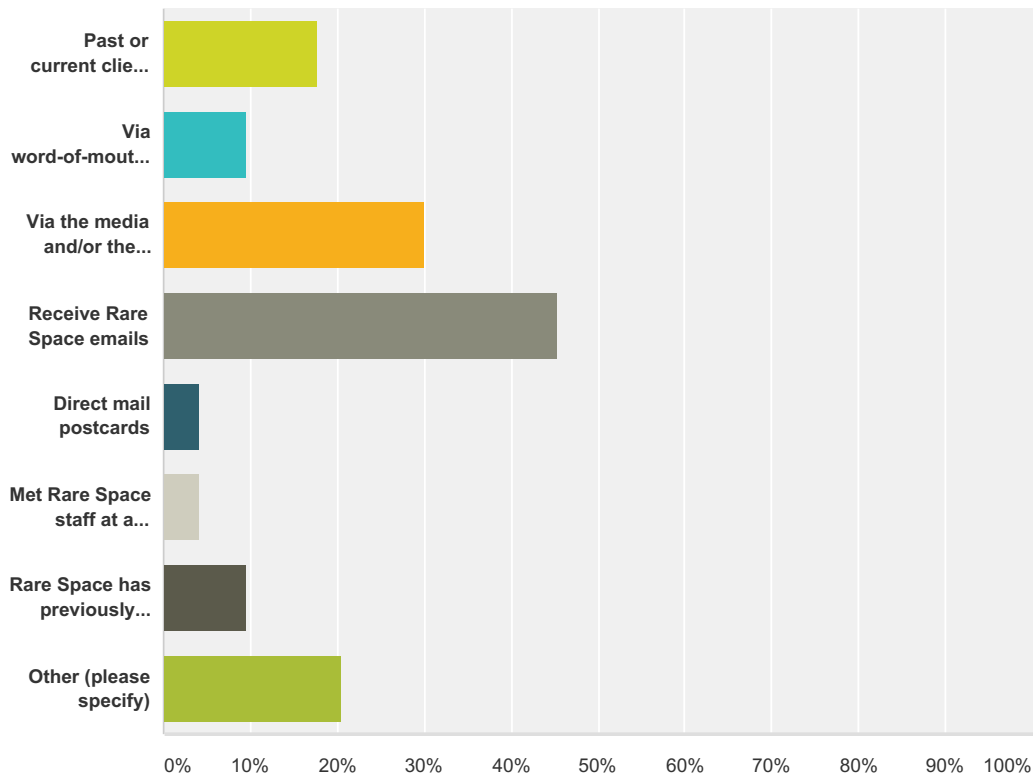
Answered: 73 Skipped: 0



Answer Choices	Responses	Count
A lot (please describe below)	52.05%	38
Not very much (please describe below)	19.18%	14
Very little (please describe below)	28.77%	21
<b>Total</b>		<b>73</b>

### Q22 In what ways are you familiar with Rare Space? (Mark all that apply)

Answered: 73 Skipped: 0

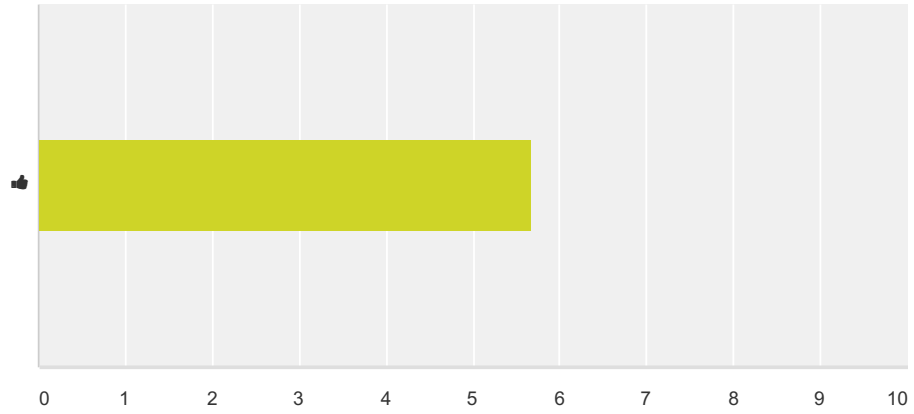


Answer Choices	Responses
Past or current client of Rare Space	17.81% 13
Via word-of-mouth from colleagues and friends	9.59% 7
Via the media and/or the Internet	30.14% 22
Receive Rare Space emails	45.21% 33
Direct mail postcards	4.11% 3
Met Rare Space staff at a trade show or other event	4.11% 3
Rare Space has previously contacted me	9.59% 7
Other (please specify)	20.55% 15
<b>Total Respondents: 73</b>	



### Q23 How likely is it that you would recommend Rare Space to a friend or colleague?

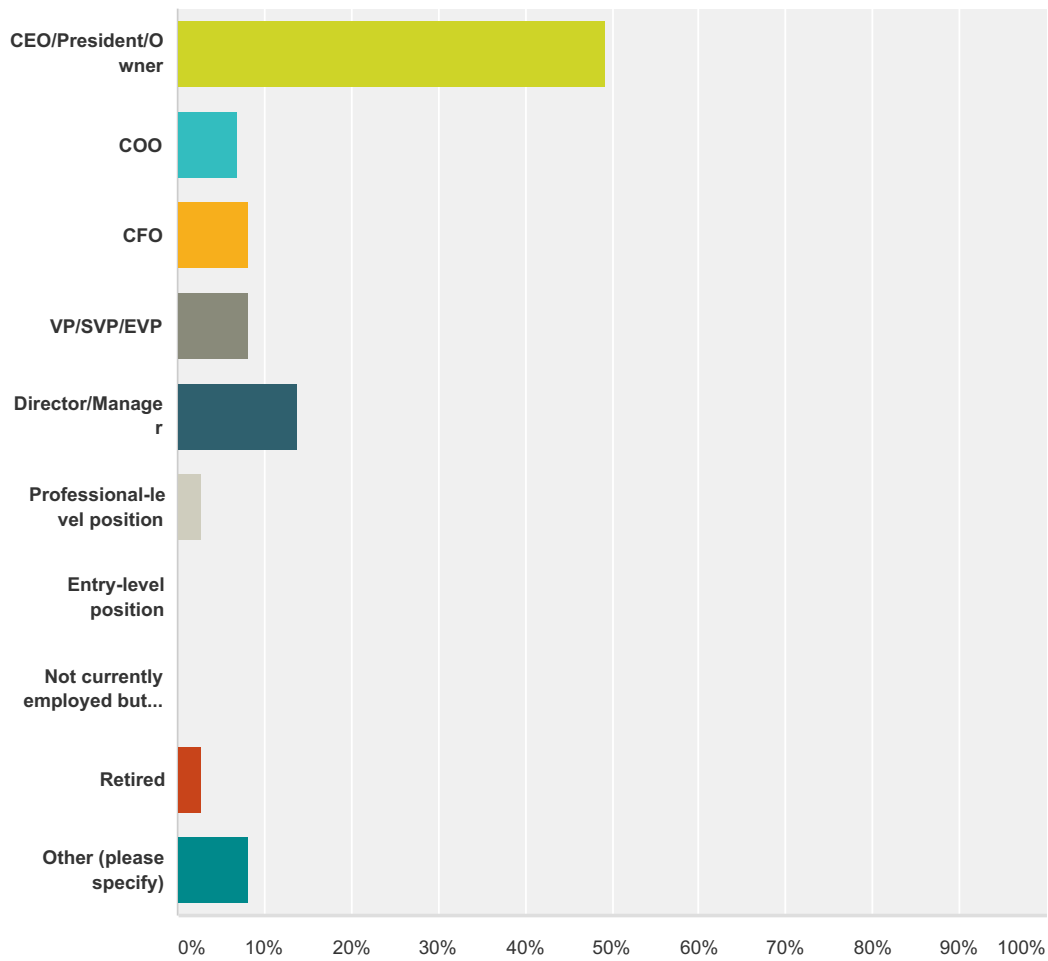
Answered: 73 Skipped: 0



	Not Likely	(no label)	(no label)	(no label)	(no label)	(no label)	(no label)	(no label)	(no label)	(no label)	Highly Likely	Total	Weighted Average
👍	13.70% 10	9.59% 7	2.74% 2	5.48% 4	16.44% 12	16.44% 12	5.48% 4	5.48% 4	5.48% 4	5.48% 4	19.18% 14	73	5.67

### Q24 What best describes your current position? (Check one)

Answered: 73 Skipped: 0

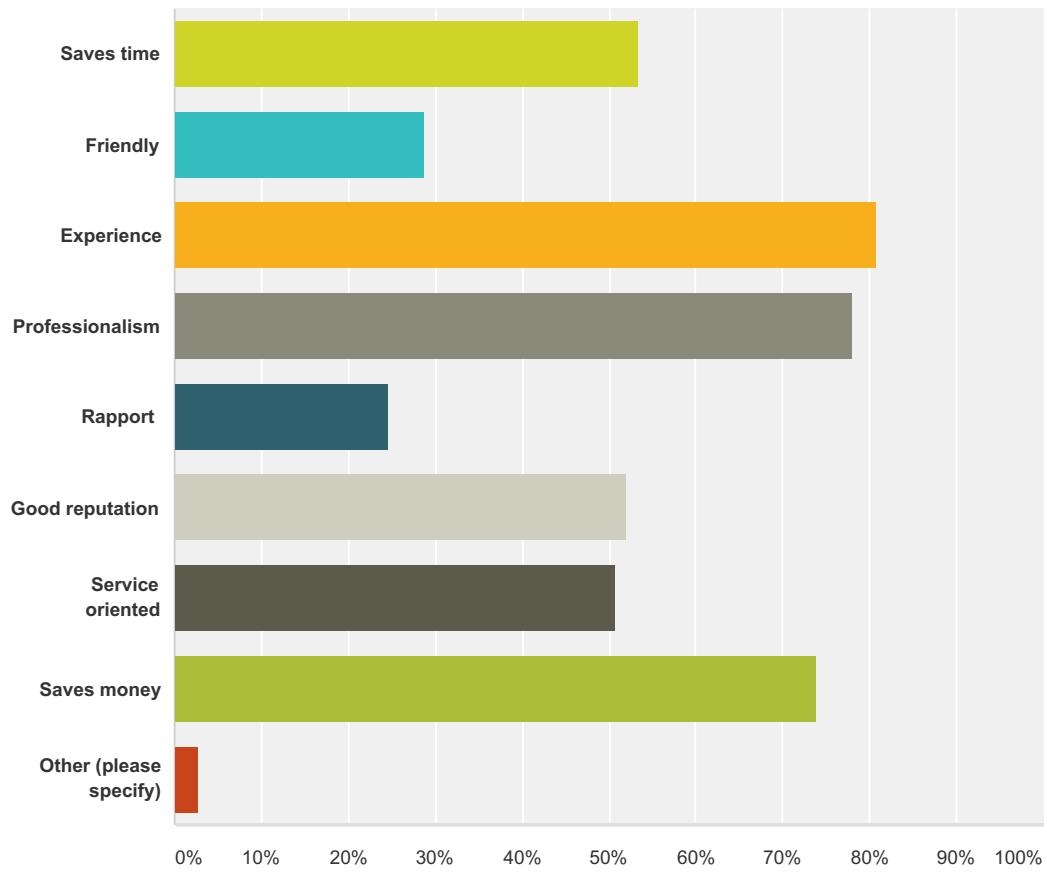


Answer Choices	Responses	Count
CEO/President/Owner	49.32%	36
COO	6.85%	5
CFO	8.22%	6
VP/SVP/EVP	8.22%	6
Director/Manager	13.70%	10
Professional-level position	2.74%	2
Entry-level position	0.00%	0
Not currently employed but not retired	0.00%	0
Retired	2.74%	2
Other (please specify)	8.22%	6

Total	73
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### Q25 What qualities do you look for in commercial real estate firm?

Answered: 73 Skipped: 0



Answer Choices	Responses
Saves time	53.42% 39
Friendly	28.77% 21
Experience	80.82% 59
Professionalism	78.08% 57
Rapport	24.66% 18
Good reputation	52.05% 38
Service oriented	50.68% 37
Saves money	73.97% 54
Other (please specify)	2.74% 2
<b>Total Respondents: 73</b>	

**Q26 Please enter your name:**

Answered: 73 Skipped: 0

**Q27 Contact number:**

Answered: 73 Skipped: 0

## Q28 Other comments?

Answered: 8 Skipped: 65