

2017 Experience Exchange Report ®

Data Collected In: 2016	Sector: All Sectors	Building Size: All Sizes	Unit of Measure: Square Feet
Country: USA	Building Type: All Functions	Public Transit: Any Proximity	Location: All Locations
Market: Atlanta, GA	Ownership Type: All Types	All Electric: Any	Building Age: All Ages
Zip Code: Any Zip Code	Number of Floors: All Heights	Agency Managed: Any	Property Class: All Property Classes
% Gov't Tenants: All Occupancy Ranges	% 24/7 Tenants: All Occupancy Ranges	% Pvt. Tenants: All Occupancy Ranges	Energy STAR Certified? Any
Lease Type: All Types		BOMA 360 Designated? Any	LEED Achievement Level: All LEED Certifications

Occupancy Summary - 2016

Occupancy Info.	# Blds	Avg
SQFT per Office Tenant	168	6,007.54
SQFT per Retail Tenant	12	2,419.09
SQFT per Office Worker	57	331.97
SQFT per Maintenance Staff	109	101,069.15
Office Occupancy (%)	248	90.31
Retail Occupancy (%)	13	85.69
YR-End Rent (\$ per SQFT)	42	24.45
Gross Parking INC per Stall (\$)	40	1,077.94
Parking Ratio (Stalls per 1000 SQFT)	64	1.69
Rentable per Gross SQFT	89	0.80
Rentable per Usable SQFT	39	1.06
Total BTUs		
Capitalization Threshold (\$)	13	24,230.77
Building Hours	91	62.89

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Income and Expense Overview - 2016

	Total Building Rentable Area					Total Office Rentable Area			
	259 Blds	39,176,347 Sq. Ft.				37,343,971 Sq. Ft.			
	# Blds	Dollars/S.F.		Mid Range		Dollars/S.F.		Mid Range	
Avg		Mdn	Low	High	Avg	Mdn	Low	High	
Income									
Total Rental Income	208	19.86	19.17	15.70	24.33	20.69	19.42	15.84	24.33
Total Income	204	21.68	20.52	16.65	25.39	22.61	20.52	16.65	25.83
Expense									
Total Oper Exp	237	6.69	6.44	5.61	7.46	6.97	6.51	5.62	7.86
Total Oper + Fixed Exp	238	8.97	8.54	6.99	10.15	9.36	8.61	7.45	10.19

Income and Expense Summary - 2016

Income									
Office Rent	208					20.30	19.00	15.32	24.17
Retail Rent	12	20.12	14.00	9.37	21.03				
Other Rent	15	1.78	2.99	1.95	10.43				
Telecom Income	55	0.14	0.06	0.02	0.15				
Miscellaneous Income	102	1.72	0.72	0.13	2.22				
Expense									
Cleaning	236	0.95	0.89	0.80	1.08	1.00	0.90	0.80	1.09
Repair / Maintenance	245	1.62	1.47	1.05	1.84	1.68	1.48	1.05	1.86
Utility	247	1.89	1.87	1.62	2.42	1.96	1.95	1.64	2.42
Roads / Grounds	233	0.15	0.16	0.08	0.27	0.15	0.16	0.09	0.27
Security	217	0.83	0.54	0.28	0.86	0.86	0.54	0.28	0.88
Administrative	174	1.41	1.33	0.81	1.75	1.48	1.34	0.81	1.78
Fixed	219	2.58	2.31	1.51	3.05	2.68	2.37	1.51	3.18
Directly Expensed Leasing	115	3.15	0.47	0.11	3.66	3.21	0.47	0.11	3.78
Amortized Leasing	20	3.75	2.20	0.97	3.99	3.83	2.36	0.97	3.99

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Parking	20	0.24	0.23	0.08	0.37	0.24	0.23	0.08	0.37
Telecom	35	0.07	0.05	0.02	0.09	0.08	0.05	0.02	0.09

Income and Expense Detail - 2016

	Total Building Rentable Area					Total Office Rentable Area			
	# Blds	Dollars/S.F.		Mid Range		Dollars/S.F.		Mid Range	
		Avg	Mdn	Low	High	Avg	Mdn	Low	High
Income									
Office Rent									
Base Rent	136					17.35	18.11	14.55	21.64
Pass-thrus	53					4.14	0.74	0.33	5.45
Escalations	17					6.34	2.18	0.49	9.57
Lease Cancellations	7					0.39	0.45		
Rent Abatements (-)	49					1.49	0.72	0.25	1.72
Telecom Income									
Rooftop Income	49	0.15	0.06	0.02	0.18				
Wire/Riser Access Income	6	0.08	0.06	0.02	0.09				
Miscellaneous Income									
Gross Parking Income	76	1.72	1.69	0.19	3.29				
Tenant Service Income	43	0.22	0.12	0.02	0.40				
Other Misc. Income	54	0.33	0.06	0.03	0.17				
Expense									
Cleaning									
Payroll, Taxes, Fringes	35	0.40	0.42	0.15	0.70	0.40	0.42	0.15	0.70
Routine Contracts	129	0.62	0.61	0.49	0.73	0.63	0.61	0.49	0.74
Window Washing	101	0.04	0.03	0.02	0.04	0.04	0.03	0.02	0.04
Other Specialized Contracts	45	0.05	0.02	0.01	0.05	0.05	0.02	0.01	0.05

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Supplies / Materials	121	0.15	0.14	0.12	0.19	0.15	0.14	0.12	0.19
Trash Removal / Recycling	142	0.05	0.05	0.03	0.08	0.05	0.05	0.03	0.09
Miscellaneous / Other	44	0.05	0.02	0.01	0.04	0.05	0.02	0.01	0.04
Repair / Maintenance									
Payroll, Taxes, Fringes	86	0.67	0.56	0.40	0.70	0.68	0.56	0.40	0.70
Elevator	138	0.21	0.16	0.10	0.21	0.22	0.16	0.10	0.22
HVAC	145	0.19	0.18	0.12	0.31	0.20	0.18	0.12	0.31
Electrical	148	0.06	0.06	0.03	0.10	0.06	0.06	0.03	0.10
Structural / Roofing	99	0.03	0.02	0.01	0.05	0.04	0.02	0.01	0.05
Plumbing	154	0.04	0.03	0.02	0.06	0.04	0.03	0.02	0.06
Fire / Life Safety	124	0.07	0.06	0.04	0.10	0.08	0.06	0.04	0.10
General Building Interior	126	0.17	0.10	0.05	0.18	0.18	0.10	0.05	0.18
General Building Exterior	77	0.07	0.04	0.02	0.09	0.07	0.04	0.02	0.09
Parking Lot	97	0.20	0.07	0.03	0.19	0.21	0.07	0.03	0.19
Miscellaneous / Other	86	0.19	0.07	0.02	0.20	0.19	0.07	0.02	0.20
Utility									
Total Electricity	169	1.60	1.63	1.34	1.98	1.64	1.70	1.40	2.01
Gas	48	0.06	0.04	0.01	0.12	0.06	0.04	0.01	0.12
Fuel Oil	18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Steam									
Chilled Water									
Water / Sewer	160	0.30	0.26	0.16	0.33	0.31	0.27	0.16	0.36
Roads / Grounds									
Landscaping	154	0.11	0.13	0.07	0.24	0.11	0.13	0.07	0.24
Snow Removal	37	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01
Miscellaneous / Other	33	0.05	0.04	0.02	0.05	0.05	0.04	0.02	0.06

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Security									
Payroll, Taxes, Fringes	34	0.53	0.47	0.11	0.83	0.54	0.48	0.11	0.83
Contracts	108	0.59	0.52	0.38	0.77	0.60	0.52	0.38	0.79
Equipment	38	0.04	0.03	0.01	0.05	0.04	0.03	0.01	0.06
Miscellaneous / Other	40	0.15	0.03	0.01	0.07	0.16	0.03	0.01	0.07
Administrative									
Payroll, Taxes, Fringes	109	0.60	0.62	0.45	0.75	0.62	0.62	0.46	0.77
Management Fees	144	0.59	0.52	0.35	0.80	0.60	0.52	0.35	0.82
Professional Fees	99	0.07	0.05	0.02	0.08	0.07	0.05	0.02	0.08
General Office Expenses	105	0.18	0.12	0.06	0.19	0.19	0.12	0.06	0.19
Employee Expenses	33	0.01	0.01	0.00	0.02	0.01	0.01	0.00	0.02
Miscellaneous / Other	66	0.11	0.08	0.04	0.17	0.11	0.08	0.04	0.17
Fixed									
Real Estate Taxes	154	2.74	2.21	1.41	3.00	2.80	2.24	1.41	3.02
Personal Property Tax	49	0.02	0.00	0.00	0.01	0.02	0.00	0.00	0.01
Other Tax	27	0.03	0.02	0.01	0.03	0.03	0.02	0.02	0.03
Building Insurance	140	0.17	0.16	0.11	0.21	0.17	0.16	0.11	0.22
License / Fees / Permits	29	0.04	0.04	0.03	0.05	0.04	0.04	0.03	0.05
Directly Expensed Leasing									
Payroll									
Commissions / Fees	55	1.91	0.85	0.44	2.62	1.96	0.85	0.44	2.75
Advertising / Promotion	75	0.06	0.04	0.03	0.06	0.06	0.04	0.03	0.06
Professional Fees	69	0.06	0.06	0.02	0.08	0.06	0.06	0.02	0.08
Tenant Improvements	41	4.06	2.47	0.32	5.63	4.16	2.58	0.32	6.30

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Other Leasing Costs	18	0.80	0.16	0.05	0.33	0.82	0.17	0.05	0.33
Amortized Leasing									
Commissions / Fees	12	0.70	0.70	0.32	1.35	0.72	0.70	0.32	1.40
Tenant Improvements	11	2.90	0.72	0.23	3.28	2.97	0.77	0.23	3.30
Other Leasing Costs	13	2.18	0.07	0.04	0.24	2.18	0.07	0.04	0.24
Parking									
In-house									
Contract	7	0.27	0.30	0.02	0.46	0.27	0.30	0.02	0.46
Snow Removal									
Shuttle									