

2020 Experience Exchange Report ®

Data Collected In: 2019	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:	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 - 2019

Occupancy Info.	# Blds	Avg
SQFT per Office Tenant	14	24,279.34
SQFT per Retail Tenant		
SQFT per Office Worker	10	292.76
SQFT per Maintenance Staff	13	138,271.30
Office Occupancy (%)	35	92.57
Retail Occupancy (%)		
YR-End Rent (\$ per SQFT)	6	29.60
Gross Parking INC per Stall (\$)	6	2,183.88
Parking Ratio (Stalls per 1000 SQFT)		
Rentable per Gross SQFT		
Rentable per Usable SQFT		
Total BTUs		
Capitalization Threshold (\$)		
Building Hours		

2020 Experience Exchange Report ®

Data Collected In: 2019	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:	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

Income and Expense Overview - 2019

	Total Building Rentable Area					Total Office Rentable Area			
	49 Blds	10,244,713 Sq. Ft.				10,100,964 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	13	23.48	22.74	22.32	31.83	23.87	22.74	22.32	31.91
Total Income	13	26.20	22.99	22.36	36.45	26.63	22.99	22.36	36.56
Expense									
Total Oper Exp	31	6.86	6.55	5.51	7.93	6.96	6.55	5.51	8.11
Total Oper + Fixed Exp	33	10.18	9.18	7.26	11.35	10.33	9.18	7.26	11.35

Income and Expense Summary - 2019

Income									
Office Rent	13					23.64	22.92	22.41	31.84
Retail Rent									
Other Rent									
Telecom Income	7	0.10	0.05	0.01	0.09				
Miscellaneous Income	9	3.51	3.43	0.33	5.50				
Expense									
Cleaning	30	1.16	1.04	0.86	1.43	1.16	1.04	0.86	1.43
Repair / Maintenance	34	1.78	1.56	0.87	1.99	1.78	1.56	0.89	2.00
Utility	31	2.11	1.92	1.55	2.47	2.12	1.93	1.55	2.47
Roads / Grounds	32	0.11	0.15	0.08	0.21	0.11	0.15	0.08	0.21
Security	25	0.76	0.64	0.24	1.03	0.78	0.64	0.24	1.04
Administrative	35	1.32	1.55	0.87	2.17	1.34	1.55	0.87	2.26
Fixed	35	3.29	2.54	1.70	3.54	3.33	2.54	1.70	3.54
Directly Expensed Leasing	13	1.92	0.05	0.02	3.80	1.96	0.05	0.02	3.81
Amortized Leasing									

2020 Experience Exchange Report ®

Data Collected In: 2019	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:	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

Parking									
Telecom									
Income and Expense Detail - 2019									
	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	13				19.71	22.24	21.69	23.53	
Pass-thrus	11				3.12	0.96	0.67	8.14	
Escalations									
Lease Cancellations									
Rent Abatements (-)									
Telecom Income									
Rooftop Income	5	0.12	0.08	0.01	0.09				
Wire/Riser Access Income									
Miscellaneous Income									
Gross Parking Income	7	4.22	3.62	3.17	6.12				
Tenant Service Income	7	0.12	0.06	0.03	0.41				
Other Misc. Income	9	0.09	0.08	0.01	0.15				
Expense									
Cleaning									
Payroll, Taxes, Fringes									
Routine Contracts	29	0.81	0.63	0.51	1.39	0.81	0.63	0.51	1.39
Window Washing	24	0.06	0.02	0.01	0.03	0.06	0.02	0.01	0.03
Other Specialized Contracts	18	0.06	0.01	0.01	0.04	0.06	0.01	0.01	0.04

2020 Experience Exchange Report ®

Data Collected In: 2019	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:	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

Supplies / Materials	23	0.17	0.16	0.14	0.21	0.17	0.16	0.14	0.21
Trash Removal / Recycling	31	0.06	0.06	0.04	0.09	0.06	0.06	0.04	0.09
Miscellaneous / Other	10	0.13	0.04	0.02	0.28	0.13	0.04	0.02	0.28
Repair / Maintenance									
Payroll, Taxes, Fringes	12	0.56	0.56	0.52	0.67	0.56	0.56	0.53	0.67
Elevator	26	0.23	0.17	0.09	0.24	0.23	0.17	0.09	0.24
HVAC	31	0.21	0.21	0.06	0.33	0.21	0.21	0.06	0.33
Electrical	28	0.07	0.05	0.03	0.10	0.07	0.05	0.03	0.10
Structural / Roofing	18	0.03	0.02	0.01	0.05	0.03	0.02	0.01	0.05
Plumbing	29	0.05	0.06	0.03	0.11	0.05	0.06	0.04	0.11
Fire / Life Safety	30	0.07	0.08	0.04	0.13	0.07	0.08	0.04	0.13
General Building Interior	31	0.45	0.16	0.11	1.19	0.46	0.16	0.11	1.19
General Building Exterior	22	0.07	0.08	0.03	0.14	0.07	0.08	0.03	0.14
Parking Lot	14	0.45	0.30	0.08	0.64	0.45	0.30	0.08	0.65
Miscellaneous / Other	30	0.10	0.03	0.01	0.10	0.10	0.03	0.01	0.10
Utility									
Total Electricity	32	1.73	1.53	1.18	2.06	1.74	1.53	1.18	2.06
Gas	9	0.08	0.09	0.02	0.14	0.08	0.09	0.02	0.14
Fuel Oil									
Steam									
Chilled Water									
Water / Sewer	31	0.30	0.21	0.10	0.30	0.30	0.21	0.10	0.30
Roads / Grounds									
Landscaping	32	0.09	0.12	0.07	0.15	0.09	0.12	0.07	0.15
Snow Removal	7	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.01
Miscellaneous / Other	17	0.05	0.07	0.02	0.09	0.05	0.07	0.02	0.09

2020 Experience Exchange Report ®

Data Collected In: 2019
Country: USA
Market:
Zip Code: Any Zip Code
% Gov't Tenants: All Occupancy Ranges
Lease Type: All Types

Sector: All Sectors
Building Type: All Functions
Ownership Type: All Types
Number of Floors: All Heights
% 24/7 Tenants: All Occupancy Ranges

Building Size: All Sizes
Public Transit: Any Proximity
All Electric: Any
Agency Managed: Any
% Pvt. Tenants: All Occupancy Ranges
BOMA 360 Designated? Any

Unit of Measure: Square Feet
Location: All Locations
Building Age: All Ages
Property Class: All Property Classes
Energy STAR Certified? Any
LEED Achievement Level: All LEED Certifications

Security										
Payroll, Taxes, Fringes										
Contracts	21	0.69	0.62	0.24	0.93	0.70	0.63	0.24	0.93	
Equipment	14	0.06	0.04	0.01	0.06	0.06	0.04	0.01	0.06	
Miscellaneous / Other	11	0.04	0.06	0.01	0.07	0.04	0.06	0.01	0.07	
Administrative										
Payroll, Taxes, Fringes	28	0.77	0.74	0.59	1.46	0.78	0.74	0.59	1.46	
Management Fees	8	0.31	0.28	0.19	0.67	0.32	0.28	0.19	0.71	
Professional Fees	18	0.07	0.04	0.01	0.12	0.08	0.05	0.01	0.12	
General Office Expenses	28	0.14	0.06	0.03	0.22	0.14	0.06	0.03	0.23	
Employee Expenses	9	0.02	0.02	0.01	0.04	0.02	0.02	0.01	0.04	
Miscellaneous / Other	26	0.09	0.11	0.04	0.16	0.09	0.11	0.04	0.17	
Fixed										
Real Estate Taxes	26	3.56	2.92	2.07	3.61	3.63	2.92	2.07	3.69	
Personal Property Tax	8	0.01	0.00	0.00	0.01	0.01	0.00	0.00	0.01	
Other Tax	7	0.17	0.16	0.04	0.29	0.18	0.17	0.04	0.29	
Building Insurance	28	0.20	0.16	0.10	0.19	0.20	0.17	0.10	0.19	
License / Fees / Permits	9	0.04	0.05	0.02	0.06	0.04	0.05	0.02	0.06	
Directly Expensed Leasing										
Payroll										
Commissions / Fees										
Advertising / Promotion	10	0.02	0.01	0.00	0.03	0.02	0.01	0.00	0.03	
Professional Fees	9	0.05	0.01	0.01	0.07	0.05	0.01	0.01	0.07	
Tenant Improvements										

2020 Experience Exchange Report ®

Data Collected In: 2019
Country: USA
Market:
Zip Code: Any Zip Code
% Gov't Tenants: All Occupancy Ranges
Lease Type: All Types

Sector: All Sectors
Building Type: All Functions
Ownership Type: All Types
Number of Floors: All Heights
% 24/7 Tenants: All Occupancy Ranges

Building Size: All Sizes
Public Transit: Any Proximity
All Electric: Any
Agency Managed: Any
% Pvt. Tenants: All Occupancy Ranges
BOMA 360 Designated? Any

Unit of Measure: Square Feet
Location: All Locations
Building Age: All Ages
Property Class: All Property Classes
Energy STAR Certified? Any
LEED Achievement Level: All LEED Certifications

Other Leasing Costs	
Amortized Leasing	
Commissions / Fees	
Tenant Improvements	
Other Leasing Costs	
Parking	
Snow Removal	