



ITRA MacLaurin Williams | Denver/Boulder, CO. USA

Landlords: "Catch Us If You Can"

Tenant: "Why does it seem like we have less space than our Office Lease says?"

Tenant Rep: "The Landlord is, uh,... cheating you by using the gross SF (GSF) of your space as his usable SF (USF). Gross dimensions go from *outside of exterior wall to outside of the opposing exterior wall*. The true *B.O.M.A. Office Buildings: Standard Methods of Measurement (ANSI/BOMA Z65.1—2010)* measures USF as inside of exterior wall to inside of exterior wall. By using GSF instead, the Landlord added **15% extra USF**.

The Landlord is also charging you a high 20% common area factor (CAF) for the hallways, restrooms, elevator lobby, janitor's closet, comm closet, etc. To be fair, it should be 13% to 15% (+/-) in most suburban buildings; maybe 15% to 18% in the CBD.

Combine a 20% CAF with your GSF and, effectively, you're paying a 38% CAF! *That causes you to pay 20% extra rent...* without having the USF to use.

When Office Markets tighten, Landlords charge higher rental rates. But they can 'invent' rentable SF (RSF) and dare you to catch them, if you can."

Tenant: "How do I catch them?"

Tenant Rep: "Hire a savvy Tenant Rep and a Space Planner. It takes a team approach. If the Landlord won't bend, prepare to switch buildings."

Call ITRA MacLaurin Williams' Will Gary at 303-294-0277. He can catch Landlords playing this game.

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