

DENVER



Market Insights for Tenants: At Exis, our loyalties aren't compromised; because we do not represent landlords, we are 100% focused on providing market conditions and strategies that can benefit tenants in each marketplace – leveraging this information for your economic advantage. We're pleased to provide the below in-depth information; contact us for ways we can help you get the BEST deal on your commercial space needs.

OVERVIEW

Denver's office market started 2020 on pace to continue the market expansion following a decade of growth in market size with approximately 10 million square feet of new office deliveries, over 13 million square feet of net absorption, plunging vacancy rates and steadily appreciating rental rates. The contraction that is being wrought by oil pricing and COVID-19 related contractions, downsizing, and increasing sublease inventory is turning the tide with Denver facing what could be the first year of contraction and overall negative net absorption since 2009.

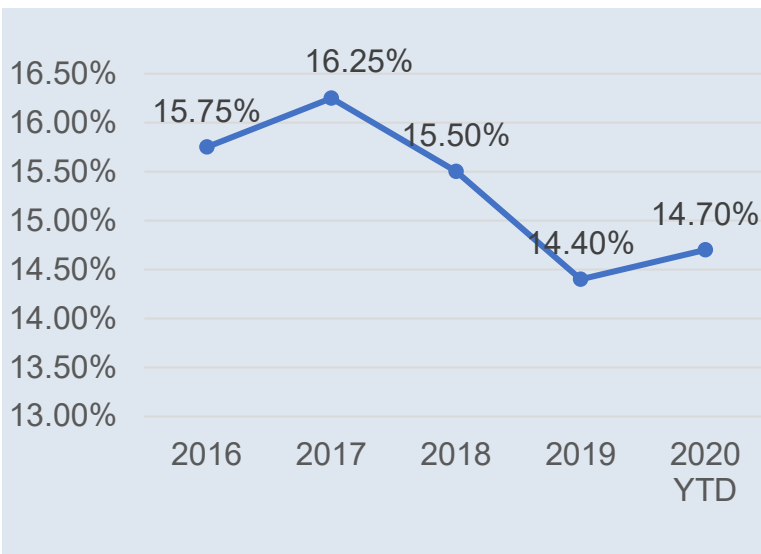
Overall leasing activity has stalled while a multitude of tenants elect to pause decision making or engage in short term solutions to bide time for clarity in the overall economy, their business environment, and employee sentiment regarding going back to the office.

FUNDAMENTALS

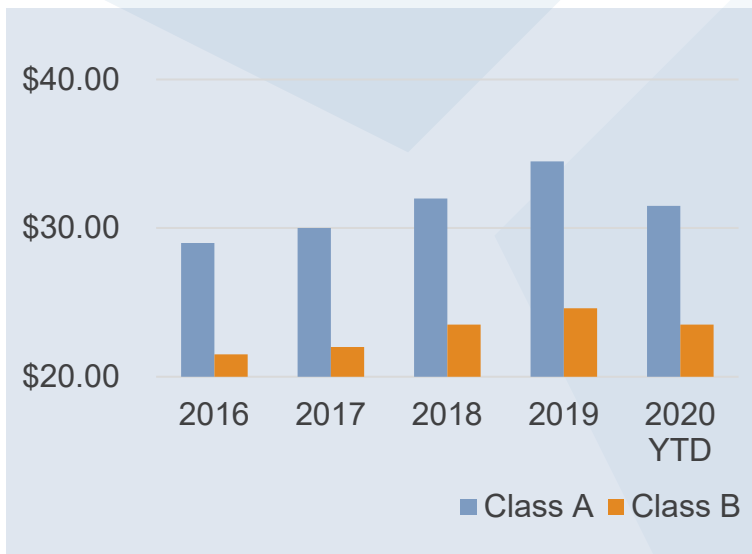
Forecast

YTD net absorption	-570,000 SF	▼
Under construction	2.2 Million SF	▼
Average asking rent (gross)	\$28.53/SF FSG	▼
Concessions	Free Rent / TI Allowance	▲
Market Size	Largest Office Deal	Total Vacancy
99,500,000	Computershare 282,000 SF	14.70%

TOTAL VACANCY



AVERAGE ASKING RENTS



Metrics Used: Square Feet, US Dollars, FSG Rental Rates

For more information, please contact:



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WHAT THIS MEANS FOR TENANTS

The negotiating leverage is slowly shifting to the benefit of our clients: the tenants and occupiers of office space. We're engaging with property owners and their agents to push for deal terms that meet our clients' needs both in terms of price and flexibility to reflect the current economic environment and the slow recovery that's currently anticipated.

We're pushing and receiving increased incentives in the way of abated/free rent, turnkey improvements, or increased improvement allowances inclusive of moving allowances and inducements. We're also utilizing sublease inventory with creditworthy sublessors to bridge the gap of client needs in this COVID economy.

KEY LEASE TRANSACTIONS

Tenant	Building Address	Submarket	Type	Sq Feet
Computershare	6200 S Quebec Street	Southeast Suburban	New	282,000
Lockheed Martin	10475 Park Meadows	Southeast Suburban	Renewal	166,500
Viasat	349 Inverness Drive South	Inverness / Panorama	Renewal	98,500
Ball Corp	10955 Westmoor Drive.	Northwest	New	98,500
AECOM	7595 Technology Way	Southeast Suburban	New	70,000
Facebook	1900 16 th Street	Downtown / LoDo	New	47,000
Freshworks	1401 Lawrence Street	Downtown / LoDo	New	44,000
Autodesk	1601 Wewatta Street	Downtown / LoDo	New	36,000
Robinhood	2373 15 th Street	Downtown / LoDo	New	35,000
Felsburg Holt & Ullevig	6400 S. Fiddlers Green Circle	Southeast Suburban	New	31,000

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