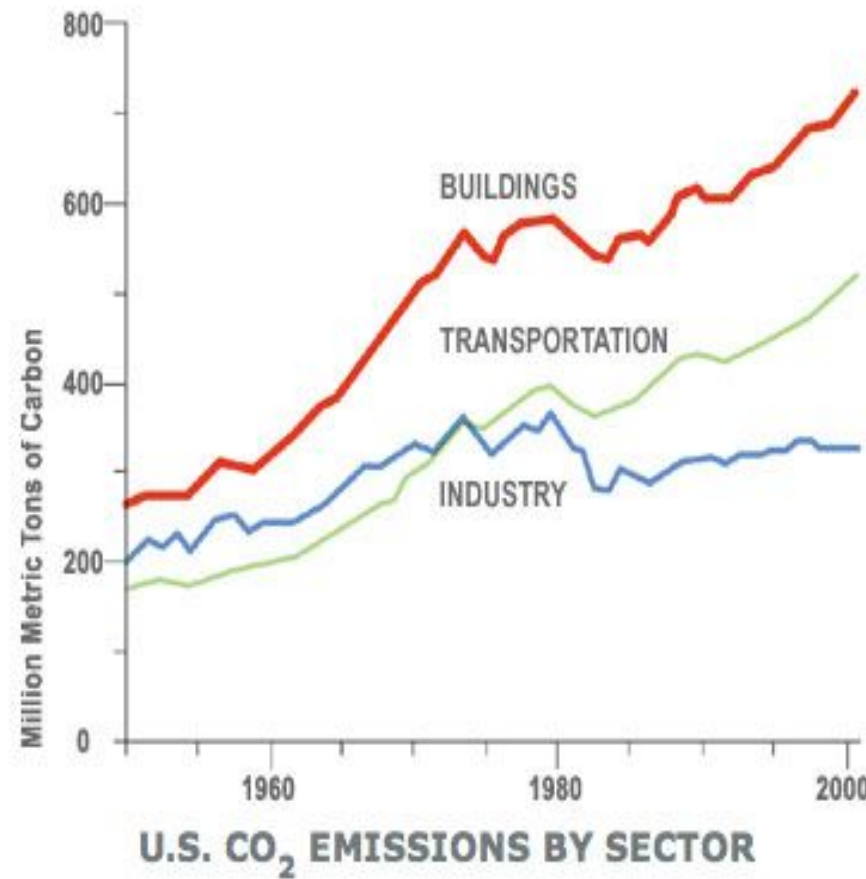


The Main Factors and Considerations in Leasing a Commercial Space for Office Use

Sustainability in the construction of commercial structures has been expanding through the recent years, largely in part due to the increasing ambitions to maintain a green and healthy planet. Regulations for including sustainable features in new or renovated commercial buildings have been growing throughout the country. In fact, many prospective buyers and lessees are even adding sustainable features to the list of what they look for in a potential place to buy or rent. This report will explore whether or not a building's sustainable aspects appeal to buyers and lessees of commercial buildings, and if these sustainable aspects contribute to the leasing/purchasing of that building. There is currently not much available research that analyzes what buyers and lessees truly care about when deciding to buy and lease a commercial building. Through conducting a survey and receiving responses from both tenants and potential tenants of office buildings in San Luis Obispo, CA, I was able to determine how essential it is to construct environmentally sustainable structures in order to understand market trends in the commercial sector concerning sustainable design and construction..

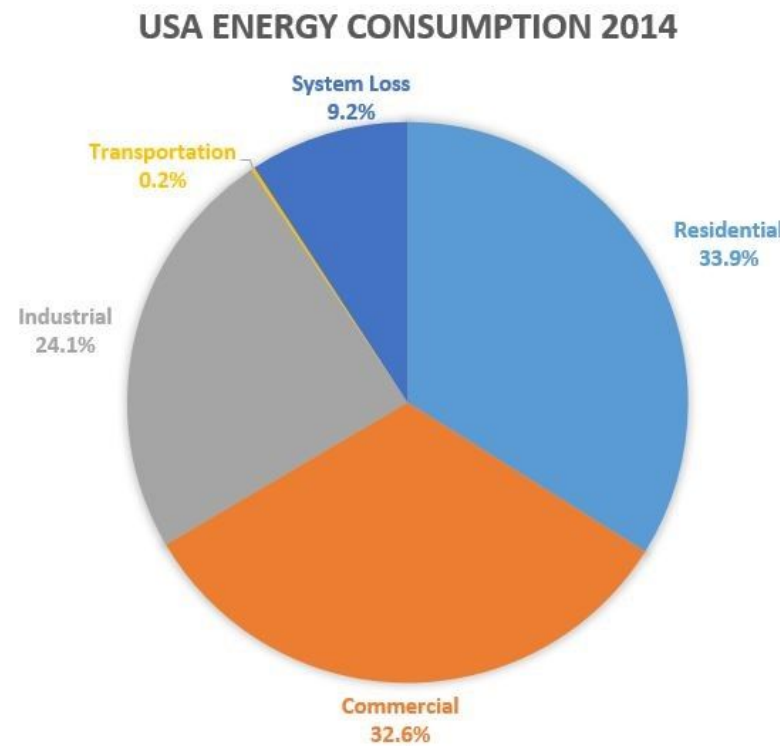
Key Words: Sustainability, Real Estate, Construction, Leasing, Commercial



<https://www.usgbc.org/articles/world-green-building-trends-2018-green-keeps-growing>

Design and Methodology

- Conducted a quantitative survey focusing on three different commercial office buildings
- Asked 30 lessees of the buildings what attracted them to these buildings – whether it be cost, location, sustainability, etc.
- Determine the commonalities between lessees in terms of their interests in a commercial building for office use



<https://www.magnelab.com/core-drivers-of-energy-use-in-buildings/>

Need and Significance

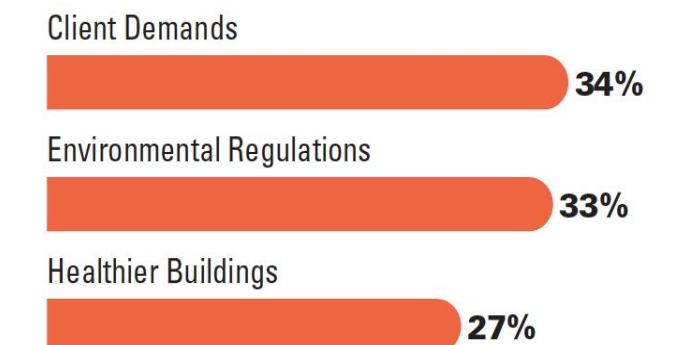
- Will assist commercial building owners in knowing what lessees value most in renting office spaces
- Will provide intel on how the sustainability of a building impacts a lessee's decision on renting part of a building
- Will further the narrative that society is becoming increasingly environmentally aware in buildings
- Could encourage commercial building owners to use more building sustainability collateral for marketing purposes

Research Questions

- What are the most important factors for lessees looking for office use in commercial buildings?
Location (50%)
- On a scale of 1-5, how important is it for you to rent a property that contains environmentally sustainable materials and systems?
3.5
- Would you prefer to work in a building that has been certified by a third-party environmental organization (i.e. LEED Certified)?
Yes (83%)
- On a scale of 1-5, how important do you think the construction of environmentally sustainable office buildings is for our future?
4.37

Top Triggers Driving Future Green Building Activity (According to All Global Respondents)

Dodge Data & Analytics, 2018



<https://www.usgbc.org/articles/world-green-building-trends-2018-green-keeps-growing>