

# Real Estate Lease Rates

U.S. Middle Market

2008

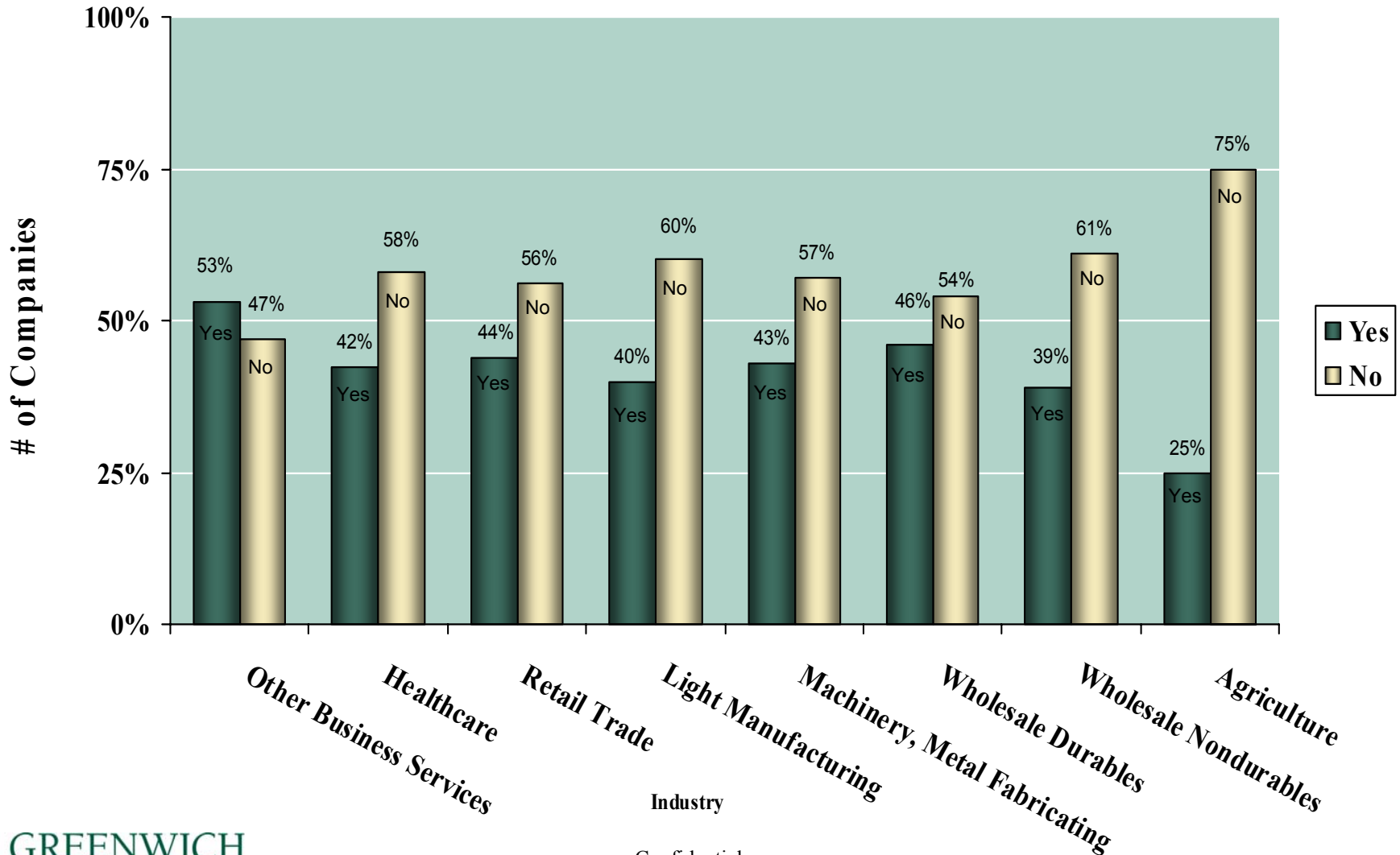
## Key Findings – U.S. Real Estate

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- Across industries a slight majority of companies own their office space
- Downtown office space is expected to remain the most expensive at \$21.91 per square foot on average nationally
- Office space in the close suburbs (1-10 miles outside of a major metropolitan area) ranks second most expensive nationally
  - This trend only differs in the Northeast where office space in the far suburbs (11-30 miles) is nearly \$6.00 more expensive per square foot
- Office Space prices per square foot is largely expected to increase in the future with exceptions for:
  - Rural space in the Northeast, South, and Midwest
  - Far suburbs in the Northeast
  - Downtown in the West which is currently the highest price per square foot

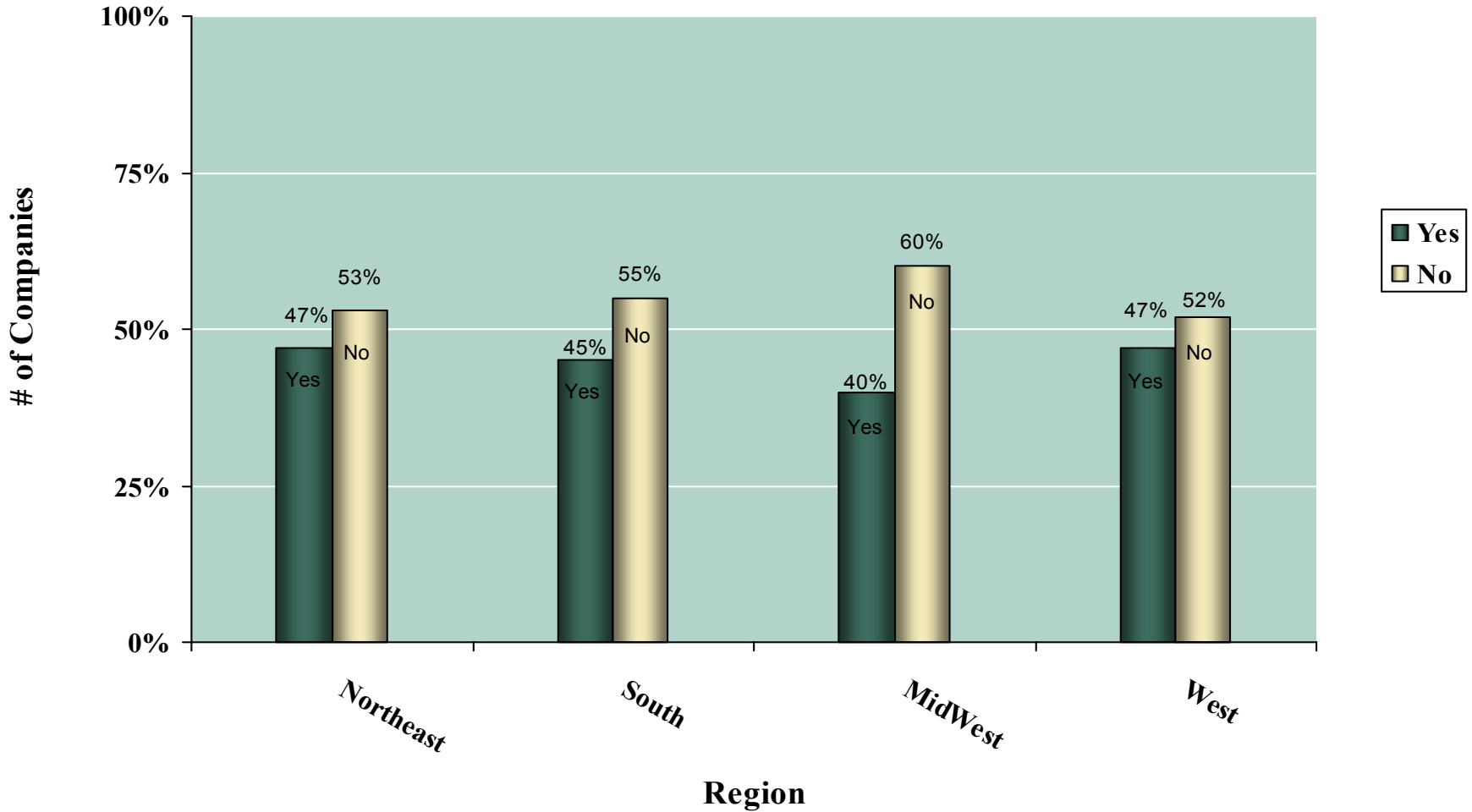
# Office Space – Lease/Rent by Industry

**Q: Does your company currently lease/rent its office space?**



# Office Space – Number of Companies that Lease/Rent by Region

Q: Does your company currently lease/rent its office space?

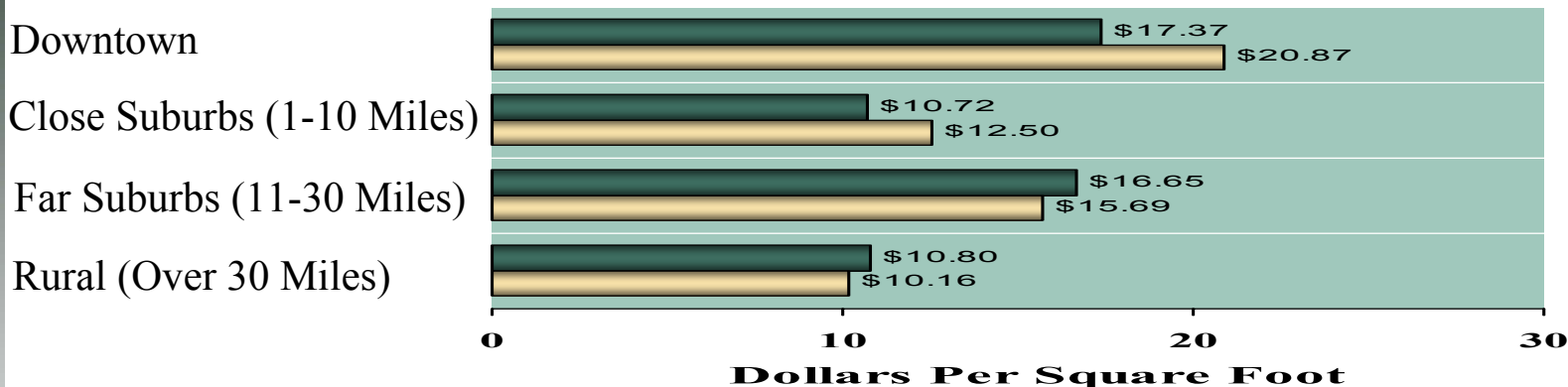


# Office Space – Price per Square Foot – Current & After Lease/Rental Terms Expire (by Region & Industry)

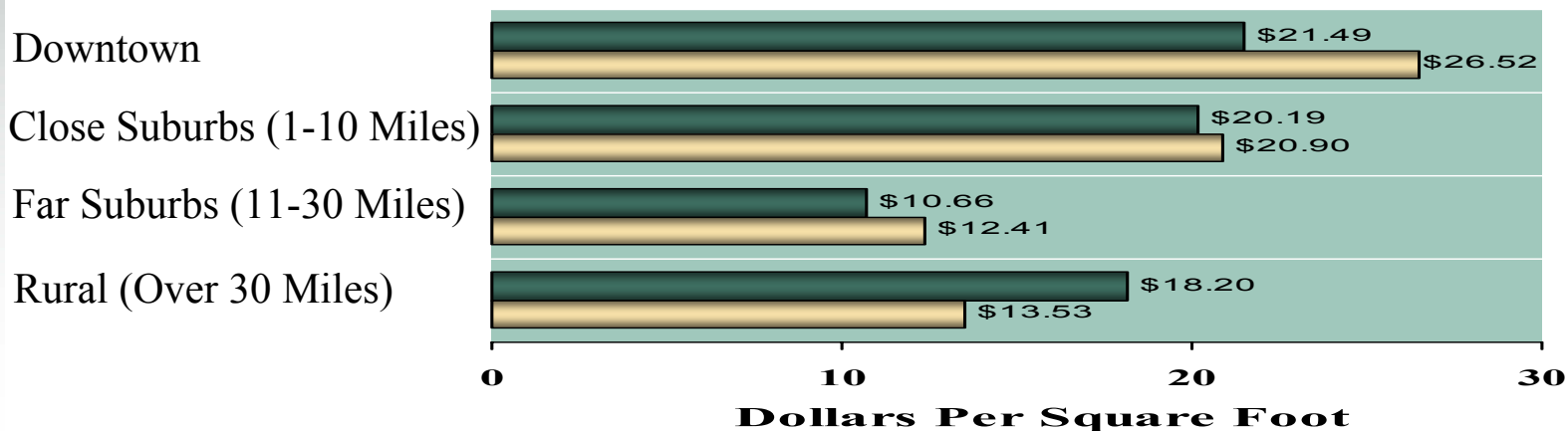
**Q: How much do you pay per square foot?; When your lease or rental terms expire, what do you expect to pay per square foot?**

**Current** **Expected**

## Northeast



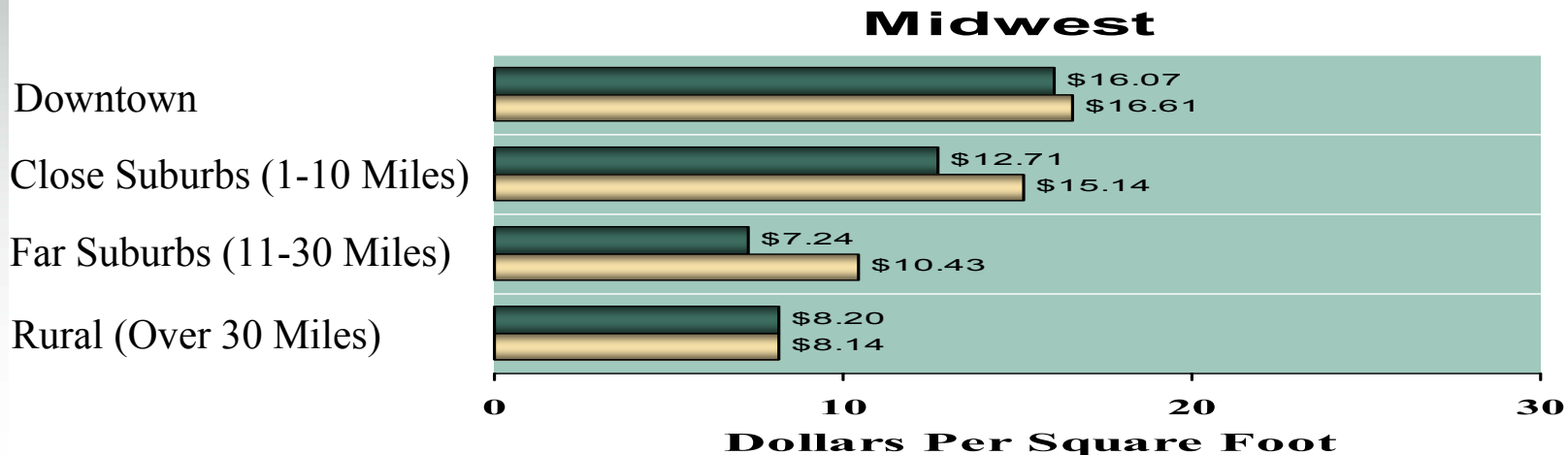
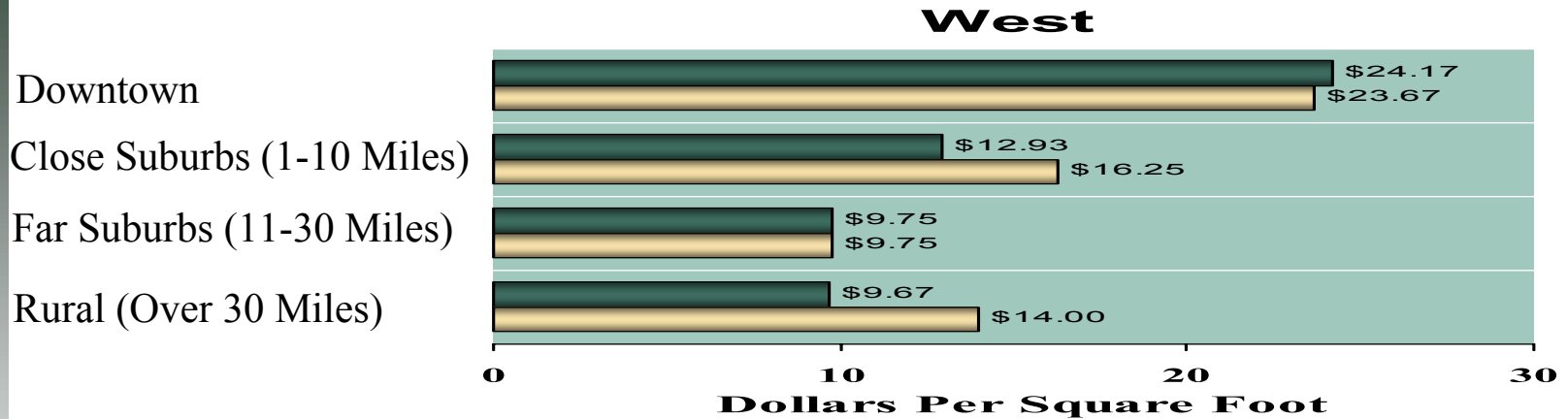
## South



# Office Space – Price per Square Foot – Current & After Lease/Rental Terms Expire (by Region & Industry)

**Q: How much do you pay per square foot?; When your lease or rental terms expire, what do you expect to pay per square foot?**

**Current** **Expected**



# Overview of Greenwich Associates

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- Greenwich Associates is a research based consulting firm that for 35 years has specialized in institutional financial services.
- We conduct over 120 global research studies each year on topics that span the financial services landscape.
- During our 2008 U.S. Middle Market Study Greenwich Associates interviewed just under 17,000 senior executives at companies with annual revenues of \$10-500 million regarding their banking and insurance relationships.
- Interviews were conducted in February-June of 2008.