

# TRANSFORMING REAL ESTATE INTO REAL ADVANTAGE

## WHAT ARE THE 3 BIGGEST COSTS FOR A BUSINESS?



1. EMPLOYEE  
WAGES & BENEFITS



2. REAL ESTATE  
OCCUPANCY COSTS

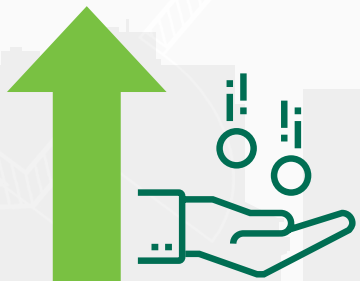


3. IT &  
OFFICE EQUIPMENT


THE JOHNSON-AYRE TEAM HAS STRATEGIES TO



**REDUCE** YOUR REAL  
ESTATE SPEND AND  
**INCREASE** PROFITABILITY



## BUILDING CLIENT RESULTS



**26.5% COST SAVINGS**  
Healthcare Technology Company

- 12,470 square feet
- “Turn-key” Improvements
- Back-up Generator
- \$3,767 savings per employee



**26% COST SAVINGS**  
Financial Services

- 217,500 square feet
- \$3,376,392 lease concessions
- \$11,834 savings per employee



**9.5% COST SAVINGS**  
CPA Firm

- 9,680 square feet
- \$220,220 lease concessions
- \$7,570 savings per employee

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