



SUBMARKET:
Downtown San Diego

PRODUCT TYPE:
Office (4,421 SF)

DEAL TYPE:
Lease Renewal

THE CLIENT

ReverseVision is a recognized leader and driving innovator in the Reverse Mortgage Industry. Founded in 2007, ReverseVision, Inc. (www.ReverseVision.com) is the leading software and technology provider for the reverse mortgage market, offering products and services focused exclusively on the home-equity conversion mortgage (HECM) and related reverse mortgage products and services.

THE ASSIGNMENT

They were looking to expand their operations and were considering both renewal and relocation options. After an exhaustive search we ultimately decided that a renewal at the current facility was the best economical decision. We were able to leverage their situation into a decreased rental rate, with free rent and tenant improvement concessions. In addition, we secured a new base year for operating expenses which provided additional savings.

THE TESTIMONIAL

“ We had a great experience and partnership with the VOIT Tenant Rep Group. Their patience & understanding were evident & much appreciated in guiding my company through the decisionmaking process in selecting the best option for our headquarters location. Their due diligence & expertise enabled us to negotiate an attractive lease renewal option in our current location that provided a below market rate, key tenant improvements, additional parking arrangements & rental abatement. My thanks to VOIT. They were invaluable throughout the negotiating process.”

John Button, *President / CEO*



JEFF SAYWITZ

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LOCATION

1620 Fifth Avenue
Suite 525
San Diego, CA 92101

SIZE

±4,421 SF

DEAL HIGHLIGHTS

LEASE TERM

5 Years

DISCOUNTED RENTS

10% from asking rents

ADD'L CONCESSIONS

Rental Abatement
Parking Consideration
Tenant Improvements

TOTAL COST SAVINGS AND VALUE ADDED

In excess of \$50,000.00 over
the life of the lease