

Compare beyond asking rent.

Two fictional spaces. Same 2,000 rentable square feet and 36-month term. All amounts in CAD; rates below are per rentable square foot per year.

Assumption or result	Option A	Option B
Year 1 / 2 / 3 base rates	\$25 / \$26 / \$27	\$24 / \$25 / \$26
Base-rent-free months, in Year 1	2 months	0 months
Additional rent (TMI), each year	\$12.00 / sf / year	\$14.00 / sf / year
Scheduled base rent, before concession	\$156,000.00	\$150,000.00
Less: base-rent concession	\$8,333.33	\$0.00
Base rent payable over term	\$147,666.67	\$150,000.00
Additional rent over all 36 months	\$72,000.00	\$84,000.00
Modeled rent total over term	\$219,666.67	\$234,000.00
Effective base rent / sf / year	\$24.61	\$25.00
Modeled rent total / sf / year	\$36.61	\$39.00

Lower first-year base rent is not the whole comparison.

Option A has \$14,333.33 less modeled rent over the term, despite its higher starting base rate. This compares only the stated costs; it does not decide which space suits the client.

Math: add area x annual base rate for each year. Deduct the applicable base-rent concession (A: $2,000 \times \$25 \times 2/12 = \$8,333.33$). Add additional rent for all three years. Divide totals by 2,000 sf x 3 years to get annualized rates.

Assumptions: free rent waives base rent only; additional rent stays payable throughout and is held constant. The concession is rounded to cents; annualized rates are rounded to two decimals. No discounting or present-value adjustment.

Excluded: sales taxes, utilities outside TMI, parking, fit-out costs, tenant allowances, deposits, other fees and end-of-term obligations. Actual additional rent may change. Use the lease and estimates for the specific space.

Put both offers on one page.

Printable worksheet. Fill in manually; this PDF does not calculate. Compare equal terms where possible and use the same currency and area basis for both options.

Inputs and calculations	Option A	Option B
Property / suite		
Currency / rentable area (sf)		
Start date / term (months)		
Year 1 base rate (\$/sf/year)		
Year 2 base rate (\$/sf/year)		
Year 3 base rate (\$/sf/year)		
Remaining years / changes: attach schedule		
Free-rent dates / what charges are waived		
Additional rent: rates / changes / inclusions		
1. Scheduled base rent over term		
2. Less applicable base-rent concession		
3. Base payable = line 1 minus line 2		
4. Additional rent payable over term		
5. Modeled rent total = line 3 plus line 4		
6. Effective base = line 3 / sf / term in years		
7. Annualized modeled rent = line 5 / sf / years		

Before presenting the comparison

Confirm rate units, rentable area, partial months, rent steps, concession dates and whether free rent includes additional rent. Attach a full schedule for longer or irregular terms. Record the source and date of every estimate.

Add a separate budget for taxes, utilities, parking, fit-out, allowances, deposits and other obligations. Discuss layout, permitted use, access, location and timing alongside price.

Sources / date / open questions: