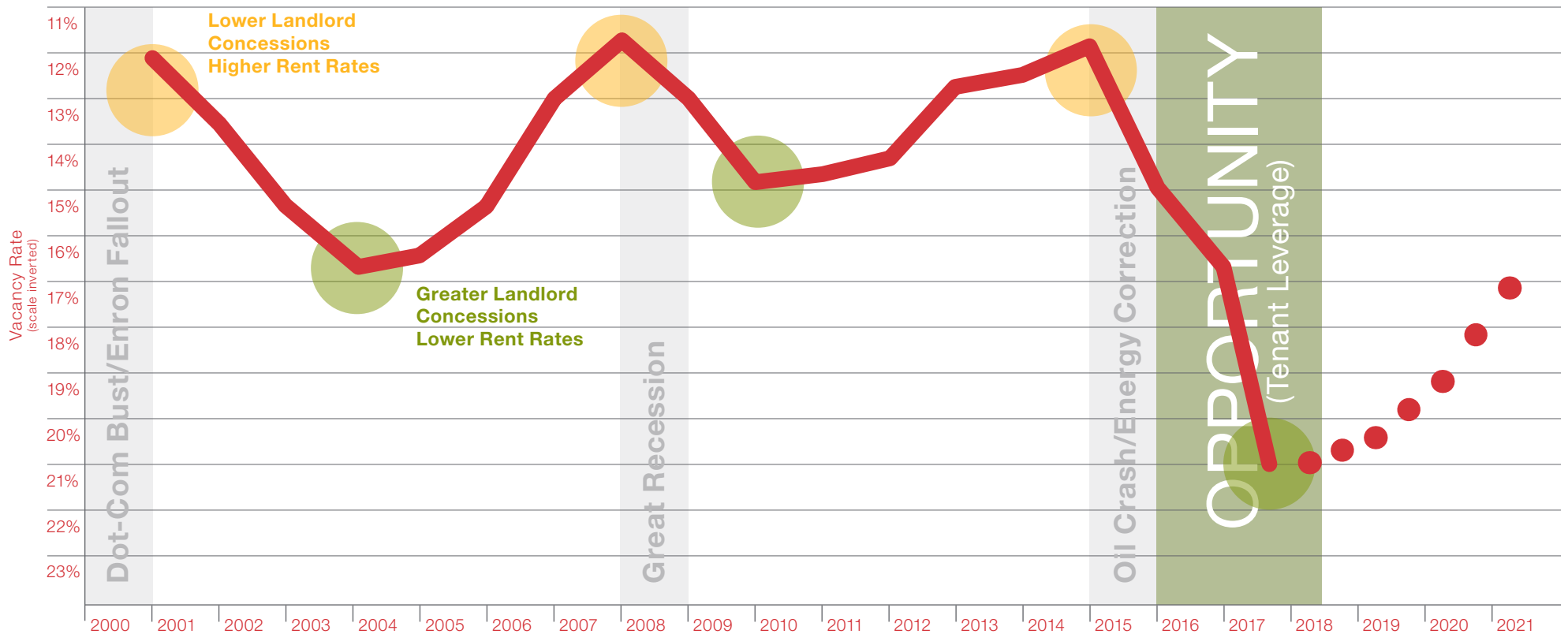


# Timing is Everything

The Houston office leasing market historically operates in 7-8 year cycles.

Based on the current cycle, office tenants today have tremendous negotiating leverage **over the next 18 months. Let's discuss how this may apply to you.**



The valleys shown post the 2000-2001, 2008-2009 and 2015-2016 timeframes represent down periods in the office market locally. These periods saw significant landlord concessions and lower rent rates for office tenants.