Smart Leasing: Conversations about Energy Efficiency

Smart Leasing refers to any activity that better aligns the interests of tenants and landlords to achieve high performance, healthy, and energy-efficient buildings.

Smart Leasing encourages all stakeholders in the leasing process to have conversations about energy efficiency, sustainability, and building performance during the pre-lease and site selection process, lease negotiation and build-out, and occupancy and operations.

The Denver Smart Leasing Program provides tools, resources, and training to help real estate practitioners develop collaborative relationships and pursue energy efficiency in their buildings.

Unlock the Value

According to a study done by Stok, commercial tenants who invest in high performance buildings can gain an additional annual value of $3,395 per employee and $18.56 per square foot due to enhanced productivity, retention, and health and utility and maintenance savings.

Determining the Value of High Performance Buildings

- **$8/SF**: Enhanced Employee Productivity
- **$7.5/SF**: Increased Employee Retention
- **$1.3/SF**: Improved Employee Health & Wellness
- **$1.3/SF**: Utility Savings
- **$0.31/SF**: Maintenance Savings

- **$18.56**: Additional Annual Value Per Square Foot
- **$3,395**: Additional Annual Value Per Employee

- **$1,459 / Employee**: Enhanced Employee Productivity
- **$1,392 / Employee**: Increased Employee Retention
- **$238 / Employee**: Improved Employee Health & Wellness
- **$238 / Employee**: Utility Savings
- **$68 / Employee**: Maintenance Savings

This infographic references data determined by Stok in the report, The Financial Case for High Performing Buildings. Stok identified the additional costs and benefits of HPBs through an analysis of over 60 robust research studies.

Stok applied a sensitivity analysis to determine the benefits of low, mid, and high impact scenarios on employee productivity, retention, and absenteeism at a cost premium of $20 per SF. The numbers above represent the mid impact scenario where productivity is estimated to be enhanced by 3%, reduction in separation rate by 5%, and reduction in annual sick days by 30%.

Link to the original Stok report: https://stok.com/research/financial-case-for-high-performance-buildings