**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.

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**Determining the Value of High Performance Buildings**

- **$18.56** Additional Annual Value Per Square Foot
  - $8.00/SF Enhanced Employee Productivity
  - $7.50/SF Increased Employee Retention
  - $1.30/SF Improved Employee Health & Wellness
  - $1.30/SF Utility Savings
  - $0.37/SF Maintenance Savings

- **$3,395** Additional Annual Value Per Employee
  - $1,450 / Employee Enhanced Employee Productivity
  - $1,396 / Employee Increased Employee Retention
  - $238 / Employee Improved Employee Health & Wellness
  - $238 / Employee Utility Savings
  - $68 / Employee Maintenance Savings

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The 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 90 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](https://stok.com/research/financial-case-for-high-performance-buildings)