



MOVE UP

Abby Zito & Kevin Gillihan  
JLL  
8900 Keystone Crossing Suite 1150  
Indianapolis, IN 46240

**RE: Request for Proposal – Instaquote, LLC  
8520 Allison Pointe Boulevard, Indianapolis**

Dear *Abby & Kevin*:

As the exclusive real estate advisor to Instaquote, LLC (“Tenant”) it is our pleasure to request a proposal to lease office space in the Building. You may include in your response any amount of detail you wish, but please be sure to address the following terms. All such terms shall be embodied in the lease agreement.

Please see Landlord’s response below in red.

Tenant’s response in blue dated 6/3/2025

Landlord’s Response in green dated 6/3/25.

Tenant Response in purple fated 7/28/2025

Final Terms highlighted in yellow

1. **Building:** 8520 Allison Pointe Boulevard, Indianapolis, IN 46250

2. **Landlord:** Please state the owner(s) and their interests in the Building.

The building is owned by G&I IX MJW LAKE POINTE III & IV LLC. M&J Wilkow and DRA Advisors are the controlling entities.



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3. **Premises:** Suite 100, which is approximately 3,964 RSF.  
Acceptable.
- Please provide the usable/rentable factor of the floor.  
Landlord represents and shall warrant that the rentable area is calculated in conformance with BOMA.  
Usable Square Feet is calculated using BOMA standards.  
Single tenant floors have a 12% add-on factor and multi-tenant floors have a 15% add-on factor.
4. **Tenant:** Instaquote, LLC, a Florida Limited Liability Company.  
Acceptable with Landlord's review of Tenant financials.
5. **Lease Term / Commencement:** Please propose three and five lease terms commencing upon July 1, 2025.  
Commencement will be July 1, 2025 based upon a fully executed lease.
- Option A: Three (3) years, Two (2) months.
- Option B: Five (5) years, Four (4) months.
- Option A: Three (3) years, three (3) months.  
Agreed based upon the below rent schedule.  
Three (3) years and Five (5) months
- Option B: Five (5) years, five (5) months.  
Agreed based upon the below rent schedule.



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**6. Rental Rate:**

Please provide your most aggressive rental rate per Rentable Square Foot based on a Full-Service lease. The Full-Service rental rate shall be inclusive of all utilities, CAM, water/sewer, insurance, real estate taxes, and five (5) days per week janitorial services.

Option A (3yrs 2mos):

Months 1-2 free.

Months 3-12 at \$20.50/RSF w/3% annual increases thereafter.

Option B (5yr 4mos):

Months 1-4 free.

Months 5-12 at \$19.50/RSF w/3% annual increases thereafter.

Option A:

Months 1-3: Free

Months 4-15: \$19.75/SF with 2.25% annual escalations thereafter.

Option A (3yrs 3mos):

Months 1-3 free.

Months 4-12 at \$20.25/RSF w/3% annual increases thereafter.

Option A (3yrs 5mos):

Months 1-5 free.

Months 6-12 at \$20.25/RSF w/2.50% annual increases thereafter.

Option B:

Months 1-5: Free

Months 6-17: \$18.75/SF with 2.0% annual escalations thereafter.

Option B (5yr 5mos):

Months 1-5 free.

Months 6-12 at \$19.25/RSF w/3% annual increases thereafter.



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**7. Building Operating Expenses:**

Client requires a 2025 base year tax/expense stop. Please provide an operating history covering the last two years in the Building and Project, as well as the estimated 2025 budget.

Tenant shall be responsible for paying its pro rata share of increases in Building operating expenses and property taxes ("Operating Costs") above a 2025 Base Year. Operating Costs will be calculated on a grossed-up basis to reflect a building occupancy equal to ninety five percent (95%).

LP IV

2022 Actual: \$11.21

2023 Actual: \$10.34

2024 Actual: \$12.27

**8. Tenant Improvement Allowance:**

Tenant shall take the Premises in As Is condition except for the following:

- Repair water damage ceiling tiles and drywall.
- Match paint on the new drywall.

Acceptable as this work has already been completed.

**9. Right of First Refusal:**

Tenant shall have a Right of First Refusal on any full floor in the Building. If Landlord receives a Letter of Intent they are willing to accept, Landlord will provide Tenant with the terms of the Letter of Intent and Tenant shall have thirty (30) business days to accept the offer or Landlord can proceed forward with the prospect.

Subject to rights of existing Tenants, Tenant shall have a onetime Right of First Offer (ROFO) for contiguous space on the 1<sup>st</sup> floor that is available or becomes available at Fair Market Value terms, and coterminous with the lease term.

Agreed.



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**10. Sublease & Assignment:**

Tenant reserves the right to substitute any of its subsidiaries, affiliates, working partnerships or successor company as occupants of the Premises without the Landlord's consent.

Tenant shall have the right to sublease or assign or otherwise permit occupancy of all or any portion of the Premises to any related entity or affiliate of Tenant or to any successor entity without any profit sharing and without Landlord's approval or consent.

Tenant shall also have the right, at any time, to sublease or assign all or any portion of Tenant's Premises to any unrelated entities with Landlord's consent, which is not to be withheld, conditioned or delayed. Landlord shall have no right of participation, recapture, nor the right to change any terms of the lease in the event of a sublease or assignment. All rights of the Tenant under the lease shall inure to the benefit of the Sublessee / Assignee. Tenant shall have the right to advertise the availability of the space without restriction as to the rental rate advertised.

To be addressed in the Lease document.

**11. Holdover**

Tenant shall have the right to holdover for up to three (3) months at the then current rental rate and 125% of the rate thereafter.

To be addressed in the Lease document.



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**12. Amenities**

Please describe available food services, health club, or conference facilities within the Building and any associated costs. Please describe any additional amenities available within the Building.

A fitness center with the latest gym equipment is located on the 1st Floor of Lake Pointe III just down the hall from the locker rooms.

Additionally, Lake Pointe IV is equipped with a conference center that seats up to 30 people and is outfitted with Wi-Fi.

Lake Pointe IV houses a modern design tenant lounge that includes soft seating, multiple TVs, shuffleboard table, wet bar, board room, and outdoor seating.

Currently, there are no monthly fees associated with the use of any of the amenities.

See Exhibit B Amenities.

**13. Security Deposit:**

The equivalent of one month's rent.

Landlord requires Tenant to provide three (3) years of certified, audited income statements and balance sheets prior to Landlord determining lease security requirements.

**14. Signage and Marketing:**

Please provide the available signage opportunities for the Tenant.

Tenant will be provided with signage at the entrance to their suite as well as on the directory prominently located in the building's lobby at Landlord's sole cost and expense. All graphics must be approved by Landlord.



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- 15. Parking:** Please provide description, cost, and availability of parking, as well as information on additional parking facilities in close proximity to the building.  
All parking is in common and available on a first come first serve basis and at no cost to Tenants. LP III & IV have 608 surface parking spaces and 16 ADA compliant parking spots.
- 16. Hazardous Materials:** Please provide any information concerning any hazardous materials, including but not limited to asbestos and mold, in or about the Premises or Building. Specific hazardous materials language shall be addressed in more detail in the lease document.  
To Landlord's actual knowledge, there are no hazardous materials in the building. To be further negotiated in the lease document.
- 17. Compliance with Laws:** The Premises shall be delivered to Tenant in accordance with all governmental regulations (i.e. ordinances, codes and laws, including the Americans with Disabilities Act). Tenant shall not pay, as an operating expense or capital improvement, any of the expenses of bringing the Building into compliance with current or future regulations.  
To Landlord's actual knowledge and without further investigation, the Building is ADA compliant.



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**18. Access and Security:**

Tenant shall have 24-hour per day, 365 day per year access to its Premises in the Building. Please provide a schedule of normal working hours where HVAC and other building services are provided to Tenant.

Normal Business Hours are between the hours of 8:00 A.M. and 6:00 P.M. Monday through Friday and between the hours of 8:00 A.M. and 1:00 P.M. Saturday but excluding Building holidays.

Building doors are unlocked Monday - Friday 6:30 AM to 7:00 PM, Saturdays 6:30 AM to 12:00 PM.

All after hours HVAC requests must be scheduled thru the management office. After hours HVAC charges are \$60.00/hour per floor.

Hours of standard HVAC operation:

8am – 6pm daily M-F

8:00-1:00pm Sat.

Off Sunday.

**19. Subordination & Non - Disturbance:**

Landlord shall provide Tenant with non-disturbance agreements in form and substance satisfactory to any Tenant from any party, present or future, with superior position to the Lease. In addition, Landlord shall agree to provide the appropriate non-disturbance agreements to any assignee or subtenant leasing one-half of a full floor or more of the Premises.

Not available.

Not agreed.

Not available for a Tenant of this size.





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**20. Brokerage  
Commission:**

Halakar, LLC is representing Tenant and not Landlord. Landlord recognizes and agrees to pay Tenant's representative, Joshua D. Abrams, Licensee of Halakar, LLC, a commission equal to four percent (4%) of the gross rental consideration. Such payment shall be paid within thirty (30) days of lease execution.

Landlord agrees to pay a commission to Halakar, LLC equal to four percent (4%) of the gross aggregated rental contracted to be paid in the Lease Agreement. The first half of the commission will be paid within thirty (30) days of lease execution and receipt of Co-broker commission invoice. The second half will be paid within thirty (30) days of lease commencement and receipt of Co-broker commission invoice.

Landlord is represented by Kevin Gillihan and Abby Zito as Licensees of Jones Lang LaSalle Brokerage, Inc.

**21. Non-Binding:**

The contents of this letter do not constitute and will not give rise to any legally binding obligation on the part of any of the parties. Moreover, no past or future action, course of conduct, or failure to act relating to the possible transaction, or relating to the negotiation of the terms of the possible transaction or any definitive lease agreement, will give rise to or serve as a basis for any obligation or other liability on the part of the parties, unless and until a fully executed lease is executed and delivered by each party to the other.

Agreed



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We thank you for your prompt attention to the matter and look forward to receiving your response on or before July 6, 2025.

Sincerely,

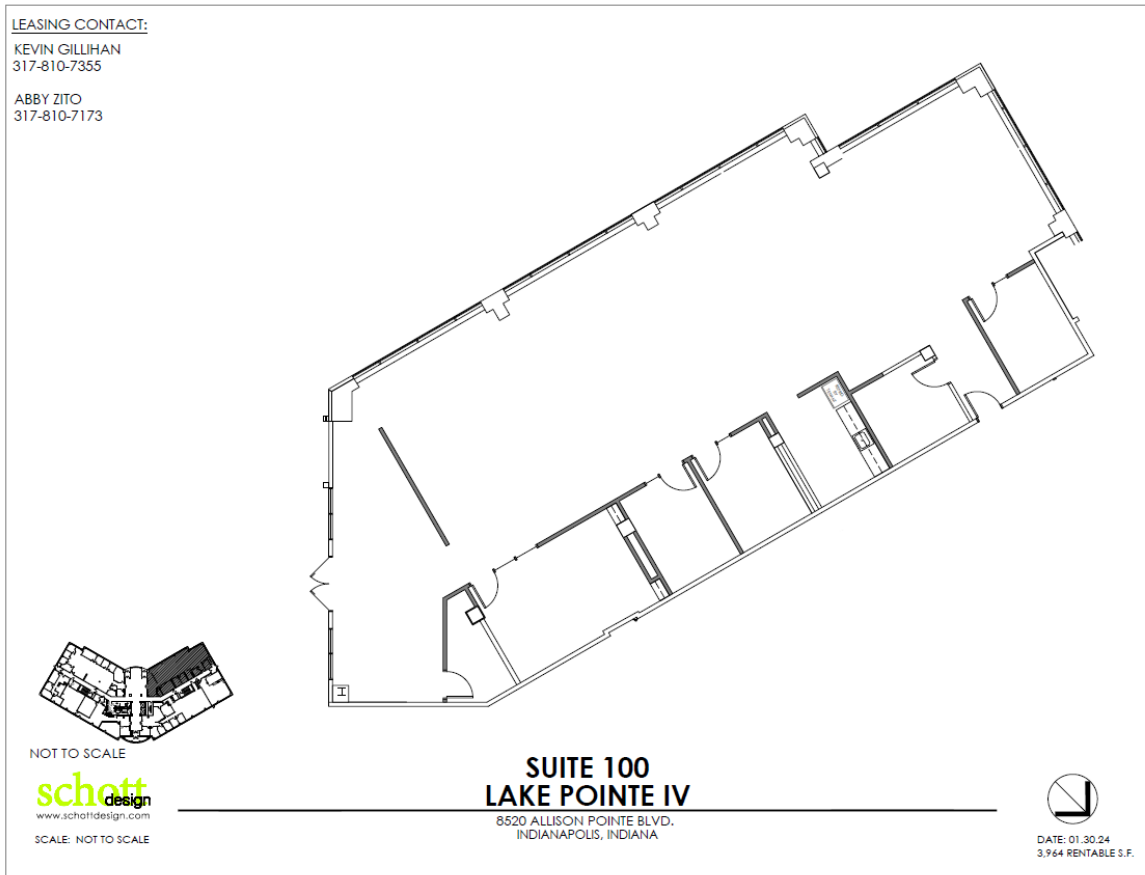
A handwritten signature in black ink that reads "Joshua D. Abrams". The signature is fluid and cursive.

Joshua D. Abrams  
Vice President – Brokerage  
Joshua@Halakar.com  
317-496-0202



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Exhibit A  
Demise Premises





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Exhibit B  
Amenities

