

Suite Lease and Vacancy Analysis

Data Input

Expense Summary Base Case	\$ per Sq Ft
Real Estate Taxes	\$ 4.00
Common Area Maintenance	\$ 0.95
Utilities	\$ 0.90
Insurance	\$ 0.65
Management and Leasing Fees	\$ 0.54
General and Administrative	\$ 0.22
Capital Expenditures	\$ 1.60
Other	\$ 0.09

The building summary information is presented first. It is the compilation of the individual rental suite:

Summary of All Leasable Suites

Leasable Square Feet	75000										
Weighted Average Lease Rate	24.93	25.22	25.52	25.82	26.14	26.46	26.80	27.14	27.49	27.86	28.23
Overage Detail	Applies to retail spaces lease with a stated percentage of gross sales above baseline - See individual Suites for detail.										
Weighted Average Vacancy	20.56%	11.47%	6.85%	6.89%	6.93%	20.09%	7.51%	7.55%	7.58%	7.62%	7.65%

	1	2	3	4	5	6	7	8	9	10	11
Contract Rent	1770000	1791600	1813848	1836763	1860366	1884677	1909718	1935509	1962074	1989437	2017620
+ Overage (PCT Rent)	0	0	0	0	0	0	0	0	0	0	0
+ Misc Income	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000
Tenant Reimbursements											
Real Estate Taxes	300000	307500	315188	323067	331144	339422	347908	356606	365521	374659	384025
Common Area Maintenance	71250	73031	74857	76728	78647	80613	82628	84694	86811	88981	91206
Utilities	67500	69188	70917	72690	74507	76370	78279	80236	82242	84298	86406
Insurance	48750	49969	51218	52498	53811	55156	56535	57948	59397	60882	62404
Tenant Expenses	487500	499688	512180	524984	538109	551562	565351	579484	593971	608821	624041
Expense Stop	227500	233188	239017	244993	251117	257395	263830	270426	277187	284116	291219
Reimbursable Expense	260000	266500	273163	279992	286991	294166	301520	309058	316785	324704	332822
Gross Potential Income	2130000	2158100	2187011	2216755	2247358	2278843	2311238	2344567	2378859	2414141	2450442
Less: Vacancy/Collection Losses	438000	247620	149701	152676	155736	457884	173624	176957	180386	183914	187544
Effective Gross Income	1692000	1910480	2037309	2064080	2091622	1820959	2137614	2167611	2198473	2230227	2262898
Expenses											
Management and Leasing Fees	40500	41513	42550	43614	44704	45822	46968	48142	49345	50579	51843
General and Administrative	16500	16913	17335	17769	18213	18668	19135	19613	20104	20606	21121
Real Estate Taxes	300000	307500	315188	323067	331144	339422	347908	356606	365521	374659	384025
Common Area Maintenance	71250	73031	74857	76728	78647	80613	82628	84694	86811	88981	91206
Utilities	67500	69188	70917	72690	74507	76370	78279	80236	82242	84298	86406
Insurance	48750	49969	51218	52498	53811	55156	56535	57948	59397	60882	62404
Capital Expenditures	120000	123000	126075	129227	132458	135769	139163	142642	146208	149864	153610
Other	6750	6919	7092	7269	7451	7637	7828	8024	8224	8430	8641
Total Expenses	671250	688031	705232	722863	740934	759458	778444	797905	817853	838299	859257
Net Operating Income	1,020,750	1,222,449	1,332,077	1,341,217	1,350,688	1,061,501	1,359,170	1,369,705	1,380,620	1,391,928	1,403,641
Operating Expense Ratio	40%	36%	35%	35%	35%	42%	36%	37%	37%	38%	38%

Suite A (NNN) Lease

Leasable Square Feet	40000	Expense Stop	0
Rate	18	Rental Growth Rate	3.0%
Overage Detail		Cost Growth Rate	2.5%
Vacancy /Collection Losses	40%	20%	10%
	10%	10%	10%
	10%	10%	10%
	10%	10%	10%
	10%	10%	10%
	10%	10%	10%

In this section you can "hand input" realistic leasing projections based on actual leases, or can use the trend rates shown to the left. Enter 99 for the expense stop to indicate a full service lease.

	1	2	3	4	5	6	7	8	9	10	11
Contract Rent	720000	741600	763848	786763	810366	834677	859718	885509	912074	939437	967620
+ Overage											
+ Misc Income											
Tenant Reimbursements											
Real Estate Taxes	160000	164000	168100	172303	176610	181025	185551	190190	194944	199818	204814
Common Area Maintenance	38000	38950	39924	40922	41945	42994	44068	45170	46299	47457	48643
Utilities	36000	36900	37823	38768	39737	40731	41749	42793	43863	44959	46083
Insurance	26000	26650	27316	27999	28699	29417	30152	30906	31678	32470	33282

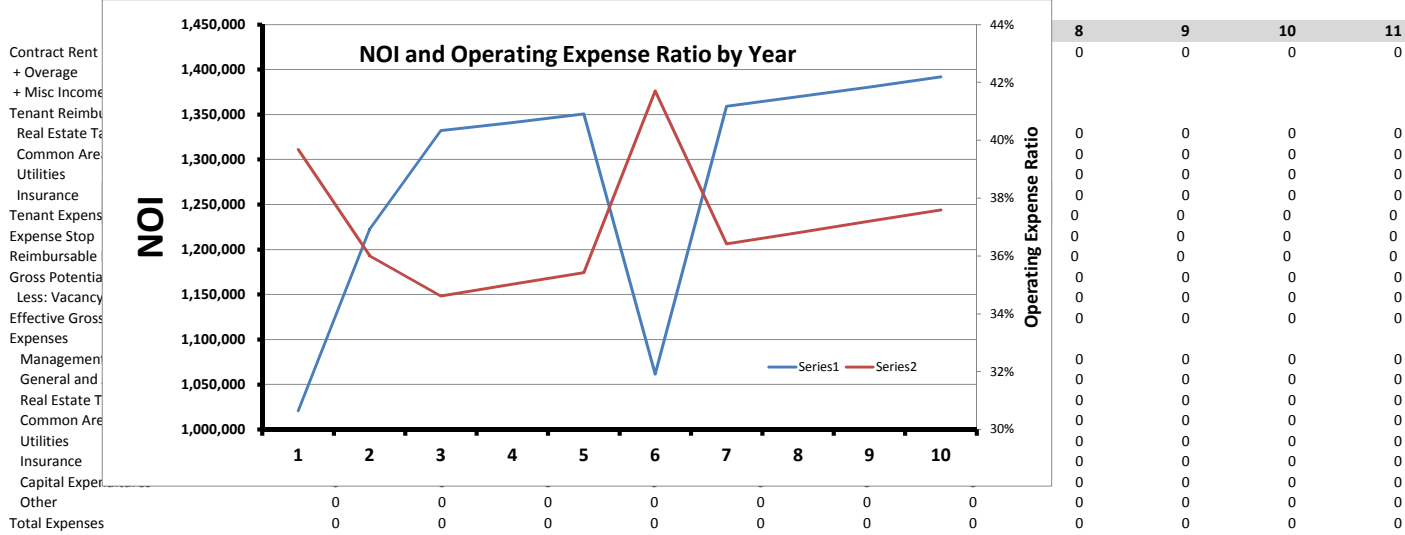
Tenant Expenses	260000	266500	273163	279992	286991	294166	301520	309058	316785	324704	332822
Expense Stop	0	0	0	0	0	0	0	0	0	0	0
Reimbursable Expense	260000	266500	273163	279992	286991	294166	301520	309058	316785	324704	332822
Gross Potential Income	980000	1008100	1037011	1066755	1097358	1128843	1161238	1194567	1228859	1264141	1300442
Less: Vacancy/Collection Losses	392000	201620	103701	106676	109736	112884	116124	119457	122886	126414	130044
Effective Gross Income	588000	806480	933309	960080	987622	1015959	1045114	1075111	1105973	1137727	1170398
Expenses											
Management and Leasing Fees	21600	22140	22694	23261	23842	24438	25049	25676	26318	26975	27650
General and Administrative	8800	9020	9246	9477	9714	9956	10205	10460	10722	10990	11265
Real Estate Taxes	160000	164000	168100	172303	176610	181025	185551	190190	194944	199818	204814
Common Area Maintenance	38000	38950	39924	40922	41945	42994	44068	45170	46299	47457	48643
Utilities	36000	36900	37823	38768	39737	40731	41749	42793	43863	44959	46083
Insurance	26000	26650	27316	27999	28699	29417	30152	30906	31678	32470	33282
Capital Expenditures	64000	65600	67240	68921	70644	72410	74220	76076	77978	79927	81925
Other	3600	3690	3782	3877	3974	4073	4175	4279	4386	4496	4608
Total Expenses	358000	366950	376124	385527	395165	405044	415170	425549	436188	447093	458270
Net Operating Income	230,000	439,530	557,186	574,553	592,457	610,915	629,944	649,561	669,785	690,634	712,127
Operating Expense Ratio	61%	46%	40%	40%	40%	40%	40%	40%	39%	39%	39%

Suite B (NNN fixed rent rate, with expense stop)

Leasable Square Feet	0	Year 8 +	Expense Stop	7
Rate	26	32	Rental Growth Rate	0.0%
			Cost Growth Rate	3.0%

In this section you can "hand input" realistic leasing projections based on actual leases, or can use the trend rates shown to the left. Enter 99 for the expense stop to indicate a full service lease.

Overage Detail											
Vacancy /Collection Losses	4%	4%	4%	4%	4%	4%	4%	30%	6%	6%	6%



Net Operating Income	-	-	-	-	-	-	-	-	-	-	-
Operating Expense Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Suite C (Retail)

Leasable Square Feet	0	Expense Stop	0	
Rate	14	Sales Growth Rate	4.0%	
		Rental Growth Rate	3.0%	
		Cost Growth Rate	3.5%	
Overage Detail	Base	4000000	Pct Over	4%

In this section you can "hand input" realistic leasing projections based on actual leases, or can use the trend rates shown to the left. Enter 99 for the expense stop to indicate a full service lease.

Estimated Sales	5000000	5200000	5408000	5624320	5849293	6083265	6326595	6579659	6842845	7116559	7401221
Vacancy /Collection Losses	3%	3%	3%	30%	5%	5%	5%	5%	5%	5%	5%

	1	2	3	4	5	6	7	8	9	10	11
Contract Rent	0	0	0	0	0	0	0	0	0	0	0
+ Overage	0	0	0	0	0	0	0	0	0	0	0
+ Misc Income											
Tenant Reimbursements											
Real Estate Taxes	0	0	0	0	0	0	0	0	0	0	0
Common Area Maintenance	0	0	0	0	0	0	0	0	0	0	0
Utilities	0	0	0	0	0	0	0	0	0	0	0
Insurance	0	0	0	0	0	0	0	0	0	0	0
Tenant Expenses	0	0	0	0	0	0	0	0	0	0	0
Expense Stop	0	0	0	0	0	0	0	0	0	0	0
Reimbursable Expense	0	0	0	0	0	0	0	0	0	0	0
Gross Potential Income	0	0	0	0	0	0	0	0	0	0	0
Less: Vacancy/Collection Losses	0	0	0	0	0	0	0	0	0	0	0
Effective Gross Income	0	0	0	0	0	0	0	0	0	0	0
Expenses											
Management and Leasing Fees	0	0	0	0	0	0	0	0	0	0	0
General and Administrative	0	0	0	0	0	0	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0	0	0	0	0	0	0
Common Area Maintenance	0	0	0	0	0	0	0	0	0	0	0
Utilities	0	0	0	0	0	0	0	0	0	0	0
Insurance	0	0	0	0	0	0	0	0	0	0	0
Capital Expenditures	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	0	0	0	0	0	0	0	0	0	0	0

Net Operating Income	-	-	-	-	-	-	-	-	-	-	-
Operating Expense Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Suite D (Full service lease, with some Misc Income)

Expense Stop	99
Rental Growth Rate	0.0%
Cost Growth Rate	2.5%

In this section you can "hand input" realistic leasing projections based on actual leases, or can use the trend rates shown to the left. Enter 99 for the expense stop to indicate a full service lease.

Leasable Square Feet	35000
Rate	30
Overage Detail	
Vacancy /Collection Losses	4% 4% 4% 4% 4% 30% 5% 5% 5% 5% 5%

	1	2	3	4	5	6	7	8	9	10	11
Contract Rent	1050000	1050000	1050000	1050000	1050000	1050000	1050000	1050000	1050000	1050000	1050000
+ Overage											
+ Misc Income	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000
Tenant Reimbursements											
Real Estate Taxes	140000	143500	147088	150765	154534	158397	162357	166416	170576	174841	179212
Common Area Maintenance	33250	34081	34933	35807	36702	37619	38560	39524	40512	41525	42563
Utilities	31500	32288	33095	33922	34770	35639	36530	37444	38380	39339	40323
Insurance	22750	23319	23902	24499	25112	25740	26383	27043	27719	28412	29122
Tenant Expenses	227500	233188	239017	244993	251117	257395	263830	270426	277187	284116	291219
Expense Stop	227500	233188	239017	244993	251117	257395	263830	270426	277187	284116	291219
Reimbursable Expense	0	0	0	0	0	0	0	0	0	0	0
Gross Potential Income	1150000	1150000	1150000	1150000	1150000	1150000	1150000	1150000	1150000	1150000	1150000
Less: Vacancy/Collection Losses	46000	46000	46000	46000	46000	345000	57500	57500	57500	57500	57500
Effective Gross Income	1104000	1104000	1104000	1104000	1104000	805000	1092500	1092500	1092500	1092500	1092500
Expenses											
Management and Leasing Fees	18900	19373	19857	20353	20862	21384	21918	22466	23028	23604	24194
General and Administrative	7700	7893	8090	8292	8499	8712	8930	9153	9382	9616	9857
Real Estate Taxes	140000	143500	147088	150765	154534	158397	162357	166416	170576	174841	179212
Common Area Maintenance	33250	34081	34933	35807	36702	37619	38560	39524	40512	41525	42563
Utilities	31500	32288	33095	33922	34770	35639	36530	37444	38380	39339	40323
Insurance	22750	23319	23902	24499	25112	25740	26383	27043	27719	28412	29122
Capital Expenditures	56000	57400	58835	60306	61814	63359	64943	66566	68231	69936	71685
Other	3150	3229	3309	3392	3477	3564	3653	3744	3838	3934	4032
Total Expenses	313250	321081	329108	337336	345769	354414	363274	372356	381665	391206	400986
Net Operating Income	790,750	782,919	774,892	766,664	758,231	450,586	729,226	720,144	710,835	701,294	691,514
Operating Expense Ratio	28%	29%	30%	31%	31%	44%	33%	34%	35%	36%	37%