Updated from Developer

Updated from RKG Analysis

Updated from CCE Consultant

EXHIBIT 4 - RKG's ADJUSTED PRO FORMA FOR 2022 COMMUNITY PLAN - OPTION 2*
McIntyre Project - Stabilized Year 1

| Building Assumptions (GLA) |  |  |
| :--- | ---: | ---: |
| Prop Type | SF | \% Of Total |
| Residential Area | 44,097 | $36 \%$ |
| Retail Area | 37,566 | $31 \%$ |
| Signature Restaurant Area |  | - |
| office | 39,750 | $0 \%$ |
| Total SF | 121,413 | $100 \%$ |
| Parking Spaces |  | 60 |


| Development Costs |  |
| :--- | ---: |
| TI Office | $\$ 1,490,625$ |
| TI Retail/Restaurant | $\$ 0$ |
| TI Signature Restaurant | $\$ 0$ |
| Commission Office | $\$ 37,366$ |
| Commission Retail/Restaurant | $\$ 373,629$ |
| Commision Signature Restaurant | $\$ 0$ |
| TI Soft Costs | $\$ 0$ |
| Hard Costs | $\$ 93,098,726$ |
| Total Costs | $\$ 95,300,346$ |


| Construction Loan Information |  |
| :--- | ---: |
| Amortization Period | 25 Years |
| Term | 2 Years |
| Interest Only | 5 Years |
| Interest Rate | $6.00 \%$ |


| Building Efficiency |  |  |  |
| :--- | ---: | :---: | :---: |
| Residential | $100.0 \%$ |  |  |
| Retail | $0.0 \%$ |  |  |
| Office |  |  |  |


| Tax Calculations |  |  |
| :---: | :---: | :---: |
|  | Value | Share |
| Residential NOI | \$1,493,246 | 34.4\% |
| Retail NOI | \$1,419,791 | 32.7\% |
| Office NOI | \$1,425,992 | 32.9\% |
| Total NOI | \$4,339,028 |  |
| Capitalization Rate | 6.5\% |  |
| Total Value (Year 1) | \$66,754,272 |  |
| Residential Share | \$22,973,009 |  |
| Retail Share | \$21,842,931 |  |
| Office Share | \$21,938,332 |  |
| Tax Rate (Per \$1,000) | \$15.20 |  |
| Total Annual RE Tax (Year 1) | \$1,014,665 |  |
| Residential Tax Burden | \$349,190 |  |
| Retail Tax Burden | \$332,013 |  |
| Office Tax Burden | \$333,463 |  |


| Stabilized Full Building | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\bigcirc{ }^{\text {Potential Gross Income (PGI) }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential Rent |  |  | \$2,33,573 | \$2,405,640 | \$2,477,809 | \$2,552,143 | \$2,628,707 | \$2,707,569 | \$2,788,796 | \$2,872,460 | \$2,958,633 | \$3,047,392 |  |
| Office Rent |  |  | \$1,39,465 | \$1,389,949 | \$1,431,647 | \$1,47,597 | \$1,518,835 | \$1,564,400 | \$1,611,332 | \$1,659,671 | \$1,709,462 | \$1,760,745 |  |
| Retail Rent |  |  | \$1,44,516 | \$1,53, 352 | \$1,585,532 |  | \$1,682,091 | \$1,732,554 | \$1,74,531 | \$1,838,067 | \$1,893,209 | \$1,950,005 |  |
| Subtotal - Rent |  |  | \$5,17,554 | \$5,334,940 | \$5,494,989 | \$5,65, 238 | \$5,829,633 | \$6,004,522 | \$6,184,658 | \$6,370,198 | \$6,561,304 | \$6,758,143 |  |
| Recoveries |  |  | \$4,047,017 | \$4,084,293 | \$4,122,672 | \$4,162,187 | \$4,202,874 | \$1,472,429 | \$1,51,912 | \$1,560,687 | \$1,60, 790 | \$1,654,262 |  |
| Parking |  |  | \$144,000 | \$148,320 | \$152,770 | \$157,353 | \$162,073 | \$166,935 | \$171,944 | \$177,102 | \$182,415 | \$187,887 |  |
| Subtotal - Other Income |  |  | \$4,191,017 | \$4,232,613 | \$4,275,441 | \$4,319,540 | \$4,364,947 | \$1,639,364 | \$1,887,856 | \$1,73,789 | \$1,789,205 | \$1,842,149 |  |
| Total - PGI | \$0 | \$0 | \$9,370,571 | \$9,567,53 | \$9,770,430 | \$9,979,378 |  | 57,663,887 | \$7,872,514 | 58,107,986 | \$8,350,509 | \$8,600,292 | so |
| Effective Gros Income (EGI) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General Vacancy |  |  | (\$258,978) | (\$266,747) | (\$274,749) | (5282,992) | (\$291,482) | ( 5300,226 ) | ( 5309233 ) | (\$318,510) | ( 5328,065 ) | (5337,907) |  |
| Total-EGI | \$0 | \$0 | \$9,111,993 | \$9,30, 806 | \$9,495,680 | \$9,696,386 | \$9,903,099 | \$7,343,661 | \$7,563,281 | \$7,789,476 | \$8,02, 443 | \$8,262,385 | s0 |
| Operating Expenses (OE) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CAM |  |  | (\$330,040) | (\$339,941) | (\$350,139) | (\$360,643) | (\$371,463) | (\$382,607) | (5394,085) | (\$405,907) | ( 5418,085 ) | (\$430,627) |  |
| Tax |  |  | (\$1,04,666) | (\$1,045,106) | (\$1,065,669) | ( $\$ 1,086,849)$ | (\$1,108,665) | (\$1,131,135) | ( $51,154,279)$ | (\$1,178,117) | (\$1,202,671) | (\$1,227,961) |  |
| Insurance |  |  | (\$148,827) | ( $\$ 153,292)$ | (\$156,667) | (\$160,143) | (\$163,724) | (\$167,412) | (\$171,211) | (\$175,123) | (\$179,153) | (\$183,304) |  |
| Ground Lease |  |  | (\$100,000) | (\$101,500) | (\$103,023) | (\$104,568) | (\$106,136) | (\$108,259) | (\$110,424) | (\$112,633) | $(\$ 114,885)$ | (\$117,183) |  |
| Utilities |  |  | (\$209,535) | (\$215,821) | ( 5220,330 ) | ( 5224,975 ) | (\$229,759) | (\$234,687) | (523,762) | (\$244,990) | (\$250,374) | ( 8255,920 ) |  |
| Ti Recovery |  |  | ( $52,772,675$ ) | ( $\$ 2,772,675$ ) | ( $\$ 2,772,675$ ) | ( $\$ 2,772,675)$ | ( $\$ 2,772,675$ ) | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| Management Fee |  |  | (\$196,823) | ( 5202,728 ) | ( 52208,810 ) | ( 515,074 ) | (\$221,526) | (\$228,172) | ( 5235,017 ) | (\$242,068) | ( $\$ 249,330)$ | ( 5256,809 ) |  |
| Total-OE | \$0 | s0 | ( $54,772,566$ ) | (\$4,831,063) | ( $54,877,313$ ) | ( $54,924,928$ ) | (54, 973,948$)$ | (\$2, 252,271) | ( $52,304,778)$ | ( $52,358,838$ ) | ( $\$ 2,414,998)$ | ( $52,471,005$ ) | s0 |
| Net Operating Income (NOI) | 50 | 50 | \$4,339,028 | \$4,469,743 | \$4,618,367 | \$4,771,459 | \$4,929,151 | \$5,091,390 | \$5,25,503 | \$5,430,638 | \$5,607,946 | 55,790,580 | 50 |
| Other Costs \& Revenues (OCR) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cap Reserves |  |  | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) | (\$16,769) |  |
| Equity Requirement | (\$1,969,280) |  |  |  |  |  |  |  |  |  |  |  |  |
| Construction Loan | (\$275,699) | (\$275,699) |  |  |  |  |  |  |  |  |  |  |  |
| Debt Service |  |  | (\$333,821) | (\$333,821) | (\$333,821) | (5333,821) | (\$333,821) | (\$333,821) | (5333,821) | (\$333,821) | ( 5333,221 ) | (5333,821) |  |
| Sale Price |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Principle Balance |  |  |  |  |  |  |  |  |  |  |  |  | ( $53,828,898)$ |
| Cost of Sale |  |  |  |  |  |  |  |  |  |  |  |  | (58,422,662) |
| Subtotal-Reversion |  |  |  |  |  |  |  |  |  |  |  |  | \$93,031,714 |
| Total-OCR | ( $\$ 2,244,979$ ) | (\$275,699) | (\$350,590) | (\$350,590) | (\$350,590) | (5350,590) | (\$350,590) | (\$350,590) | (\$350,590) | (\$350,590) | (\$350,590) | (\$350,590) | \$93,031,714 |
| $\overline{\text { Before Tax Cash Flow }}$ | ( $52,24,979)$ | (\$275,699) | \$3,988,438 | \$4,119,153 | \$4,267,777 | \$4,420,868 | \$4,578,561 | 54,740,800 | \$4,907,913 | 95,08,048 | \$5,257,355 | 55,439,990 | \$93,031,714 |
|  | (\$2,24,979) | (\$275,699) |  |  |  |  |  |  |  |  |  |  |  |
| CoC $202.53 \%$ <br> ROC $66.10 \%$ <br> IRR $91.73 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Debt Service Calculation Year | PMT | PPMT | IPMT | \$4,594,986 PRIN |  | Annual Bond Payment |  |  |  |  |
|  |  |  | 1 | \$33,821 | \$58,122 | \$275,699 | \$4,536,865 |  | \$2,361,997 |  |  |  |  |
|  |  |  | 2 | \$333,821 | \$61,609 | \$272,212 | \$4,475,256 |  | \$70,856,919 |  |  |  |  |
|  |  |  | 3 | \$333,821 | \$65,305 | \$268,515 | \$4,409,950 |  |  |  |  |  |  |
| ¢61,86, ,305 |  |  | 4 | \$333,821 | \$69,224 | \$264,597 | \$4,340,727 |  |  |  |  |  |  |
|  |  |  | 5 | \$333,821 | \$73,377 | \$260,444 | \$4,267,349 |  |  |  |  |  |  |
|  |  |  | 6 | \$333,821 | \$77,780 | \$25,041 | \$4,189,570 |  |  |  |  |  |  |
|  |  |  | 7 | \$333,821 | \$82,447 | \$251,374 | \$4,107,123 |  |  | \$19,375,906.12 |  |  |  |
|  |  |  | 8 | \$333,821 | \$87,393 | \$246,427 | \$4,019,730 |  |  |  |  |  |  |
|  |  |  | 9 | \$333,821 | \$92,637 | \$241,184 | \$3,927,093 |  |  |  |  |  |  |
|  |  |  | 10 | \$333,821 | \$98,195 | \$235,26 | \$3,828,898 |  |  |  |  |  |  |
|  |  |  | 11 | \$333,821 | \$104,087 | \$229,734 | \$3,724,811 |  |  |  |  |  |  |
|  |  |  | 12 | \$333,821 | \$110,332 | \$223,489 | \$3,614,479 |  |  |  |  |  |  |
|  |  |  | 13 | \$333,821 | \$116,952 | \$21,869 | \$3,497,527 |  |  |  |  |  |  |
|  |  |  | 14 | \$333,821 | \$123,969 | \$209,852 | \$3,373,557 |  |  |  |  |  |  |
|  |  |  | 15 | \$333,821 | \$131,407 | \$202,413 | \$3,242,150 |  |  |  |  |  |  |
|  |  |  | 16 | \$333,821 | \$139,292 | \$194,529 | \$3,102,858 |  |  |  |  |  |  |
|  |  |  | 17 | \$333,821 | \$147,649 | \$186,172 | \$2,955,209 |  |  |  |  |  |  |
|  |  |  | 18 | \$333,821 | \$156,508 | \$177,313 | \$2,798,701 |  |  |  |  |  |  |
|  |  |  | 19 | \$333,821 | \$165,899 | \$167,922 | \$2,632,802 |  |  |  |  |  |  |
|  |  |  | 20 | \$333,821 | \$175,853 | \$157,968 | \$2,456,950 |  |  |  |  |  |  |
|  |  |  | 21 | \$333,821 | \$186,404 | \$147,417 | \$2,270,546 |  |  |  |  |  |  |
|  |  |  | 22 | \$333,821 | \$197,588 | \$136,233 | \$2,072,958 |  |  |  |  |  |  |
|  |  |  | 23 | \$333,821 | \$209,443 | \$124,377 | \$1,863,515 |  |  |  |  |  |  |
|  |  |  | 24 | \$333,821 | \$222,010 | \$111,811 | \$1,641,505 |  |  |  |  |  |  |
|  |  |  | 25 | \$333,821 | \$235,330 | \$98,490 | \$1,406,174 |  |  |  |  |  |  |
|  |  |  | 26 | \$333,821 | \$249,450 | \$84,370 | \$1,156,724 |  |  |  |  |  |  |
|  |  |  | 27 | \$333,821 | \$264,417 | \$69,403 | \$892,307 |  |  |  |  |  |  |
|  |  |  | 28 | \$333,821 | \$280,282 | \$53,538 | \$612,025 |  |  |  |  |  |  |
|  |  |  | 29 | \$333,821 | \$297,099 | \$36,721 | \$314,925 |  |  |  |  |  |  |
|  |  |  | 30 | \$333,821 | \$314,925 | \$18,896 | \$0 |  |  |  |  |  |  |






| Expens |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| сам | \$148,087 | \$152,529 | \$157,105 | \$161,818 | \$166,673 | \$171,673 | \$176,823 | \$182,128 | \$187,592 | \$193,220 | \$199,016 | \$204,987 | \$211,136 | \$217,470 | \$223,995 | \$230,714 | \$237,636 | \$244,765 | \$252,108 | \$259,671 |
| tax | \$399,190 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 | \$359,666 |
| Insurance | \$39,600 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | 540,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | \$40,788 | 540,788 | 540,788 | \$40,788 | 540,788 |
| Utilities | \$63,600 | 565,508 | \$65,508 | \$65,508 | \$65,508 | \$65,508 | \$66,508 | \$65,508 | \$65,508 | \$65,508 | \$65,508 | \$65,508 | \$65,508 | \$66,508 | \$65,508 | \$65,508 | \$65,508 | \$65,508 | \$65,508 | \$66,508 |
| Ground Lease | \$36,320 | \$36,865 | \$37,418 | \$37,979 | \$38,549 | \$39,319 | \$40,106 | \$40,908 | \$41,726 | \$42,561 | \$43,412 | \$44,280 | \$45,166 | \$46,069 | \$46,990 | 547,930 | \$48,889 | 549,867 | \$50,864 | \$51,881 |
| Management Fee | \$88,752 | \$91,414 | \$94,157 | \$96,981 | \$99,891 | \$102,888 | \$105,974 | \$109,153 | \$112,428 | \$115,801 | \$119,275 | \$122,853 | \$126,539 | \$130,335 | \$134,245 | \$138,272 | \$142,421 | \$146,693 | \$151,094 | \$155,627 |
| Total Expenses | \$725,548 | 5746,770 | \$754,641 | \$762,740 | \$771,074 | \$779,842 | \$788,865 | \$798,151 | 5807,708 | \$817,543 | \$827,665 | \$838,082 | \$848,803 | \$859,836 | \$871,192 | 5882,879 | \$884,907 | \$907,286 | \$920,027 | 5933,141 |
| Vol | \$1,493,246 | \$1,538,588 | 1,599,277 | \$1,661,796 | 51,726,198 | 51,72,348 | 51,860,491 | \$1,930,685 | 52,02,994 | 52,077,480 | 2,154,209 | 52, 23, 2, 28 | 52,314,667 | $52,38,538$ | 52,484,933 | 52,57,930 | 52,665,606 | 52,760,042 | 57,321 | 557, |




|  |  |  |  |  |  |  |  |  |  |  |  |  | Office Stabiliz | ized |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Office Space | 39,750 |  |  | Rental Growth Rate |  | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | $3.00 \%$ $3.00 \%$ |
| Office Rent | \$33.95 |  |  | Expense Growth Rate |  | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | Yeor 13 | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3ear 19 | 3.00\% |
|  |  |  |  |  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | $\frac{\text { Year } 20}{}$ |
|  | Other Revenue |  |  | Office Rent | \$1,349,465 | \$1,89,949 | \$1,431,647 | \$1,474,597 | \$1,518,835 | \$1,564,400 | \$1,611,332 | \$1,659,671 | \$1,709,462 | \$1,760,745 | \$1,813,568 | \$1,867,975 | \$1,924,014 | \$1,981,735 | \$2,041,187 | \$2,102,422 | \$2,165,495 | \$2,230,460 | \$2,297,373 | \$2,366,295 |
| Parking Spaces | Monthly Rent | Total Monthly | Annually | General Vacancy | $(567,473)$ | ( 569,497 ) | ( 571,582 ) | ( 573,730$)$ | ( 575,942 ) | $(578,220)$ | ( 580,567 ) | $(582,984)$ | (585,473) | $(588,037)$ | ( 590,678 ) | ( 593,399 ) | ( 596,201$)$ | ( 599,087 ) | $(\$ 122,059)$ | ( $\$ 105,121$ ) | $(\$ 108,275)$ | ( 5111,523 ) | ( 5114,869 ) | ( $\$ 118,315)$ |
| 60 | 0 \$200 | \$12,000 | \$144,000 | Scheduled Base Rent | \$1,281,992 | \$1,32,451 | \$1,360,065 | \$1,400,867 | \$1,42, 893 | \$1,486,180 | \$1,530,765 | \$1,576,688 | \$1,623,989 | \$1,672,708 | \$1,722,889 | \$1,774,576 | \$1,827,813 | \$1,882,648 | \$1,39, 127 | \$1,997,301 | \$2,057,220 | \$2,118,937 | \$2,182,505 | \$2,247,980 |
|  | Costs |  |  | other Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expense | Fixed Percent | Monthly | Annually | Recoveries | \$1,54,872 | \$1,568,016 | \$1,587,727 | \$1,608,021 | \$1,628,917 | \$756,231 | \$778,564 | \$801,559 | \$825,237 | \$849,618 | \$874,723 | \$900,573 | \$927,191 | \$954,600 | \$982,823 | \$1,011,884 | \$1,041,808 | \$1,072,622 | \$1,104,351 | \$1,137,023 |
| CAM | 50\% | \$8,28 | \$98,739 | Parking | \$144,000 | \$148,320 | \$152,770 | \$157,353 | \$162,073 | \$166,935 | \$171,944 | \$17,102 | \$182,415 | \$187,887 | \$193,524 | \$199,330 | \$25,310 | \$211,469 | \$217,813 | \$224,347 | \$231,078 | \$238,010 | \$245,150 | \$252,505 |
| Tax | 100\% | \$27,789 | \$333,463 | Total Other Income | \$1,692,872 | \$1,71,336 | \$1,70,496 | \$1,765,374 | \$1,790,991 | \$923,166 | \$950,507 | \$978,661 | \$1,007,652 | \$1,037,505 | \$1,068,247 | \$1,099,003 | \$1,132,501 | \$1,166,069 | \$1,200,635 | \$1,236,231 | \$1,272,886 | \$1,310,632 | \$1,349,501 | \$1,389,528 |
| Insurance | 100\% | \$4,939 | \$59,271 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Utilities | 25\% | \$6,584 | \$79,005 | Total Rental Income | \$2,974,864 | \$3,036,787 | \$3,100,561 | \$3,166,241 | \$3,23, 283 | \$2,40, 346 | \$2,481,272 | \$2,55,349 \$ | \$2,631,640 | \$2,710,213 | \$2,791,136 | \$2,874,479 | \$2,960,314 | \$3,048,716 | \$3,139,763 | \$3,233,532 | \$3,330,106 | \$3,429,568 | \$3,532,06 | \$3,637,508 |
| Total |  | \$47,540 | \$570,478 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General Vacancy Rate | 5\% |  |  | сам | \$98,739 | \$101,701 | \$104,752 | \$107,895 | \$111,132 | \$114,466 | \$117,900 | \$121,437 | \$125,080 | \$128,832 | \$132,697 | \$136,678 | \$140,778 | \$145,002 | \$149,352 | \$153,832 | \$158,447 | \$163,201 | \$168,097 | \$173,139 |
|  |  |  |  | Tax | \$333,463 | \$343,467 | \$353,771 | \$364,384 | \$375,316 | \$386,575 | \$398,172 | \$410,117 | \$422,421 | \$435,094 | \$448,146 | \$461,591 | \$475,439 | \$489,702 | \$504,393 | \$519,524 | \$535,110 | \$551,164 | \$567,698 | \$584,729 |
| Management Fee | $4 \%$ |  |  | Insurance | \$59,271 | \$61,049 | \$62,881 | \$64,767 | \$66,710 | \$68,711 | \$70,773 | \$72,896 | \$75,083 | \$77,335 | \$79,655 | \$82,045 | \$84,506 | \$87,041 | \$89,653 | \$92,342 | \$95,113 | \$97,966 | \$100,905 | \$103,932 |
|  |  |  |  | Ground Lease | \$32,740 | \$33,231 | \$33,729 | \$34,235 | \$34,749 | \$35,443 | \$36,152 | \$36,875 | \$37,613 | \$38,365 | \$39,132 | \$39,915 | \$40,713 | \$41,528 | \$42,358 | \$43,205 | \$44,070 | \$44,951 | \$45,850 | \$46,767 |
| Cap Reserves | 50.20 |  |  | Utilities | \$79,005 | \$81,375 | \$83,816 | \$86,331 | \$88,921 | \$91,588 | \$94,336 | \$97,166 | \$100,081 | \$103,084 | \$106,176 | \$109,361 | \$112,642 | \$116,022 | \$119,502 | \$123,087 | \$126,780 | \$130,583 | \$134,501 | \$138,536 |
|  |  |  |  | TI Recovery | \$894,375 | \$894,375 | \$894,375 | \$894,375 | \$894,375 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | Management Fee | \$51,280 | \$52,818 | \$54,403 | \$56,035 | \$57,716 | \$59,447 | \$61,231 | \$63,068 | \$64,960 | \$66,908 | \$68,916 | \$70,983 | \$73,113 | \$75,306 | \$77,565 | \$79,892 | \$82,289 | \$84,757 | \$87,300 | \$89,919 |
|  |  |  |  | Total Expenses | \$1,548,872 | \$1,568,016 | \$1,587,727 | \$1,608,021 | \$1,628,917 | \$756,231 | \$778,564 | \$801,559 | \$825,237 | \$849,618 | \$874,723 | \$900,573 | \$927,191 | \$954,600 | \$982,823 | \$1,011,884 | \$1,041,808 | \$1,072,622 | \$1,104,351 | \$1,137,023 |
|  |  |  |  | $\underline{\mathrm{NOI}}$ | \$1,425,992 | \$1,468,711 | \$1,512,834 | \$1,558,219 | \$1,604,966 | \$1,653,115 | \$1,702,708 | \$1,753,790 | \$1,806,403 | \$1,860,596 | \$1,916,413 | \$1,973,906 | \$2,033,123 | \$2,094,117 | \$2,156,940 | \$2,221,648 | \$2,288,298 | \$2,356,947 | \$2,427,655 | \$2,500,485 |
|  |  |  |  | Cap Reserves | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 | \$7,950 |
|  |  |  |  | Cash Flow Before Debt Service | \$1,418,042 | \$1,460,821 | \$1,504,884 | \$1,550,269 | \$1,597,016 | \$1,645,165 | \$1,694,758 | \$1,745,840 | \$1,798,453 | \$1,852,646 | \$1,908,463 | \$1,965,956 | \$2,025,173 | \$2,086,167 | \$2,148,990 | \$2,213,698 | \$2,280,348 | \$2,348,997 | \$2,41,705 | \$2,492,535 |


| Residential Total Area | 44,097 | S Square Feet | 44,097 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Unit Assumptions |  |  |  |  |  |  |
| Bed/Bath | Units | Monthly Rent | Total Monthly | Annually | Total Square Feet | Monthly PSF |
| Studio | 8 | \$2,594 | \$20,751 | \$249,014 | 4,347 | \$4.77 |
| 1/1 | 22 | \$3,018 | \$66,403 | \$796,837 | 13,909 | \$4.77 |
| 1/1/ plus Den | 11 | \$3,610 | \$39,705 | \$476,463 | 8,806 | \$4.51 |
| 2/1 | 9 | \$3,901 | \$35,110 | \$421,317 | 8,825 | \$3.98 |
| 2/1 plus Den | 7 | \$4,666 | \$32,662 | \$391,942 | 8,210 | \$3.98 |
| Total | 57 | \$3,415 | \$194,631 | \$2,335,573 | 44,097 | \$4.41 |


|  | RESIDENTIAL LEASE UP |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Vacancy Rate | 95\% | 75\% | 55\% | 30\% 15\% |  | 10\% |  | Month 8 | Month | Month 1 | Month | Month |
|  |  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 |  |  |  |  |  |
| SF/Unit | Potential Base Rent | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 |
| 543.3 | General Vacancy | (\$184,899) | (\$145,973) | ( $\$ 107,047)$ | ( $\$ 58,389$ ) | ( $\$ 29,195)$ | (\$19,463) | ( $\$ 9,732)$ | ( $\$ 9,732)$ | (\$9,732) | ( $\$ 9,732)$ | (\$9,732) | ( $\$ 9,732)$ |
| 632.2 | Scheduled Base Rent | \$9,732 | \$48,658 | \$87,584 | \$136,242 | \$165,436 | \$175,168 | \$184,899 | \$184,899 | \$184,899 | \$184,899 | \$184,899 | \$184,899 |
| 800.6 | Total Rental Revenue | \$9,732 | \$48,658 | \$87,584 | \$136,242 | \$165,436 | \$175,168 | \$184,899 | \$184,899 | \$184,899 | \$184,899 | \$184,899 | \$184,899 |
| 980.6 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1,172.8 | Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| 773.6 | CAM | \$6,479 | \$7,713 | \$8,947 | \$10,489 | \$11,415 | \$11,724 | \$12,341 | \$12,341 | \$12,341 | \$12,341 | \$12,341 | \$12,341 |
|  | Tax | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 | \$29,099 |
|  | Insurance | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 | \$3,300 |
|  | Utilities | \$1,524 | \$2,319 | \$3,114 | \$4,108 | \$4,704 | \$4,903 | \$5,300 | \$5,300 | \$5,300 | \$5,300 | \$5,300 | \$5,300 |
|  | Ground Lease | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 | \$3,027 |
|  | Management Fee | \$389 | \$1,946 | \$3,503 | \$5,450 | \$6,617 | \$7,007 | \$7,396 | \$7,396 | \$7,396 | \$7,396 | \$7,396 | \$7,396 |
|  | Total Expenses | \$43,818 | \$47,404 | \$50,990 | \$55,472 | \$58,162 | \$59,059 | \$60,462 | \$60,462 | \$60,462 | \$60,462 | \$60,462 | \$60,462 |
|  | NOI | $(534,086)$ | \$1,254 | \$36,594 | \$80,769 | \$107,274 | \$116,109 | \$124,437 | \$124,437 | \$124,437 | \$124,437 | \$124,437 | \$124,437 |
|  | Cap Reserves | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 | \$735 |
|  | Cash Flow Before Debt Service | (\$34,821) | \$519 | \$35,859 | \$80,034 | \$106,539 | \$115,374 | \$123,702 | \$123,702 | \$123,702 | \$123,702 | \$123,702 | \$123,702 |


| Cap Reserves |
| :--- |


| Principle to Kane Conversion Rate (Slide Deck) | $81.54 \%$ |
| ---: | ---: |
| Adjustment of Prinicple new SF |  |
| Size Increase | $44,052.92$ |


| Other Expense | Monthly Expense | Annual Expense | Annual PSF |
| :---: | :---: | :---: | :---: |
| Management Fee (4\%) | \$7,396 | \$88,752 | \$2.01 |
| Payroll | \$8,333 | \$100,000 | \$2.27 |
| Repairs \& Maintenance | \$3,750 | \$45,000 | \$1.02 |
| Advertising | \$257 | \$3,087 | \$0.07 |
|  | Monthly Expense | Annual Expense | Annual PSF |
| Ground Lease | \$3,027 | \$36,320 | \$0.8 |


| 6 | $3,260.0$ | 543.3 | $4,089.9$ | 7.53 | 8 | $4,346.7$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 17 | $10,784.0$ | 632.2 | $13,444.1$ | 21.33 | 22 | $13,999.2$ |
| 9 | 7,2850 | 800.6 | $9,039.2$ | 11.29 | 11 | 8806.1 |
| 7 | $6,864.0$ | 980.6 | $8,611.4$ | 8.78 | 9 | $8,825.1$ |
| 6 | $7,037.0$ | $1,172.8$ | $8,828.4$ | 7.53 | 7 | $8,209.8$ |
| 45 | $35,114.0$ |  |  | 56.46 | 57 | $44,096.9$ |


| Total Square Footage |  |
| :---: | :---: |
| Retail/Restaurant <br> Signature Restaurant | 37,566 |
| Annual Rent | - |
| Retail/Restaurant <br> Signature Restaurant | $\$ 39.78$ |


| Costs |  |  |  |
| :---: | :---: | :---: | :---: |
| Expense | Fixed Percent | Monthly | Annually |
| CAM | 50\% | \$6,935 | \$83,214 |
| Tax | 100\% | \$27,668 | \$332,013 |
| Insurance | 100\% | \$4,163 | \$49,956 |
| Utilities | 25\% | \$5,578 | \$66,930 |
| Total |  | \$44,343 | \$532,113 |


| General Vacancy Rate | $5 \%$ |
| :--- | ---: |
| Management Fee | $4 \%$ |
| Cap Reserves | $\$ 0.20$ |


| Lease Up Period | Lease Up Vacancy | Vacant SF |
| :--- | ---: | ---: |
| Month 1 | $95 \%$ | - |
| Month 2 | $90 \%$ | - |
| Month 3 | $85 \%$ | - |
| Month 4 | $75 \%$ | - |
| Month 5 | $65 \%$ | - |
| Month 6 | $55 \%$ | - |
| Month 7 | $45 \%$ | - |
| Month 8 | $35 \%$ | - |
| Month 9 | $25 \%$ | - |
| Month 10 | $20 \%$ | - |
| Month 11 | $15 \%$ | - |
| Month 12 | $10 \%$ | - |


| Retail Lease Up |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lease Up Vacancy | 95\% | 90\% | 85\% | 75\% | 65\% | 55\% | 45\% | 35\% | 25\% | 20\% | 15\% | 10\% |
|  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| $\overline{\text { Retail Rent }}$ | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 |
| General Vacancy | $(\$ 118,316)$ | $(\$ 112,089)$ | (\$105,862) | $(\$ 93,407)$ | $(\$ 80,953)$ | (\$68,499) | $(\$ 56,044)$ | $(\$ 43,590)$ | $(\$ 31,136)$ | (\$24,909) | $(\$ 18,681)$ | (\$12,454) |
| Scheduled Base Rent | \$6,227 | \$12,454 | \$18,681 | \$31,136 | \$43,590 | \$56,044 | \$68,499 | \$80,953 | \$93,407 | \$99,634 | \$105,862 | \$112,089 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Recoveries | \$1,995 | \$4,053 | \$6,175 | \$10,607 | \$15,292 | \$20,230 | \$25,420 | \$30,863 | \$36,559 | \$39,501 | \$42,507 | \$45,576 |
| Total Other Income | \$1,995 | \$4,053 | \$6,175 | \$10,607 | \$15,292 | \$20,230 | \$25,420 | \$30,863 | \$36,559 | \$39,501 | \$42,507 | \$45,576 |
| Total Rental Income | \$8,222 | \$16,508 | \$24,856 | \$41,743 | \$58,882 | \$76,274 | \$93,919 | \$111,816 | \$129,966 | \$139,136 | \$148,368 | \$157,664 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| CAM | \$3,641 | \$3,814 | \$3,987 | \$4,334 | \$4,681 | \$5,028 | \$5,374 | \$5,721 | \$6,068 | \$6,241 | \$6,414 | \$6,588 |
| Tax | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 | \$27,668 |
| Insurance | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 | \$4,163 |
| Ground Lease | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 | \$2,578 |
| Utilities | \$1,604 | \$1,813 | \$2,022 | \$2,440 | \$2,858 | \$3,277 | \$3,695 | \$4,113 | \$4,532 | \$4,741 | \$4,950 | \$5,159 |
| Management Fee | \$249 | \$498 | \$747 | \$1,245 | \$1,744 | \$2,242 | \$2,740 | \$3,238 | \$3,736 | \$3,985 | \$4,234 | \$4,484 |
| Total Expenses | \$39,902 | \$40,534 | \$41,166 | \$42,429 | \$43,692 | \$44,955 | \$46,218 | \$47,482 | \$48,745 | \$49,376 | \$50,008 | \$50,640 |
| $\underline{ }$ | (\$31,680) | (\$24,026) | (\$16,309) | (\$686) | \$15,190 | \$31,319 | \$47,700 | \$64,334 | \$81,221 | \$89,759 | \$98,360 | \$107,025 |
| Cap Reserves | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cash Flow Before Debt Service | (\$31,680) | (\$24,026) | (\$16,309) | (\$686) | \$15,190 | \$31,319 | \$47,700 | \$64,334 | \$81,221 | \$89,759 | \$98,360 | \$107,025 |


| $\begin{array}{\|l} \hline \text { Office Space } \\ \text { Office Rent } \end{array}$ | $\begin{aligned} & \hline 39,750 \\ & \$ 33.95 \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: |
| Other Revenue |  |  |  |
| Parking Spaces | $60 \begin{aligned} & \text { Monthly Rent } \\ & \$ 200 \\ & \hline \end{aligned}$ | Total Monthly $\$ 12,000$ | $\begin{array}{c\|} \hline \text { Annually } \\ \$ 144,000 \end{array}$ |
| Costs |  |  |  |
| Expense | Fixed Percent | Monthly | Annually |
| CAM | 50\% | \$8,228 | \$98,739 |
| Tax | 100\% | \$27,789 | \$333,463 |
| Insurance | 100\% | \$4,939 | \$59,271 |
| Utilities | 25\% | \$6,584 | \$79,005 |
| Total |  | \$47,540 | \$570,478 |


| General Vacancy Rate | $5 \%$ |
| :--- | ---: |
|  | $4 \%$ |
| Management Fee |  |
| Cap Reserves | $\$ 0.20$ |


| Lease Up Period | Lease Up Vacancy | Vacant SF |
| :--- | ---: | ---: |
| MOnth 1 | $95 \%$ | 37,763 |
| Month 2 | $90 \%$ | 35,775 |
| Moonth 3 | $85 \%$ | 33,788 |
| Montt 4 | $75 \%$ | 29,813 |
| Month 5 | $65 \%$ | 25838 |
| Month 6 | $55 \%$ | 21,863 |
| Month 7 | $45 \%$ | 17,888 |
| Montt 8 | $35 \%$ | 13,993 |
| Month 9 | $25 \%$ | 9,938 |
| Moonth 10 | $20 \%$ | 7,950 |
| Month 11 | $15 \%$ | 5,963 |
| Month 12 | $10 \%$ | 3,975 |


| Lease Up Vacancy | 95\% | 90\% | 85\% | 75\% | 65\% | 55\% | 45\% | 35\% | 25\% | 20\% | 15\% | 10\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| Office Rent | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 |
| General Vacancy | (\$106,833) | (\$101,210) | $(595,587)$ | ( 584,342 ) | $(\$ 73,096)$ | ( $\$ 61,850$ ) | $(\$ 50,605)$ | ( $\$ 39,359$ ) | (\$28,114) | $(\$ 22,491)$ | (\$16,868) | (\$11,246) |
| Scheduled Base Rent | \$5,623 | \$11,246 | \$16,868 | \$28,114 | \$39,359 | \$50,605 | \$61,850 | \$73,096 | \$84,342 | \$89,964 | \$95,587 | \$101,210 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Recoveries | \$2,095 | \$4,257 | \$6,487 | \$11,151 | \$16,086 | \$21,291 | \$26,768 | \$32,515 | \$38,534 | \$41,645 | \$44,824 | \$48,070 |
| Parking | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 |
| Total Other Income | \$14,095 | \$16,257 | \$18,487 | \$23,151 | \$28,086 | \$33,291 | \$38,768 | \$44,515 | \$50,534 | \$53,645 | \$56,824 | \$60,070 |
| Total Rental Income | \$19,717 | \$27,503 | \$35,356 | \$51,265 | \$67,445 | \$83,896 | \$100,618 | \$117,611 | \$134,876 | \$143,609 | \$152,411 | \$161,280 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| CAM | \$4,320 | \$4,526 | \$4,731 | \$5,143 | \$5,554 | \$5,965 | \$6,377 | \$6,788 | \$7,200 | \$7,405 | \$7,611 | \$7,817 |
| Tax | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 | \$27,789 |
| Insurance | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 | \$4,939 |
| Ground Lease | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 | \$2,728 |
| Utilities | \$1,893 | \$2,140 | \$2,387 | \$2,880 | \$3,374 | \$3,868 | \$4,362 | \$4,856 | \$5,349 | \$5,596 | \$5,843 | \$6,090 |
| Management Fee | \$225 | \$450 | \$675 | \$1,125 | \$1,574 | \$2,024 | \$2,474 | \$2,924 | \$3,374 | \$3,599 | \$3,823 | \$4,048 |
| Total Expenses | \$41,894 | \$42,571 | \$43,249 | \$44,604 | \$45,959 | \$47,314 | \$48,669 | \$50,024 | \$51,379 | \$52,056 | \$52,734 | \$53,411 |
| NOI | (\$22,176) | (\$15,069) | $(\$ 7,893)$ | \$6,661 | \$21,486 | \$36,582 | \$51,950 | \$67,588 | \$83,497 | \$91,553 | \$99,677 | \$107,869 |
| Cap Reserves | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 | \$663 |
| Cash Flow Before Debt Service | ( 522,839$)$ | (\$15,731) | $(\$ 8,556)$ | \$5,999 | \$20,824 | \$35,920 | \$51,287 | \$66,925 | \$82,834 | \$90,891 | \$99,015 | $\underline{\$ 107,206}$ |

## Stabilized Full Building

|  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year9 | Year 10 | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Rent | \$2,335,573 | \$2,405,640 | \$2,477,809 | \$2,52,143 | \$2,628,707 | \$2,707,569 | \$2,788,796 | \$2,872,460 | \$2,958,633 | \$3,047,392 | \$3,138,814 | \$3,232,979 | \$3,329,968 | \$3,429,867 | \$3,532,763 | \$3,638,746 | \$3,747,908 | \$3,860,346 | \$3,976,156 | 54,095,441 |
| Office Rent | \$1,349,465 | \$1,389,949 | \$1,431,647 | \$1,474,597 | \$1,518,835 | \$1,564,400 | \$1,611,332 | \$1,659,671 | \$1,709,462 | \$1,760,745 | \$1,813,568 | \$1,867,975 | \$1,924,014 | \$1,981,735 | \$2,041,187 | \$2,102,422 | \$2,165,495 | \$2,230,460 | \$2,29,373 | \$2,366,295 |
| Retail Rent | \$1,494,516 | \$1,53,352 | \$1,58,532 | \$1,63,098 | \$1,682,091 | \$1,732,554 | \$1,74,531 | \$1,838,067 | \$1,893,209 | \$1,950,005 | \$2,008,505 | \$2,068,760 | \$2,13, ,23 | \$2,194,748 | \$2,260,590 | \$2,328,408 | \$2,398,260 | \$2,470,208 | \$2,544,314 | \$2,62, 643 |
| Total Potential Rent | \$5,179,554 | \$5,33,940 | \$5,494,989 | \$5,65, 838 | \$5,829,633 | \$6,004,522 | \$6,184,658 | \$6,370,198 | \$6,561,304 | \$6,758,143 | \$6,960,887 | \$7,169,714 | \$7,384,805 | \$7,606,349 | \$7,834,540 | \$8,069,576 | \$8,311,663 | \$8,561,013 | \$8,817,843 | \$9,082,379 |
| General Vacancy | $(\$ 258,978)$ | ( $\$ 266,747)$ | ( $\$ 274,749$ ) | ( 5822,992 ) | ( $\$ 291,482)$ | $(\$ 300,226)$ | ( $\$ 309,233)$ | $(\$ 318,510)$ | $(5328,065)$ | $(\$ 337,907)$ | $(\$ 348,044)$ | ( $\$ 358,486$ ) | $(5369,240)$ | ( $\$ 380,317)$ | ( $\$ 391,727)$ | (\$403,479) | $(5415,583)$ | ( 5428,051 ) | ( 5440,892 ) | (\$454,119) |
| Scheduled Base Rent | \$4,920,576 | \$5,068,193 | \$5,20,239 | \$5,36,846 | \$5,538,152 | \$5,704,296 | \$5,875,425 | \$6,051,688 | \$6,233,238 | \$6,420,236 | \$6,612,843 | \$6,811,228 | \$7,015,565 | \$7,226,032 | \$7,442,813 | \$7,666,097 | \$7,89,080 | \$8,132,962 | \$8,376,951 | \$8,628,260 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Recoveries | \$4,047,017 | \$4,084,293 | \$4,122,672 | \$4,162,187 | \$4,202,874 | \$1,472,429 | \$1,515,912 | \$1,560,687 | \$1,606,790 | \$1,654,262 | \$1,703,144 | \$1,753,477 | \$1,805,305 | \$1,858,672 | \$1,913,625 | \$1,970,209 | \$2,028,475 | \$2,088,472 | \$2,150,25 | \$2,213,868 |
| Parking | \$144,000 | \$148,320 | \$152,770 | \$157,353 | \$162,073 | \$166,935 | \$171,944 | \$177,102 | \$182,415 | \$187,887 | \$193,524 | \$199,330 | \$205,310 | \$211,469 | \$217,813 | \$224,347 | \$231,078 | \$238,010 | \$245,150 | \$252,505 |
| Total Other Income | \$4,191,017 | \$4,232,613 | \$4,275,441 | \$4,319,540 | \$4,364,947 | \$1,639,364 | \$1,887,856 | \$1,737,789 | \$1,789,205 | \$1,842,149 | \$1,896,668 | \$1,952,807 | \$2,010,614 | \$2,070,141 | \$2,131,437 | \$2,194,557 | \$2,259,553 | \$2,326,482 | \$2,395,403 | 52,46, 373 |
| Total Rental Income | \$9,111,593 | \$9,300,806 | \$9,45, 680 | \$9,96, 386 | \$9,903,099 | \$7,343,661 | \$7,563,281 | \$7,789,476 | \$8,022,443 | \$8,262,385 | \$8,509,510 | \$8,764,035 | \$9,026,179 | \$9,296,173 | \$9,574,250 | \$9,860,654 | \$10,155,633 | \$10,459,445 | \$10,772,354 | 11,094,6 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CAM | \$330,040 | \$339,941 | \$350,139 | \$360,643 | \$371,463 | \$382,607 | \$394,085 | \$405,907 | \$418,085 | \$430,627 | \$443,546 | \$456,852 | \$470,558 | \$484,675 | \$499,215 | \$514,191 | \$529,617 | \$545,505 | \$561,871 | \$578,727 |
| Tax | \$1,014,666 | \$1,045,106 | \$1,065,669 | \$1,086,849 | \$1,108,665 | \$1,131,135 | \$1,154,279 | \$1,178,117 | \$1,202,671 | \$1,227,961 | \$1,254,010 | \$1,280,840 | \$1,38,475 | \$1,336,940 | \$1,366,258 | \$1,396,456 | \$1,427,559 | \$1,459,596 | \$1,492,594 | \$1,526,582 |
| Insurance | \$148,827 | \$153,292 | \$156,667 | \$160,143 | \$163,724 | \$167,412 | \$171,211 | \$175,123 | \$179,153 | \$183,304 | \$187,580 | \$191,984 | \$196,520 | \$201,192 | \$206,004 | \$210,960 | \$216,065 | \$221,324 | \$226,740 | \$232,318 |
| Ground Leas | \$100,000 | \$101,500 | \$103,023 | \$104,568 | \$106,136 | \$108,259 | \$110,424 | \$112,633 | \$114,885 | \$117,183 | \$119,527 | \$121,917 | \$124,356 | \$126,843 | \$129,380 | \$131,967 | \$134,607 | \$137,299 | \$140,045 | \$142,846 |
| Utilities | \$209,535 | \$215,821 | \$220,330 | \$224,975 | \$229,759 | \$234,687 | \$239,762 | \$244,990 | \$250,374 | \$255,920 | \$261,632 | \$267,516 | \$273,576 | \$279,818 | \$286,248 | \$292,870 | \$299,691 | \$306,716 | \$313,953 | \$321,406 |
| TI Recovery | \$2,772,675 | \$2,72, 675 | \$2,72,675 | \$2,72, 675 | \$2,772,675 | \$0 | \$0 | \$0 | so | \$0 | S0 | s0 | so | 50 | \$0 | \$0 | so | 50 | S0 | so |
| Management Fee | \$196,823 | \$202,728 | \$208,810 | \$215,074 | \$221,526 | \$228,172 | \$235,017 | \$242,068 | \$299,330 | \$256,809 | \$264,514 | \$272,449 | \$280,623 | \$289,041 | \$297,713 | \$306,644 | \$315,843 | \$325,318 | \$335,078 | \$345,130 |
| Total Expenses | \$4,772,566 | \$4,831,063 | \$4,87, ,13 | \$4,924,928 | \$4,973,948 | \$2,252,271 | \$2,304,778 | \$2,358,838 | \$2,414,498 | \$2,471,805 | \$2,530,809 | \$2,591,559 | \$2,554,107 | \$2,718,508 | \$2,784,816 | \$2,853,088 | \$2,923,382 | \$2,995,759 | \$3,070,280 | 53,147,009 |
| NOI | \$4,339,028 | \$4,469,743 | \$4,618,367 | \$4,71, 459 | \$4,929,151 | \$5,091,390 | \$5,258,503 | \$5,430,638 | \$5,607,946 | \$5,790,580 | \$5,978,702 | \$6,172,476 | \$6,372,072 | 56,57, 664 | 56,789,434 | \$7,007,566 | \$7,232,251 | \$7,46, 886 | \$7,02,074 | \$7,947,62 |
| Cap Reserves | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 | \$16,769 |
| Cash Flow Before Debt Service | \$4,322, 258 | \$4,452,974 | \$4,601,598 | \$4,754,689 | \$4,912,381 | \$5,074,620 | \$5,241,734 | \$5,413,869 | \$5,591,176 | \$5,773,811 | \$5,961,932 | \$6,155,707 | \$6,355,302 | \$6,560,895 | \$6,772,665 | \$6,990,796 | \$7,215,481 | \$7,446,917 | \$7,685,305 | \$7,930,855 |


| Ground Lease |  |
| :--- | ---: |
| Base Amount | $\$ 100,000$ |
| Growth Years 1-5 | $1.50 \%$ |
| Years 6 on | $2.00 \%$ |

# Lease Up Period Full Building 

|  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Rent | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 | \$194,631 |
| Office Rent | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 | \$112,455 |
| Retail Rent | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 | \$124,543 |
| Total Potential Rent | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 | \$431,629 |
| General Vacancy | $(\$ 359,205)$ | $(\$ 316,681)$ | (\$274,217) | $(\$ 216,461)$ | $(\$ 178,232)$ | $(\$ 159,534)$ | $(\$ 140,903)$ | $(\$ 132,075)$ | (\$123,318) | $(\$ 120,260)$ | $(\$ 117,278)$ | (\$114,376) |
| Scheduled Base Rent | \$72,424 | \$114,949 | \$157,413 | \$215,169 | \$253,397 | \$272,096 | \$290,726 | \$299,555 | \$308,311 | \$311,370 | \$314,351 | \$317,254 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Recoveries | \$4,090 | \$8,311 | \$12,662 | \$21,758 | \$31,378 | \$41,521 | \$52,188 | \$63,379 | \$75,093 | \$81,146 | \$87,331 | \$93,646 |
| Parking | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 | \$12,000 |
| Total Other Income | \$16,090 | \$20,311 | \$24,662 | \$33,758 | \$43,378 | \$53,521 | \$64,188 | \$75,379 | \$87,093 | \$93,146 | \$99,331 | \$105,646 |
| Total Rental Income | \$88,514 | \$135,259 | \$182,075 | \$248,927 | \$296,775 | \$325,617 | \$354,914 | \$374,933 | \$395,404 | \$404,516 | \$413,682 | \$422,900 |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| CAM | \$14,439 | \$16,052 | \$17,665 | \$19,966 | \$21,650 | \$22,717 | \$24,092 | \$24,850 | \$25,608 | \$25,987 | \$26,366 | \$26,745 |
| Tax | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 | \$84,556 |
| Insurance | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 | \$12,402 |
| Utilities | \$5,020 | \$6,271 | \$7,522 | \$9,428 | \$10,936 | \$12,047 | \$13,357 | \$14,269 | \$15,181 | \$15,637 | \$16,093 | \$16,549 |
| Management Fee | \$863 | \$2,894 | \$4,925 | \$7,820 | \$9,935 | \$11,273 | \$12,610 | \$13,558 | \$14,506 | \$14,980 | \$15,454 | \$15,928 |
| Total Expenses | \$117,280 | \$122,176 | \$127,071 | \$134,172 | \$139,479 | \$142,994 | \$147,016 | \$149,634 | \$152,253 | \$153,562 | \$154,871 | \$156,180 |
| NOI | $(\$ 28,766)$ | \$13,084 | \$55,004 | \$114,755 | \$157,295 | \$182,623 | \$207,898 | \$225,299 | \$243,151 | \$250,954 | \$258,811 | \$266,720 |
| Cap Reserves | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 | \$1,397 |
| Cash Flow Before Debt Service | (\$30,164) | \$11,686 | \$53,607 | \$113,358 | \$155,898 | \$181,225 | \$206,501 | \$223,902 | \$241,754 | \$249,557 | \$257,413 | \$265,322 |

