Comparative Lease Analysis Landlord Lease Comparison Report



ABC Mattress Co

Lease Assumptions

| | Volente Village | Galleria Oaks | 13058 N Hwy 183 | Arboretum Crossing |
|----------------------|-----------------|---------------|-----------------|--------------------|
| Lease Term (Months) | 36 | 36 | 36 | 36 |
| Rent Concessions | 0 Month | 2 Months | 3 Months | 0 Month |
| Rentable Square Feet | 6,079 | 5,473 | 5,136 | 5,000 |
| Usable Square Feet | 6,079 | 5,473 | 5,136 | 5,000 |
| Load Factor % | 0.00% | 0.00% | 0.00% | 0.00% |

Rate Assumptions

| Initial Annual Rent per Square Foot | \$27.00 | \$19.00 | \$21.00 | \$19.00 |
|--|---------|---------|---------|---------|
| Initial Tenant Expense/REIMB per Square Foot | \$10.00 | \$0.00 | \$0.00 | \$0.00 |
| Initial Landlord Expense per Square Foot | \$5.00 | \$0.00 | \$0.00 | \$0.00 |
| Total TI's Required per Square Foot | \$10.00 | \$10.00 | \$10.00 | \$10.00 |
| TI Allowance by Landlord per Square Foot | \$5.00 | \$5.00 | \$5.00 | \$5.00 |
| Lease Commission (LC) | 3.00% | 4.00% | 4.00% | 4.00% |

Lease Value Measures

| Total Effective Lease Value | \$562,311.58 | \$263,860.71 | \$267,393.23 | \$256,890.08 |
|--|--------------|--------------|--------------|--------------|
| Average Annual Lease Value | \$187,437.19 | \$87,953.57 | \$89,131.08 | \$85,630.03 |
| Average Monthly Lease Value | \$15,619.77 | \$7,329.46 | \$7,427.59 | \$7,135.84 |
| Total Effective Rate - Rentable | \$92.50 | \$48.21 | \$52.06 | \$51.38 |
| Total Effective Rate - Usable | \$92.50 | \$48.21 | \$52.06 | \$51.38 |
| Average Annual Effective Rate - Rentable | \$30.83 | \$16.07 | \$17.35 | \$17.13 |
| Average Annual Effective Rate - Usable | \$30.83 | \$16.07 | \$17.35 | \$17.13 |

Discount Cost Measures(5.00% Rate)

| NPV Total Effective Lease Value | \$519,414.18 | \$241,324.56 | \$244,093.01 | \$236,268.75 |
|--|--------------|--------------|--------------|--------------|
| NPV Total Effective Rate - Rentable | \$85.44 | \$44.09 | \$47.53 | \$47.25 |
| NPV Total Effective Rate - Usable | \$85.44 | \$44.09 | \$47.53 | \$47.25 |
| NPV Average Annual Effective Rate - Rentable | \$28.48 | \$14.70 | \$15.84 | \$15.75 |
| NPV Average Annual Effective Rate - Usable | \$28.48 | \$14.70 | \$15.84 | \$15.75 |



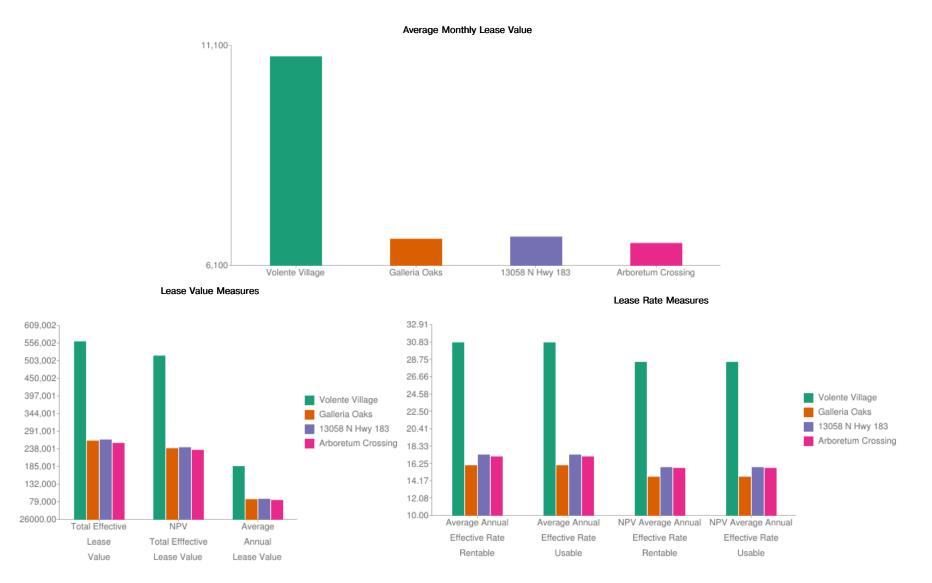
Todd Kuhlmann, CCIM TheAnalyst PRO by CRE Tech 14900 Avery Ranch, Austin TX 78717

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ABC Mattress Co





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ABC Mattress Co Volente Village Anderson Mill

L

TI Allowance by Landlord per Square Foot

Lease Assumptions

| Lease Term (Months) | 36 |
|----------------------|---------|
| Rent Concessions | 0 Month |
| Rentable Square Feet | 6,079 |
| Usable Square Feet | 6,079 |
| Load Factor % | 0.00% |

Lease Value Measures

| Total Effective Lease Value | \$562,311.58 |
|--|--------------|
| Average Annual Lease Value | \$187,437.19 |
| Average Monthly Lease Value | \$15,619.77 |
| Total Effective Rate - Rentable | \$92.50 |
| Total Effective Rate - Usable | \$92.50 |
| Average Annual Effective Rate - Rentable | \$30.83 |
| Average Annual Effective Rate - Usable | \$30.83 |

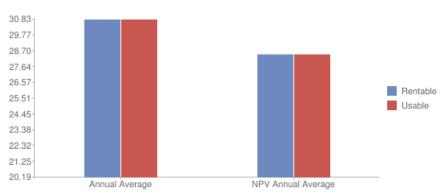
Rate AssumptionsInitial Annual Rent per Square Foot\$27.00Initial Tenant Expense/REIMB per Square Foot\$10.00Initial Landlord Expense per Square Foot\$5.00Total TI's Required per Square Foot\$10.00

Discount Cost Measures

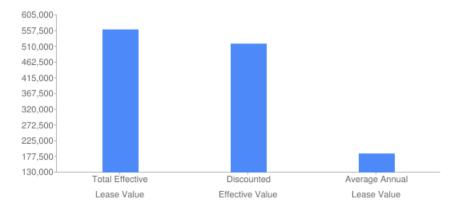
\$5.00

| Landlord Discount Rate | 5.00% |
|------------------------|-------|
|------------------------|-------|

| NPV Total Effective Lease Value | \$519,414.18 |
|--|--------------|
| NPV Total Effective Rate - Rentable | \$85.44 |
| NPV Total Effective Rate - Usable | \$85.44 |
| NPV Average Annual Effective Rate - Rentable | \$28.48 |
| NPV Average Annual Effective Rate - Usable | \$28.48 |



Lease Value



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Lease Rate



ABC Mattress Co Volente Village Anderson Mill Landlord Cost of Lease

| | d TI Allowance 0,395.00 | | + Leasin | g Commi \$15,219 | ssions (LC) .56 | = | Land | ord TI & L \$45,614. | |
|-----------|----------------------------|---|------------------|----------------------------|--------------------|---|-------------|-------------------------|--------------|
| | | | Lea | ise Cash Fl | ow Detail | | | | |
| Beginning | Base | | Tenant Expense / | | Landlord | | Rent | = | Monthly Leas |
| of Month | Rent | + | Reimbursements | - | Expense | - | Concessions | = | Cash Flow |
| 1 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 2 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 3 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 4 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 5 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 6 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 7 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 8 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 9 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 10 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 11 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 12 | \$13,677.75 | + | \$5,065.83 | - | \$2,532.92 | - | \$0.00 | = | \$16,210.67 |
| 13 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 14 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 15 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 16 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 17 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 18 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 19 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 20 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |



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ABC Mattress Co Volente Village Anderson Mill

Lease Cash Flow Detail

| Beginning | Base | + | Tenant Expense / | - | Landlord | - | Rent | = | Monthly Lease |
|-----------|-------------|---|------------------|---|------------|---|-------------|---|---------------|
| of Month | Rent | | Reimbursements | | Expense | - | Concessions | | Cash Flow |
| 21 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 22 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 23 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 24 | \$14,088.08 | + | \$5,572.42 | - | \$2,786.21 | - | \$0.00 | = | \$16,874.29 |
| 25 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 26 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 27 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 28 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 29 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 30 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 31 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 32 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 33 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 34 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 35 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |
| 36 | \$14,510.72 | + | \$6,129.66 | - | \$3,064.83 | - | \$0.00 | = | \$17,575.55 |



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ABC Mattress Co Galleria Oaks 13376 Research Blvd.

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Lease Assumptions

| Lease Term (Months) | 36 |
|----------------------|---------|
| Rent Concessions | 2 Month |
| Rentable Square Feet | 5,473 |
| Usable Square Feet | 5,473 |
| Load Factor % | 0.00% |

Lease Value Measures

282.250

260.625

239,000 217,375

195,750

174,125

152,500

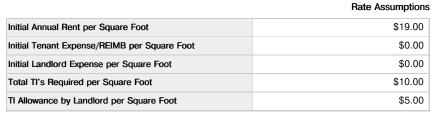
130,875

87,625

66,000

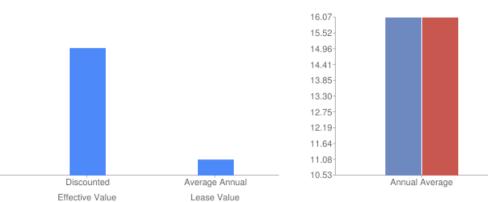
| Total Effective Lease Value | \$263,860.71 |
|--|--------------|
| Average Annual Lease Value | \$87,953.57 |
| Average Monthly Lease Value | \$7,329.46 |
| Total Effective Rate - Rentable | \$48.21 |
| Total Effective Rate - Usable | \$48.21 |
| Average Annual Effective Rate - Rentable | \$16.07 |
| Average Annual Effective Rate - Usable | \$16.07 |

Lease Value

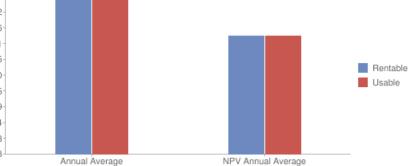


Discount Cost Measures

| NPV Total Effective Lease Value | \$241,324.56 |
|--|--------------|
| NPV Total Effective Rate - Rentable | \$44.09 |
| NPV Total Effective Rate - Usable | \$44.09 |
| NPV Average Annual Effective Rate - Rentable | \$14.70 |
| NPV Average Annual Effective Rate - Usable | \$14.70 |



Lease Rate



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Total Effective

Lease Value

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ABC Mattress Co Galleria Oaks 13376 Research Blvd. Landlord Cost of Lease

| | 1 TI Allowance 7,365.00 | | + Leasin | g Commi s \$12,856 | ssions (LC) .54 | = | Landl | ord TI & L \$40,221. | |
|-----------|-----------------------------------|---|------------------|------------------------------|--------------------|---|-------------|-------------------------|--------------|
| | | | Lea | se Cash Fl | ow Detail | | | | |
| Beginning | Base | | Tenant Expense / | | Landlord | | Rent | = | Monthly Leas |
| of Month | Rent | + | Reimbursements | - | Expense | - | Concessions | = | Cash Flow |
| 1 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$8,665.58 | = | \$0.00 |
| 2 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$8,665.58 | = | \$0.00 |
| 3 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 4 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 5 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 6 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 7 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 8 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 9 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 10 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 11 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 12 | \$8,665.58 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,665.58 |
| 13 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 14 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 15 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 16 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 17 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 18 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 19 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 20 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |



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Lease Cash Flow Detail

| Beginning of Month | Base Rent | + | Tenant Expense / Reimbursements | - | Landlord Expense | - | Rent Concessions | = | Monthly Lease Cash Flow |
|-----------------------|--------------|---|------------------------------------|---|---------------------|---|---------------------|---|----------------------------|
| 21 | \$8,925.55 | + | \$0.00 | - | \$0.00 | | \$0.00 | = | \$8,925.55 |
| 22 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 23 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 24 | \$8,925.55 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,925.55 |
| 25 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 26 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 27 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 28 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 29 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 30 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 31 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 32 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 33 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 34 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 35 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |
| 36 | \$9,193.32 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,193.32 |



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ABC Mattress Co 13058 N Hwy 183 13058 N Hwy 183

Lease Assumptions

| Lease Term (Months) | 36 |
|----------------------|---------|
| Rent Concessions | 3 Month |
| Rentable Square Feet | 5,136 |
| Usable Square Feet | 5,136 |
| Load Factor % | 0.00% |

Lease Value Measures

| Total Effective Lease Value | \$267,393.23 |
|--|--------------|
| Average Annual Lease Value | \$89,131.08 |
| Average Monthly Lease Value | \$7,427.59 |
| Total Effective Rate - Rentable | \$52.06 |
| Total Effective Rate - Usable | \$52.06 |
| Average Annual Effective Rate - Rentable | \$17.35 |
| Average Annual Effective Rate - Usable | \$17.35 |



Discount Cost Measures

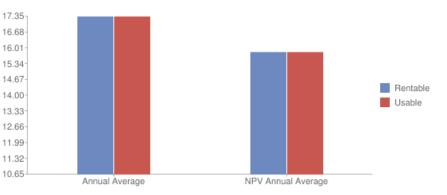
Rate Assumptions

| Landlord Discount Rate | 5.00% |
|------------------------|-------|
|------------------------|-------|

| NPV Total Effective Lease Value | \$244,093.01 |
|--|--------------|
| NPV Total Effective Rate - Rentable | \$47.53 |
| NPV Total Effective Rate - Usable | \$47.53 |
| NPV Average Annual Effective Rate - Rentable | \$15.84 |
| NPV Average Annual Effective Rate - Usable | \$15.84 |



Lease Rate



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ABC Mattress Co 13058 N Hwy 183 13058 N Hwy 183

Landlord Cost of Lease

| Landlord TI Allowance \$25,680.00 | | | + Leasing Commissions (LC) \$13,334.88 | | | | = Landlord TI & LC Costs \$39,014.88 | | | | |
|--------------------------------------|------------|---|---|---|----------|---|---|---|---------------|--|--|
| Lease Cash Flow Detail | | | | | | | | | | | |
| Beginning | Base | + | Tenant Expense / | | Landlord | | Rent | = | Monthly Lease | | |
| of Month | Rent | т | Reimbursements | - | Expense | - | Concessions | _ | Cash Flow | | |
| 1 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$8,988.00 | = | \$0.00 | | |
| 2 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$8,988.00 | = | \$0.00 | | |
| 3 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$8,988.00 | = | \$0.00 | | |
| 4 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 5 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 6 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 7 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 8 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 9 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 10 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 11 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 12 | \$8,988.00 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,988.00 | | |
| 13 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 14 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 15 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 16 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 17 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 18 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 19 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |
| 20 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 | | |



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Image: Sector of the sector

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ABC Mattress Co 13058 N Hwy 183 13058 N Hwy 183

Lease Cash Flow Detail

| Beginning | Base | + | Tenant Expense / | _ | Landlord | _ | Rent | = | Monthly Lease |
|-----------|------------|---|------------------|---|----------|---|-------------|---|---------------|
| of Month | Rent | | Reimbursements | | Expense | _ | Concessions | | Cash Flow |
| 21 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 |
| 22 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 |
| 23 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 |
| 24 | \$9,257.64 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,257.64 |
| 25 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 26 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 27 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 28 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 29 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 30 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 31 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 32 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 33 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 34 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 35 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |
| 36 | \$9,535.37 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$9,535.37 |



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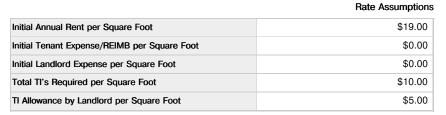
L

Lease Assumptions

| Lease Term (Months) | 36 |
|----------------------|---------|
| Rent Concessions | 0 Month |
| Rentable Square Feet | 5,000 |
| Usable Square Feet | 5,000 |
| Load Factor % | 0.00% |

Lease Value Measures

| Total Effective Lease Value | \$256,890.08 |
|--|--------------|
| Average Annual Lease Value | \$85,630.03 |
| Average Monthly Lease Value | \$7,135.84 |
| Total Effective Rate - Rentable | \$51.38 |
| Total Effective Rate - Usable | \$51.38 |
| Average Annual Effective Rate - Rentable | \$17.13 |
| Average Annual Effective Rate - Usable | \$17.13 |



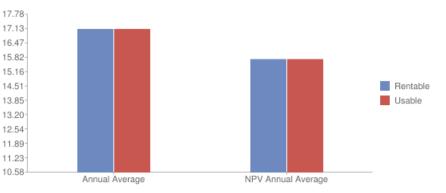
Discount Cost Measures

| andlord Discount Rate | 5.00% |
|-----------------------|-------|
| | |

| NPV Total Effective Lease Value | \$236,268.75 |
|--|--------------|
| NPV Total Effective Rate - Rentable | \$47.25 |
| NPV Total Effective Rate - Usable | \$47.25 |
| NPV Average Annual Effective Rate - Rentable | \$15.75 |
| NPV Average Annual Effective Rate - Usable | \$15.75 |



Lease Rate



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ABC Mattress Co Arboretum Crossing 9333 Research Blvd Landlord Cost of Lease

| Landlord TI Allowance \$25,000.00 | | | + Leasing Commissions (LC) \$11,745.42 | | | = | Landlord TI & LC Costs \$36,745.42 | | | |
|--------------------------------------|------------|---|---|-----------|----------|-------------|---------------------------------------|-----------|--------------|--|
| Lease Cash Flow Detail | | | | | | | | | | |
| Beginning | Base | | Tenant Expense / | | Landlord | | Rent | | Monthly Leas | |
| of Month | Rent | + | Reimbursements | - Expense | - | Concessions | = | Cash Flow | | |
| 1 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 2 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 3 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 4 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 5 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 6 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 7 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 8 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 9 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 10 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 11 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 12 | \$7,916.67 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$7,916.67 | |
| 13 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 14 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 15 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 16 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 17 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 18 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 19 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |
| 20 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 | |



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Lease Cash Flow Detail

| Beginning | Base | + | Tenant Expense / | - | Landlord | - | Rent | = | Monthly Lease |
|-----------|------------|---|------------------|---|----------|---|-------------|---|---------------|
| of Month | Rent | | Reimbursements | | Expense | _ | Concessions | | Cash Flow |
| 21 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 |
| 22 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 |
| 23 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 |
| 24 | \$8,154.17 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,154.17 |
| 25 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 26 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 27 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 28 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 29 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 30 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 31 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 32 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 33 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 34 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 35 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |
| 36 | \$8,398.79 | + | \$0.00 | - | \$0.00 | - | \$0.00 | = | \$8,398.79 |



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CEO/President: Creator & founder of TheAnalyst[®] PRO commercial analysis platform. International Speaker/Trainer for CRE.



Experience

CRE Tech[®], Inc. President/CEO January 2011 - Present

Todd Kuhlmann, CCIM is the CEO and Founder of CRE Tech[®], Inc., creators of TheAnalyst PRO analysis platform designed by commercial real estate practitioners and investors for CRE practitioners and investors! CRE Tech has entered into strategic alliances with companies such as Fidelity National Title, C21 Commercial, NAI, SVN, Sperry, Colliers, and many others.

TheAnalyst® PRO software platform: https://TheAnalystPRO.com

Prior to CRE Tech, Todd served as the Vice President of CCIM Technologies, Inc., specializing in commercial real estate property information exchange and marketing, as well as demographic and GIS technology.

Independent Contractor / Instructor at CCIM Institute

June 2006 - Present

Educator and facilitator for the CCIM Negotiations, CI-101 (Investment Analysis), and CI-104 (Decision Analysis) courses.

Consultant and Coach for Commercial Real Estate

1992 - January 2018 (26 years)

Advising and coaching real estate practitioners and investors on structuring complex transactions.

Vice President at CCIM Technologies, Inc.

2009 - 2010 (2 years)

President at KC Capital, Inc September 1995 - May 2009 (14 years)



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