

Lease Negotiation Analysis

BASE MONTHLY RATE	Building 1	Increases	Building 2	Increases	Building 3	Increases	Building 4	Increases	Building 5	Increases
Year 1	\$ 1.50	1.00	\$ 1.65	1.03	\$ 1.25	1.00	\$ 1.60	1.03	1.50	1.03
Year 2	1.50	1.03	1.70	1.03	1.25	1.03	1.65	1.03	1.55	1.03
Year 3	1.55	1.03	1.75	1.03	1.29	1.03	1.70	1.03	1.59	1.03
Year 4	1.59	1.03	1.80	1.03	1.33	1.03	1.75	1.03	1.64	1.03
Year 5	1.64	1.03	1.86	1.03	1.37	1.03	1.80	1.03	1.69	1.03
Year 6	1.69	1.03	1.91	1.03	1.41	1.03	1.85	1.03	1.74	1.03
Year 7	1.74	1.03	1.97	1.03	1.45	1.03	1.91	1.03	1.79	1.03
Year 8	1.79	1.03	2.03	1.03	1.49	1.03	1.97	1.03	1.84	1.03
Year 9	1.84	1.03	2.09	1.03	1.54	1.03	2.03	1.03	1.90	1.03
Year 10	1.90	1.03	2.15	1.03	1.58	1.00	2.09	1.03	1.96	1.03
Total Years 10	\$ 16.74		\$ 18.92		\$ 13.95		\$ 18.34		17.20	
Total Months 120										
STATISTICAL FACTORS										
Average Monthly Base Rate 10 years	\$ 1.674		\$ 1.892		\$ 1.39		\$ 1.83		\$ 1.72	
Average Eff. Monthly Rate 1st Year	\$ 1.125		\$ 1.238		\$ 0.94		\$ 1.20		\$ 0.56	
Average Eff. Monthly Rate 10 Years	\$ 1.63		\$ 1.844		\$ 1.36		\$ 1.79		\$ 1.61	
Average Monthly Base Rent 10 years	\$ 5,022		\$ 5,107		\$ 4,882		\$ 5,870		\$ 3,955	
Total Base Rent Consideration	\$ 602,592		\$ 612,859		\$ 585,853		\$ 704,341		\$ 440,967	
Tenant Improvements	Included		Included		Included		Included		Included	
Rentable Square Feet	3,000		2,700		3,500		3,200		2,300	
Free Rent Credit	\$ 13,500		\$ 13,365		\$ 13,125		\$ 15,360		\$ 33,638	
Monthly NNN Rate	\$ 0.50		\$ 0.45		\$ 0.60		\$ 0.55		\$ 0.45	
Monthly NNN Rent	\$ 1,500		\$ 1,215		\$ 2,100		\$ 1,760		\$ 1,035	
10 YR Average Monthly Rate including NNN	\$ 2.17		\$ 2.34		\$ 1.99		\$ 2.38		\$ 2.06	
10 YR Average Monthly Rent including NNN	\$ 6,522		\$ 6,322		\$ 6,982		\$ 7,630		\$ 4,743	
Total Consideration including NNN	\$ 769,092		\$ 745,294		\$ 824,728		\$ 900,181		\$ 535,504	
BASE MONTHLY RENT										
Year 1	\$ 4,500.00		\$ 4,455.00		\$ 4,375.00		\$ 5,120.00		\$ 3,450.00	
Year 2	4,500.00		4,588.65		4,375.00		5,273.60		3,553.50	
Year 3	4,635.00		4,726.31		4,506.25		5,431.81		3,660.11	
Year 4	4,774.05		4,868.10		4,641.44		5,594.76		3,769.91	
Year 5	4,917.27		5,014.14		4,780.68		5,762.61		3,883.01	
Year 6	5,064.79		5,164.57		4,924.10		5,935.48		3,999.50	
Year 7	5,216.73		5,319.50		5,071.82		6,113.55		4,119.48	
Year 8	5,373.24		5,479.09		5,223.98		6,296.95		4,243.06	
Year 9	5,534.43		5,643.46		5,380.70		6,485.86		4,370.36	
Year 10	5,700.47		5,812.76		5,542.12		6,680.44		4,501.47	
BASE RENT + NNN EXPENSES										
Year 1	\$ 6,000.00		\$ 5,670.00		\$ 6,475.00		\$ 6,880.00		\$ 4,485.00	
Year 2	6,000.00		5,803.65		6,475.00		7,033.60		4,588.50	
Year 3	6,135.00		5,941.31		6,606.25		7,191.81		4,695.11	
Year 4	6,274.05		6,083.10		6,741.44		7,354.76		4,804.91	
Year 5	6,417.27		6,229.14		6,880.68		7,522.61		4,918.01	
Year 6	6,564.79		6,379.57		7,024.10		7,695.48		5,034.50	
Year 7	6,716.73		6,534.50		7,171.82		7,873.55		5,154.48	
Year 8	6,873.24		6,694.09		7,323.98		8,056.95		5,278.06	
Year 9	7,034.43		6,858.46		7,480.70		8,245.86		5,405.36	
Year 10	7,200.47		7,027.76		7,642.12		8,440.44		5,536.47	