123 Main Street

Summary of Office Building Development Assumptions

A 1 : 1 0/4E/004E											
Analysis shown: 2/17/2017	BIIII D	ING PROFILE					DEVELOPMENT USE	ES OF FINIDS			
	DUILDI	ING FROFILE					DEVELOPMENT USI	25 OF FUNDS	Cost PSF	% of Total	Total
Project Name:	123 Main Stree	et			Land & Acquisition Costs		10.00% Deposit		\$30.00	24.94%	\$3,000,000
1 Toject I vanie.	125 Main Stree				Parking Space Acquisition Costs	te	\$4,500/Space		ψ30.00	24.7470	\$225,000
Lot and Building Total SF		Office and Retail Total SF			Turking opace requisition cost		ψ1,5007 ορασο				Ψ223,000
Lot Square Footage	35,000 SF	Ground Floor Retail		5,000 SF	Total Hard Costs				\$57.53	47.82%	\$5,752,750
Total Gross Building Area Above Grade	100,000 SF	Residual Office GSF	Efficiency:	95,000 SF	Office Building Hard Costs				\$41.75	34.70%	\$4,175,000
	,	Rentable Office SF	90.00%	85,500 RSF	Retail Hard Costs				\$1.05	0.87%	\$105,000
Zoning Regulations				00,00001	Owner Directed Hard Costs				\$0.75	0.62%	\$75,000
Zoning	Enter Zoning				FF&E	F	inal 1 Months of Conx.		\$0.50	0.42%	\$50,000
Density	2.9 FAR				Contingency (Developer)	5.00%	of Base Building Hard Co	osts	\$2.14	1.78%	\$214,000
Allowable Lot Coverage	80.00%				Office Tenant Improvements				\$9.55	7.94%	\$955,000
Building Allowable Footprint	28,000 SF	Parking and Storage Total SF			Retail Tenant Improvements				\$0.50	0.42%	\$50,000
	,	Total Storage Space	_	1,500 SF	Moving Costs and Other Cap Ex	x (Retail and Office)			\$1.29	1.07%	\$128,750
Height Regulations		Programmed Gross Parking	Area	20,000 GSF	Total Soft Costs and Fees		Building Hard Costs		\$21.46	17.84%	\$2,145,949
Height Limit (Stories)	5 Stories	Parking Spots	,	50 Spots	Soft Costs	-	Soft Costs Input Curve		\$15.00		\$1,500,000
Height Limit (Feet)	60 Feet	Parking Spots/1,000 RSF or	f Office	0.58 Spots	Office Leasing Costs	_			\$1.70	1.42%	\$170,493
Average Slab to Slab Height	11.00 Feet	Useable SF Per Parking Spo		400 SF	Retail Leasing Costs				\$0.90	0.75%	\$90,255
Number of Floors	4 Stories	Garage Floorplate		20,000 SF	Developer Fee	5.00%	of Base Building Hard Co	osts	\$2.14	1.78%	\$214,000
Building Height (Feet)	39.6 Feet	Levels of Parking Required		1.00 Levels	1		f Dev. Fee paid in pre-cons				- /
8 8 ()		3 1			CM Fee (Developer)		of Base Building Hard Co				\$171,200
		Above-Grade GSF exclud	ing Parking	100,000 SF	Capitalized and Cash Financing	g Costs	<u> </u>		\$7.02	5.83%	\$701,575
		Total Building Gross SF i		120,000 SF	Total Development Cost (Uses	_			\$118.25	98.30%	\$11,825,274
		<u> </u>	· ·		Operating Deficit (Funded by Equ	nity)				1.70%	\$204,966
					Total Development Cost Includ	ling Operating Defi	cit		\$120.30	100.00%	\$12,030,240
PROJECT TIMING					Γ	DEVELOPMENT SOUR	CES OF FUNDS				
				_							
Go to Gantt Chart		Month #	Duration	Date		% of Sponsor	% of Total	Initial	Deficit	-	Total Equity
					Equity	Equity	Equity	Investment	Share		w/Deficits
Project/Analysis Start Date		1					30.77%	¢1 000 000	@1 [2 2 2 2 2	9.58%	\$1,152,282
Land Contract Execution				6/1/2020	Sponsor Land Equity	50.00%		\$1,000,000	\$152,282		
		1		6/1/2020	Sponsor Equity	12.50%	7.69%	\$250,000	\$38,071	2.39%	\$288,071
Land Deposit Date		1		6/1/2020 6/1/2020	Sponsor Equity Partner Equity		7.69% 23.08%	\$250,000 \$750,000	\$38,071 \$114,212	2.39% 7.18%	\$288,071 \$864,212
Land Closing Date		1 1 2		6/1/2020	Sponsor Equity Partner Equity Third Party Investor Equity	12.50%	7.69% 23.08% 38.46%	\$250,000 \$750,000 <u>\$1,250,000</u>	\$38,071 \$114,212 \$190,353	2.39% 7.18% <u>11.97%</u>	\$288,071 \$864,212 \$1,440,353
Land Closing Date Months of Pre-Construction *			3 Months	6/1/2020 6/1/2020 7/1/2020	Sponsor Equity Partner Equity	12.50%	7.69% 23.08%	\$250,000 \$750,000	\$38,071 \$114,212	2.39% 7.18% <u>11.97%</u>	\$288,071 \$864,212
Land Closing Date Months of Pre-Construction * Construction Start Date		1 1 2 4		6/1/2020 6/1/2020	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total	12.50%	7.69% 23.08% 38.46%	\$250,000 \$750,000 <u>\$1,250,000</u>	\$38,071 \$114,212 \$190,353	2.39% 7.18% <u>11.97%</u>	\$288,071 \$864,212 \$1,440,353
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction		4	3 Months 15 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves	12.50% 37.50%	7.69% 23.08% 38.46% 100.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% <u>11.97%</u> 31.13%	\$288,071 \$864,212 \$1,440,353 \$3,744,917
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received			15 Months	6/1/2020 6/1/2020 7/1/2020	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve	12.50% 37.50% elopment %	7.69% 23.08% 38.46% 100.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% <u>11.97%</u>	\$288,071 \$864,212 \$1,440,353
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction		4		6/1/2020 6/1/2020 7/1/2020 9/1/2020	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves	12.50% 37.50% elopment %250,000	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap	\$250,000 \$750,000 \$1,250,000 \$3,250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% <u>11.97%</u> 31.13%	\$288,071 \$864,212 \$1,440,353 \$3,744,917
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received		4	15 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devention of the Cash Reserve Available:	12.50% 37.50% elopment % \$250,000 Date	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period		18	15 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve	12.50% 37.50% elopment %250,000	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest	\$250,000 \$750,000 \$1,250,000 \$3,250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% <u>11.97%</u> 31.13%	\$288,071 \$864,212 \$1,440,353 \$3,744,917
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement		4 18 17	15 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve Reserve Available: Land Loan Mortgage Recording Tax	12.50% 37.50% elopment % \$250,000 Date	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period		18	15 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devention of the Cash Reserve Available: Land Loan	12.50% 37.50% elopment % \$250,000 Date	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement		4 18 17	15 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash	12.50% 37.50% elopment % \$250,000 Date 7/1/2020	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing		4 18 17 23	15 Months 18 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan	12.50% 37.50% elopment % \$250,000 Date	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash	12.50% 37.50% elopment % \$250,000 Date 7/1/2020	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement Last Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months 5 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devention Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End	12.50% 37.50% elopment % \$250,000 Date 7/1/2020	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50% 8.00% Interest 1.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51% 4.16%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devention Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End Senior Loan *	12.50% 37.50% elopment % \$250,000 Date 7/1/2020 2/1/2021	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50% 8.00% Interest 1.00% 5.00% Interest	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement Last Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months 5 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Deve Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End Senior Loan * Mortgage Recording Tax	12.50% 37.50% elopment % \$250,000 Date 7/1/2020 2/1/2021 9/1/2020 9/1/2020	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50% 8.00% Interest 1.00% 5.00% Interest 1.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000	\$38,071 \$114,212 \$190,353	2.39% 7.18% 11.97% 31.13% 0.51% 4.16%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement Last Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months 5 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devent Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End Senior Loan * Mortgage Recording Tax Loan Fees - Front End	12.50% 37.50% elopment % \$250,000 Date 7/1/2020 2/1/2021	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Perventage 3.00% Interest 1.00% 8.00% Interest 1.00% 5.00% Interest 1.00% 1.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000 Current PMTs	\$38,071 \$114,212 <u>\$190,353</u> \$494,917	2.39% 7.18% 11.97% 31.13% 0.51% 4.16%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost \$500,000
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement Last Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months 5 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devent Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End Senior Loan * Mortgage Recording Tax Loan Fees - Front End Loan Fees - At Draws	12.50% 37.50% elopment % \$250,000 Date 7/1/2020 2/1/2021 9/1/2020 9/1/2020 9/1/2020 9/1/2020	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Percentage 3.00% Interest 1.00% 0.50% 8.00% Interest 1.00% 5.00% Interest 1.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000 Current PMTs	\$38,071 \$114,212 <u>\$190,353</u> \$494,917	2.39% 7.18% 11.97% 31.13% 0.51% 4.16% 4.16%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost \$500,000 \$7,545,089
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement Last Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months 5 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devent Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End Senior Loan * Mortgage Recording Tax Loan Fees - At Draws Cash Interest Switch Month:	12.50% 37.50% elopment % \$250,000 Date 7/1/2020 2/1/2021 9/1/2020 9/1/2020 9/1/2020 9/1/2020 Month 15	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Perentage 3.00% Interest 1.00% 0.50% 8.00% Interest 1.00% 5.00% Interest 1.00% 0.50%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$3,250,000 Current PMTs	\$38,071 \$114,212 <u>\$190,353</u> \$494,917 Debt Total Cash Flow	2.39% 7.18% 11.97% 31.13% 0.51% 4.16% 4.16% 62.72%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost \$500,000 \$7,545,089 \$178,515
Land Closing Date Months of Pre-Construction * Construction Start Date # of Months of Construction Construction End/Final C of O Received Total Development Period 1st Office Tenant Rent Commencement Last Office Tenant Rent Commencement Post-Construction Leasing 1st Retail Tenant Rent Commencement Last Retail Tenant Rent Commencement		4 18 17 23	15 Months 18 Months 5 Months	6/1/2020 6/1/2020 7/1/2020 9/1/2020 11/1/2021 10/1/2021 4/1/2022	Sponsor Equity Partner Equity Third Party Investor Equity Equity Total Debt & Cash Reserves Cash Reserves used for Late Devent Reserve Available: Land Loan Mortgage Recording Tax Origination Cost - Paid in Cash Mezzanine Loan Loan Fees - Front End Senior Loan * Mortgage Recording Tax Loan Fees - Front End Loan Fees - At Draws	12.50% 37.50% elopment % \$250,000 Date 7/1/2020 2/1/2021 9/1/2020 9/1/2020 9/1/2020 9/1/2020 Month 15 Late Dev.	7.69% 23.08% 38.46% 100.00% of Cash Flow Reserved: Total Reserve Cap Rate/Perventage 3.00% Interest 1.00% 8.00% Interest 1.00% 5.00% Interest 1.00% 1.00%	\$250,000 \$750,000 \$1,250,000 \$3,250,000 \$50.00% \$250,000 Current PMTs	\$38,071 \$114,212 <u>\$190,353</u> \$494,917 Debt Total Cash Flow	2.39% 7.18% 11.97% 31.13% 0.51% 4.16% 4.16%	\$288,071 \$864,212 \$1,440,353 \$3,744,917 \$61,720 \$500,000 17% Land Cost \$500,000 \$7,545,089

123 Main Street Summary of Office Building Operating and Sale Assumptions - 2/17/2017

		OFFICE A	ND RETAIL CA	ASH FLOW				DIE	ERMANENT LOAN I	PEEINANCING	OF DEVELOP	MENT LOAN(S)		
		OFFICE A	IND RETAIL CA	1311 PLOW				1-15	ERMAINENT LOAN	REPHNANCING	OF DEVELOR	WENT LOAN(S)		
Office Use			Ground Floor	Retail Use				Last Office Tenant Rent Start	4/1/2022	Month 23	Forward NOI	at Point of Refinan	cing	\$1,425,601
Rentable SF		85,500 RSF	Rentable SF				5,000 RSF	Month # of Refinancing (Enter 0 if None)		Month 26	Maximum Loa	n Amount *		\$9,266,406
Vacancy		8.00%	Vacancy				5.00%	Date of Refinancing		7/1/2022	Amount Borro	wed	Max	ximum Loan Amount
Credit Loss		1.00%	Credit Loss				2.00%	_			Principal Am	ount		\$9,266,406
								Term		25 Years	Remaining Sen	ior Loan Principal		\$7,545,089
Daily Public Parking			Vacant Space	Assumptions				Amortization Period		25 Years	Remaining Mea	zanine Loan Princi	ipal	\$376,909
% of Monthly Contracts Sold		90.00%	Office O&M	I and RE Tax PS	F/Year		\$5.00/SF/Year	Interest Rate		5.00%	Excess Proceed	ls to Equity & Loa	n Fee	\$1,344,409
% of Monthly Contract Spots	not utilized per Day	10.00%	Storage O&N	M and RE Tax P	SF/Year		\$3.00/SF/Year	Monthly Payment		\$54,170	Loan/Broker F	ees/Closing Costs	% Loan size	2.00%
Occupancy Rate on Daily Spa	ices	75.00%	Retail Space	O&M and RE T	ax PSF/Year		\$5.00/SF/Year	New Loan LTV		65.00%	Loan/Broker F	ees/Closing Costs	Amount	\$185,328
Daily Parking Rate		\$25.00	Parking O&l	M Spot/Year			\$100/Spot/Year				Interest Only P	Period		0.00 year(s)
# of Work Days per Year		270	_	_			_							
Profit Margin after Operator	Costs	60.00%	Annual Grow	th Rates and Re	eserves					DISPOSIT	ION			
Parking Income Escalation		2.00%	OpEx, RE T	axes and CapEx	Inflation Factor		3.00%							•
0			1 /	rve PSF Office			\$0.50	Office Building/Parking Asset	(Year 5 of ope	eration)	Retail Asset		(Year	4 of operation)
				rve PSF Retail			\$0.15	Timing	5/1/2026	Month 72	Timing		5/1/2025	Month 60
			1				•	Capitalization Rate	, ,	10.00%	Capitalization I	Rate	, ,	10.00%
		OFFICE & R	ETAIL LEASE	SUMMARIES				Forward NOI in Month 72:		\$2,013,856	Forward NOI i	in Month 60:		\$133,257
							_	Selling Costs		5.00%	Selling Costs			5.00%
Tenant Lease & Space Sumn	narv					Total Parking		Gross Valuation / Net Proceeds	\$20,138,562 /	\$19,131,634	0	n / Net Proceeds	\$1,332,567 /	\$1,265,939
	<u>Lease Type</u>	Suite SF	Rent PSF	TI per SF	Total Storage SF	Spaces .		,,	,,	" ' , - , '		,	") ,-	. ,,
Office Tenant #1	Full Service	15,000	\$35.00	\$10.00	500	10 Spaces			JOINT VENTUR	E EQUITY PAR	TNERSHIP WA	TERFALL		
Office Tenant #2	Full Service	20,000	\$40.00	\$10.00	500	10 Spaces			, , , , , , , , , , , , , , , , , , ,					*
Office Tenant #3	Full Service	25,000	\$37.50	\$12.50	0	10 Spaces		Waterfall #1				IRR Hurdle Ra	ates	
Office Tenant #4	Full Service	15,000	\$35.00	\$12.50	0	10 Spaces		Partnership Structure		Pref: 8.00%	Tier 1: 12.00%	Tier 2: 15.00%	Tier 3: 18.00%	Tier 4: > 18.00%
Office Tenant #5	Full Service	10,500	\$25.50	\$12.50	500	10 Spaces		Sponsor Equity	Profit >>	61.54%	61.54%	61.54%	61.54%	61.54%
Total/Weighted Average	Tun Service	85,500 SF	\$35.73	\$11.17	1,500 SF	50 Spaces		Sponsor Promote	Sharing >>	0.00%	10.00%	15.00%	20.00%	25.00%
Total/ Weighted Average		65,500 51	φ33./3	Ф11.17	1,500 51	50 Spaces		Investor Equity	Splits >>	38.46%	28.46%	23.46%	18.46%	13.46%
D 1777 114	N 70 70 7	4.000	222.50	**	^	40.0		Investor Equity	Spuis					
Retail Tenant #1	NNN	1,000	\$22.50	\$10.00	0	10 Spaces				100.00%	100.00%	100.00%	100.00%	100.00%
Retail Tenant #2	NNN	2,500	\$25.00	\$10.00	0	0 Spaces		W C !! !! 0				10011 " D		
Retail Tenant #3	NNN	1,500	\$24.00	\$10.00	0	0 Spaces		Waterfall #2				IRR Hurdle Ra		FF
Total/Weighted Average		5,000 SF	\$24.20	\$10.00	0 SF	10 Spaces		Intra-Sponsor Structure		Pref: 10.00%	Tier 1: 12.00%	Tier 2: 14.00%	Tier 3: 18.00%	Tier 4: > 18.00%
								Sponsor Equity	Profit >>	62.50%	62.50%	62.50%	62.50%	62.50%
<u>Lease Milestones</u>	<u>Lease Signature</u>	Rent	<u>Lease</u>	Tenant Broker	Tenant Broker	LL Broker	LL Broker Payment	Sponsor Promote	Sharing >>	0.00%	8.00%	10.00%	15.00%	20.00%
	<u>Date</u>	Start Date	End Date	Payment #1	Payment #2	Payment #1	<u>#2</u>	Developer Partner Equity	Splits >>	<u>37.50%</u>	<u>29.50%</u>	<u>27.50%</u>	<u>22.50%</u>	<u>17.50%</u>
Office Tenant #1	9/1/2021	10/1/2021	9/30/2031	9/1/2021	10/1/2021	9/1/2021	10/1/2021			100.00%	100.00%	100.00%	100.00%	100.00%
Office Tenant #2	11/1/2021	12/1/2021	11/30/2031	11/1/2021	12/1/2021	11/1/2021	12/1/2021	Note: By its nature, the Preferred Return (Tier 1) inch	ludes the Return of Capital.					
Office Tenant #3	1/1/2022	2/1/2022	1/31/2032	1/1/2022	2/1/2022	1/1/2022	2/1/2022			EQUITY RET				
Office Tenant #4	3/1/2022	4/1/2022	3/31/2032	3/1/2022	4/1/2022	3/1/2022	4/1/2022	Note: 'Going-in' month is a period of	of office tenant free re	nt. Override date	in AC61 to a pos	t-free rent date if	you want to show	the NOI in full.
Office Tenant #5	9/1/2021	10/1/2021	9/30/2031	9/1/2021	10/1/2021	9/1/2021	10/1/2021			Sponsor Land	Developer	Developer	Third Party	
										Equity	Sponsor	Partner	Investor	Project
Retail Tenant #1	12/1/2021	1/1/2022	12/31/2031	12/1/2021	1/1/2022	12/1/2021	1/1/2022	Equity Investment		\$1,152,282	\$288,071	\$864,212	\$1,440,353	\$3,744,917
Retail Tenant #2	2/1/2022	3/1/2022	2/29/2032	2/1/2022	3/1/2022	2/1/2022	3/1/2022	Net Return on Equity			\$9,140,381	\$2,305,205	\$2,488,471	\$13,934,057
Retail Tenant #3	2/1/2022	3/1/2022	2/29/2032	2/1/2022	3/1/2022	2/1/2022	3/1/2022	Multiple on Equity			7.35x	3.67x	2.73x	4.72x
								IRR			48.79%	33.07%	26.48%	38.72%
								Net Present Value	at 10.00%					\$7,135,167
								Going-In NOI	4/1/2022					\$1,407,299
								Going-In Yield						11.70%
										NOTE	8			

* If Amount Borrowed is the Maximum Loan Amount, the lesser of the 3 Maximum Loan Proceeds amounts.

^ Calculated off of monthly cash flows.

Capital Structure (bar heights are not to scale)

123 Main Street

	% Equity	% TDC	Equity % TDC	Debt % TDC	Amount **	Total Equity *	Total Debt *	Share of <u>Developer</u> Equity	Deficits Funded by Equity	Equity Investment including Deficit Liabilities		% TDC - Actual %s
Developer Sponsor Land Equity +	30.77%	10.03%			\$1,000,000			50.00%]	\$1,152,282	Developer Sponsor Land Equity +	9.58%
Developer Sponsor Equity +	7.69%	2.51%			\$250,000			12.50%		\$288,071	Developer Sponsor Equity +	2.39%
Developer Partner Equity +	23.08%	7.53%	32.61%		\$750,000	\$3,250,000		37.50%	\$494,917	\$864,212	Developer Partner Equity +	7.18%
Third Party Investor Equity +	38.46%	12.54%			\$1,250,000					\$1,440,35 <u>3</u>	Third Party Investor Equity +	11.97%
Cash Reserves used for Late Development		0.51%			\$61,720					\$2,592,635	Cash Reserves used for Late Development	0.51%
Mezzanine Loan		4.16%			\$500,000						Mezzanine Loan	4.16%
Senior Loan **		62.72%		66.87%	\$7,545,089		\$8,045,089				Senior Loan **	62.72%
Total Sources of Funds (TDC)		100.00%			\$11,851,725				1		Property Cash Flow as Source of Funds	1.48%
Sources of Funds From Above	\$11,851,725											100.00%

\$178,515

\$12,030,240

Property Cash Flow As Source of Funds

Total Sources of Funds

^{*}While the equity slices are shown stacked vertically, note that this is simply the graphic representation and does not imply that there is any Preferred equity in the transaction.

^{*} The Senior Loan Amount on a residual basis after designating the dollar amounts of the other sources of funds.

^{**} Principal Amount includes Funded Interest Reserve and Funded Loan Fees.

[^] Equity amounts in this column do not include the pro-rata portion of the Operating and Financing Deficits to be funded by the Equity investors. See Column T for adjusted totals.

Annual Summary - Sources and Uses of Funds

123 Main Street	Elapsed Year Year Starting	Year 1 6/1/2020	Year 2 6/1/2021	Year 3 6/1/2022	Year 4 6/1/2023	Year 5 6/1/2024
USES OF FUNDS	Total					
Land and Acquisition Costs	\$3,225,000	3,225,000	0	0	0	0
Hard Costs including Contingency, excluding TIs	\$4,405,000	2,874,300	1,530,700	0	0	0
Total Office TIs	\$955,000	0	955,000	0	0	0
Total Retail TIs	\$50,000	0	0	50,000	0	0
Total Hard Costs	\$5,410,000	2,874,300	2,485,700	50,000	0	0
Tenant Moving Allowance	\$35,000	0	30,000	5,000	0	0
Office Tenant Other CapEx	\$93,750	0	93,750	0	0	0
Retail Tenant Other CapEx	\$0	0	0	0	0	0
Office Tenant Leasing Commissions and Other Leasing Costs	\$170,493	0	170,493	0	0	0
Retail Tenant Leasing Commissions and Other Leasing Costs	\$90,255	0	90,255	0	0	0
Developer Fee	\$214,000	149,800	64,200	0	0	0
CM Fee	\$171,200	112,992	58,208	0	0	0
All Other Soft Costs	\$1,500,000	1,425,000	75,000	0	0	0
Total Soft Costs	\$2,274,699	1,687,792	581,907	5,000	0	0
Contingency	\$214,000	141,240	72,760	0	0	0
Subtotal Eligible Development Costs for Senior Loan Funding	\$11,123,699	7,928,332	3,140,367	55,000	0	0
Total Capitalized Financing Costs						
Senior Loan Capitalized Front End Loan Fee	\$75,451	75,451	0	0	0	0
Senior Loan Capitalized Loan Fees at Loan Draws	\$36,560	20,892	15,668	0	0	0
Senior Loan Capitalized Loan Interest Reserve	\$121,099	61,183	59,916	0	0	0
Total Cash Financing Costs						
Mezzanine Loan Fees - Front End	\$5,000	5,000	0	0	0	0
Mezzanine Loan Debt Service	\$69,827	24,639	39,781	5,407	0	0
Senior Loan Loan Interest	\$313,187	0	250,312	62,876	0	0
Senior Loan Mortgage Recording Tax	\$75,451	75,451	0	0	0	0
Total Financing Costs	\$701,575	267,616	365,677	68,283	0	0
Total Development Costs (TDC) before Operating Deficit	\$11,825,274	8,195,948	3,506,043	123,283	0	0
Operating Deficit	(\$204,966)	0	(204,966)	0	0	0
Total Development Costs (TDC)	\$12,030,240	8,195,948	3,711,009	123,283	0	0

Annual Summary - Sources and Uses of Funds

123 Main Street	Elapsed Year Year Starting	Year 1 6/1/2020	Year 2 6/1/2021	Year 3 6/1/2022	Year 4 6/1/2023	Year 5 6/1/2024
SOURCES OF FUNDS	rear starting	0/1/2020	0/1/2021	0/1/2022	0/1/2023	0/1/2024
Cash Flow Contribution	\$178,515	0	110,232	68,283	0	0
Equity Contribution						
Developer Land Equity Draw	\$1,000,000	1,000,000	0	0	0	0
Direct Project Costs Draw	\$250,000	250,000	0	0	0	0
Operating Deficit Draw	\$190,353	42,342	148,010	0	0	0
Developer Sponsor Total Funding	\$440,353	292,342	148,010	0	0	0
Developer Partner Equity						
Direct Project Costs Draw	\$750,000	750,000	0	0	0	0
Operating Deficit Draw	\$114,212	25,405	88,806	0	0	0
Developer Partner Total Funding	\$864,212	775,405	88,806	0	0	0
Third Party Investor Equity						
Direct Project Costs Draw	\$1,250,000	1,250,000	0	0	0	0
Operating Deficit Draw	\$190,353	42,342	148,010	0	0	0
Third Party Investor Total Funding	\$1,440,353	1,292,342	148,010	0	0	0
Total Equity Draws	\$3,744,917	3,360,090	384,826	0	0	0
Land Loan						
Direct Project Costs Draw	\$500,000	500,000	0	0	0	0
Loan Fees - Front End	\$2,500	2,500	0	0	0	0
Funded Interest Reserve	\$2,500	2,500	0	0	0	0
Cash Interest Payments, if any	\$0	0	0	0	0	0
Repayment from Dispositions and/or Re-Financing	(\$500,000)	(500,000)	0	0	0	0
Mezzanine Loan						
Direct Project Costs Draw	\$500,000	500,000	0	0	0	0
Loan Fees - Front End	\$5,000	5,000	0	0	0	0
Cash Interest Payments	\$69,827	24,639	39,781	5,407	0	0
Loan Repayment from Cash Flow	(\$500,000)	0	(65,880)	(434,120)	0	0
Senior Loan	AT 244 OTO	4 470 222	2 1 2 2 6 4 7	0	0	0
Direct Project Costs Draw	\$7,311,979	4,178,332	3,133,647	0	0	0
Loan Fees - Front End Loan Fees - At Loan Draws	\$75,451	75,451 20,892	0	0 0	0	0 0
Funded Interest Reserve	\$36,560 \$121,099	61,183	15,668 59,916	0	0	0
Cash Interest Payments, if any	\$121,099 \$313,187	01,185	250,312	62,876	0	0
Repayment from Disposition and/or Refinancing	(\$7,545,089)	0	230,312	(7,545,089)	0	0
Repayment from Disposition and/or Remaining	(\$7,545,009)	Ü	Ü	(7,545,009)	U	U
Cash Reserves for Late Development Costs						
Direct Project Costs Draw	\$61,720	0	6,720	55,000	0	0
Total Sources of Funds	\$12,030,240	8,195,948	3,711,009	123,283	0	0

<u> Annual Summary - Cash Flow</u>

e, Parking and Other Gross Potential Rent Accancy Free Rent Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss Operating Income	Elapsed Year Year Starting Total \$18,148,272 (\$1,451,862) (\$896,206) \$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	Year 1 6/1/2020 0 0 0 0 0 0 0 0	Year 2 6/1/2021 1,370,917 (109,673) (509,208) 16,266 768,301 0	Year 3 6/1/2022 3,178,461 (254,277) (386,998) 28,442 2,565,629	Year 4 6/1/2023 3,264,542 (261,163) 0 29,011 3,032,389	Year 5 6/1/2024 3,353,013 (268,241) 0 29,591	Year 6 6/1/2025 3,443,942 (275,515) 0	Year 7 6/1/2026 3,537,397 (282,992) 0
Free Rent Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	Total \$18,148,272 (\$1,451,862) (\$896,206) \$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0 0 0 0 0	1,370,917 (109,673) (509,208) 16,266 768,301	3,178,461 (254,277) (386,998) 28,442 2,565,629	3,264,542 (261,163) 0 29,011	3,353,013 (268,241) 0	3,443,942 (275,515) 0	3,537,397 (282,992)
Free Rent Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	\$18,148,272 (\$1,451,862) (\$896,206) \$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0 0 0 0	(109,673) (509,208) 16,266 768,301	(254,277) (386,998) 28,442 2,565,629	(261,163) 0 29,011	(268,241) 0	(275,515) 0	(282,992)
Free Rent Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	\$18,148,272 (\$1,451,862) (\$896,206) \$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0 0 0 0	(109,673) (509,208) 16,266 768,301	(254,277) (386,998) 28,442 2,565,629	(261,163) 0 29,011	(268,241) 0	(275,515) 0	(282,992)
Free Rent Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	(\$1,451,862) (\$896,206) \$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0 0 0 0	(109,673) (509,208) 16,266 768,301	(254,277) (386,998) 28,442 2,565,629	(261,163) 0 29,011	(268,241) 0	(275,515) 0	(282,992)
Free Rent Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	(\$896,206) \$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0 0 0 0	(509,208) 16,266 768,301	(386,998) 28,442 2,565,629	0 29,011	0	0	
Public Parking Net Operating Income Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	\$164,279 \$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0 0 0	16,266 768,301	28,442 2,565,629	29,011		_	0
Office, Ofc. Parking and Public Parking Rental Income Expense Reimbursements s Income Credit Loss	\$15,964,484 \$264,949 \$16,229,433 (\$181,483)	0	768,301	2,565,629		29,591	20.402	
Expense Reimbursements s Income Credit Loss	\$264,949 \$16,229,433 (\$181,483)	0			2 022 290	,	30,183	30,786
s Income Credit Loss	\$16,229,433 (\$181,483)	ŭ	0	4.4.055	3,032,369	3,114,363	3,198,610	3,285,191
Credit Loss	(\$181,483)	0		14,055	33,102	52,565	72,452	92,774
			768,301	2,579,684	3,065,492	3,166,928	3,271,062	3,377,966
Operating Income		0	(13,709)	(31,785)	(32,645)	(33,530)	(34,439)	(35,374)
-	\$16,047,950	0	754,592	2,547,900	3,032,846	3,133,398	3,236,622	3,342,592
Total O & M and Real Estate Taxes	\$6,874,645	0	687,263	1,196,332	1,216,451	1,237,018	1,258,043	1,279,538
Office Building Capital Expenditure Reserve	\$264,135	0	32,063	43,712	45,023	46,374	47,765	49,198
OI after CapEx Reserve	\$8,909,170	0	35,267	1,307,856	1,771,372	1,850,006	1,930,814	2,013,856
l Gross Potential Rent	\$598,414	0	39,000	134,070	137,851	141,743	145,750	0
/acancy	(\$29,921)	0	(1,950)	(6,704)	(6,893)	(7,087)	(7,287)	0
Free Rent	(\$42,926)	0	(19,375)	(18,025)	(5,526)	0	0	0
9			*				,	0
1		ŭ						0
		ŭ.						0
	,					1 /	(' /	0
Operating Income	\$733,897	0	30,974	156,006	173,463	184,096	189,357	0
otal O & M and Real Estate Taxes	\$240,432	0	28,653	50,675	52,157	53,685	55,262	0
etail Capital Expenditure Reserve	\$3,771	0	563	767	790	814	838	0
	\$489,694	0	1,759	104,564	120,517	129,597	133,257	0
OI after CapEx Reserve		(7.000.000)	(3,103,341)	1,357,420				
s S O	ail Capital Expenditure Reserve	Expense Reimbursements Income \$745,865 redit Loss (\$11,968) reperating Income \$733,897 real O & M and Real Estate Taxes rail Capital Expenditure Reserve \$3,771 DI after CapEx Reserve \$489,694	Expense Reimbursements \$220,297 0 Income \$745,865 0 redit Loss (\$11,968) 0 perating Income \$733,897 0 tal O & M and Real Estate Taxes \$240,432 0 cail Capital Expenditure Reserve \$3,771 0	Sexpense Reimbursements	Sexpense Reimbursements	Expense Reimbursements \$220,297 0 14,079 49,346 50,787 Income \$745,865 0 31,754 158,687 176,220 redit Loss (\$11,968) 0 (780) (2,681) (2,757) perating Income \$733,897 0 30,974 156,006 173,463 tal O & M and Real Estate Taxes \$240,432 0 28,653 50,675 52,157 tal Capital Expenditure Reserve \$3,771 0 563 767 790	Expense Reimbursements \$220,297 0 14,079 49,346 50,787 52,275 Income \$745,865 0 31,754 158,687 176,220 186,931 redit Loss (\$11,968) 0 (780) (2,681) (2,757) (2,835) perating Income \$733,897 0 30,974 156,006 173,463 184,096 tal O & M and Real Estate Taxes \$240,432 0 28,653 50,675 52,157 53,685 tail Capital Expenditure Reserve \$3,771 0 563 767 790 814	Expense Reimbursements \$220,297 0 14,079 49,346 50,787 52,275 53,810 Income \$745,865 0 31,754 158,687 176,220 186,931 192,272 redit Loss (\$11,968) 0 (780) (2,681) (2,757) (2,835) (2,915) eperating Income \$733,897 0 30,974 156,006 173,463 184,096 189,357 tal O & M and Real Estate Taxes \$240,432 0 28,653 50,675 52,157 53,685 55,262 tail Capital Expenditure Reserve \$3,771 0 563 767 790 814 838

 Cash on Cash Return
 Average: 12.64%

 IRR
 21.65%

 Net Cash Flow
 \$16,525,626

 Multiple on Equity
 5.41x

 NPV at 10.00%
 \$6,165,891

<u> Annual Summary - Cash Flow</u>

100	7 T '	C_{\perp}
123	Wan	Street
	T'LULLI	CLICC

	Year Starting	6/1/2020	6/1/2021	6/1/2022	6/1/2023	6/1/2024	6/1/2025	6/1/2026
Cash Reserve	Total							
Contributions (made only after all loans are repaid, lagged by 1 month)	\$250,000	0	65,880	184,120	0	0	0	0
Need-based Withdrawals	\$61,720	0	6,720	55,000	0	0	0	0
Final residual amount withdrawal	\$188,280	0	0	0	0	0	188,280	0
Plus Capital Events								
Office Building and Parking Sale, Net	\$19,131,634	0	0	0	0	0	19,131,634	0
Retail Condominium Sale, Net	\$1,265,939	0	0	0	0	1,265,939	0	0
Total Capital Events Revenue, Net	\$20,397,573	0	0	0	0	1,265,939	19,131,634	0
Net Revenue After Debt Service	\$25,786,378	(110,090)	(318,946)	1,777,393	1,241,843	2,595,496	20,600,683	0
Financing Cash Flows								
Developer Sponsor Equity Draw	(\$1,440,353)	(1,292,342)	(148,010)	0	0	0	0	0
Developer Partner Equity Draw	(\$864,212)	(775,405)	(88,806)	0	0	0	0	0
Third Party Investor Equity Draw	(\$1,440,353)	(1,292,342)	(148,010)	0	0	0	0	0
Mezzanine Loan Draw	\$500,000	500,000	0	0	0	0	0	0
Senior Loan Draw	\$7,311,979	4,178,332	3,133,647	0	0	0	0	0
Senior Loan Repayment	(\$7,545,089)	0	0	(7,545,089)	0	0	0	0
Mezzanine Loan Repayment	(\$500,000)	0	(65,880)	(434,120)	0	0	0	0
Permanent Loan Proceeds	\$7,921,997	0	0	7,921,997	0	0	0	0
Permanent Loan Repayment *	(\$8,479,229)	0	0	0	0	(1,265,939)	(7,213,290)	0
Project Levered Cash Flow	\$13,934,057	(3,360,090)	(384,826)	1,720,181	1,241,843	1,329,557	13,387,392	0

Year 1

Year 2

Year 3

Year 4

Year 5

Year 6

Year 7

Elapsed Year

Cash on Cash Return
Levered IRR
Net Cash Flow
Multiple on Equity
NPV at 10%

Average: 27.83%
\$13,934,057

\$4.72x

\$7,135,167

^{*} Assumes that any repayment of the Permanent Loan from a Retail Condominium Sale will not affect the monthly Debt Service payment amounts.

Transaction Summary

123 Main Street

Project Timing

Project Timing			
	Value	Month #	Month
Declara Start Date		1	I 20
Project Start Date		1	Jun-20
Pre-Construction (months)	3		
Construction Start		4	Sep-20
Construction Duration (months)	15		
Construction End & C of O Received		18	Nov-21
Post-Construction Office Leasing (months)	5		
Post-Construction Retail Leasing (months)	4		
First Office Tenant Rent Commencement		17	Oct-21
Disposition (Sale) of Office, Parking and Retail		72	May-26
Retail Tenant Rent Commencement		20	Jan-22
Transaction Duration	72 months		

Lot and Zoning

Lot Square Footage	35,000 SI
FAR	2.9 FAF
Total Allowable FAR	100,000 FAF
Allowable Lot Coverage	80.0%
Allowable Building Footprint	28,000 SF

Building Profile

Number of Floors	4 floors
Average Slab-to-Slab Height	11.0 feet
Building Height	39.6 feet
Retail Square Footage	5,000 SF
Residual Office GSF	95,000 GSF
Rentable-to-Gross SF Efficiency Factor	90.0%
Rentable Office SF	85,500 RSF
Average Required Parking Spots per 1,000 RSF	0.6 spots
Required Parking Spots	50 spots
Required Garage Square Footage	20,000 GSF
Garage Floorplate	20,000 GSF
Levels of Underground Parking	1.00 levels

Income and Expenses - Office and Parking Uses (Today's Values)

Average Initial Rent PSF	\$30.79
Vacancy	8.0%
Monthly Rent/Parking Spot	\$300
Capitalization Rate	10.0%
Selling Costs	5.0%

Income and Expenses - Retail Use (Today's Values)

Thiomic and Expenses - Retail Ose (10day's v aine	3)
Average Initial Rent PSF (NNN)	\$27.96
Vacancy	5.0%
Capitalization Rate	10.0%
Selling Costs	5.0%

Office and Retail Leasing

Post-Constr. Office Leasing Duration	5 months
Post-Constr. Retail Leasing Duration	4 months
Ave. Office TI Allowance PSF	\$11
Ave. Retail TI Allowance PSF	\$10

Project-Level Returns

Years of Inflation to Future Stabilization	
Point for Capitalization	
Office and Parking	
Average Rent (FS) at Capitalization	\$22.38 PSF
Capitalization Rate	10.00%
Gross Capitalized Value	\$19,131,634
Retail	
Rent (NNN) at Capitalization	\$25.32 PSF
Capitalization Rate	10.00%
Gross Capitalized Value	\$1,265,939
Returns	
Net Levered Cash Flow	\$13,934,057
Multiple on Equity	7.19x
Internal Rate of Return on Equity	38.7%
Profit Margin	115.8%

Sources of Funds	%	Amount	Rate	% Equity
Developer Sponsor Equity	2.1%	\$250,000		11.1%
Developer Partner Equity	6.2%	\$750,000		33.3%
Third Party Investor Equity	10.4%	\$1,250,000		55.6%
Mezzanine Loan	4.2%	\$500,000	8.0%	
Senior Loan	60.8%	\$7,311,979	5.0%	
Total Sources of Funds	100.0%	\$12,030,240		

Uses of Funds	%	Amount	Per GSF	Per RSF
Land and Acquisition Costs	26.8%	\$3,225,000	\$32	\$36
Hard Costs	45.0%	\$5,410,000	\$54	\$60
Soft Costs	18.9%	\$2,274,699	\$23	\$25
FF&E	0.4%	\$50,000	\$1	\$1
Financing Costs	5.8%	\$701,575	<u>\$7</u>	<u>\$8</u>
Total Uses of Funds	100.0%	\$12,030,240	\$120	\$133

Partnership Structure

123 Main Street

Total Required Equity (Purchase +	Operation)	\$3,744,917	(Includes Operating Deficit Funding)
Sponsor Land Equity	30.77%	\$1,152,282	50.00%
Sponsor Equity	7.69%	\$288,071	12.50%
Developer Partner	23.08%	\$864,212	<u>37.50%</u>
Sponsor	61.54%	\$2,304,564	100.00%
Third Party Investor	<u>38.46%</u>	\$1,440,353	
	100.00%	\$3,744,917	

Profit Sharing

Waterfall #1

Partnership Structure	% Total Equity		_	Pref: 8%	Tier 1: 12%	Tier 2: 15%	Tier 3: 18%	Tier 4: > 18%
Sponsor Equity	61.54%	Profit >>	Sponsor Equity	61.54%	61.54%	61.54%	61.54%	61.54%
Investor	38.46%	Sharing >>	Sponsor Promote	0.00%	10.00%	15.00%	20.00%	25.00%
Total	100.00%	Splits >>	Investor Equity	<u>38.46%</u>	28.46%	23.46%	<u>18.46%</u>	13.46%
Note: By its nature, the Preferred	Return includes the Return of Capi	tal.		100.00%	100.00%	100.00%	100.00%	100.00%

IRR Hurdle Rates

Waterfall #2 IRR Hurdle Rates

Sponsor Structure	% Sponsor Equity		_	Pref: 10%	Tier 1: 12%	Tier 2: 14%	Tier 3: 18%	Tier 4: > 18%
Sponsor Equity	62.50%	Profit >>	Sponsor Equity	62.50%	62.50%	62.50%	62.50%	62.50%
Developer Partner	37.50%	Sharing >>	Sponsor Promote	0.00%	8.00%	10.00%	15.00%	20.00%
Total	100.00%	Splits >>	Developer Partner Equity	<u>37.50%</u>	<u>29.50%</u>	<u>27.50%</u>	22.50%	<u>17.50%</u>
Note: By its nature, the Preferred	d Return includes the Return of Capita	l.		100.00%	100.00%	100.00%	100.00%	100.00%

<u> Ioint Venture Return Detail</u>

123 Main Street

Sponsor	Developer	Third Party	Total Project	Top-Leve
	Partner	Investor		Developer
				(Sponsor ar
				Partner)

Equity Investment	\$288,071	\$864,212	\$1,440,353	\$2,592,635	\$1,152,282
Share of Equity Investment	11.11%	33.33%	55.56%	100.00%	44.44%
Gross Return	\$9,428,451	\$3,169,416	\$3,928,824	\$16,526,692	\$12,597,868
Net Profit (Return on Equity)	\$9,140,381	\$2,305,205	\$2,488,471	\$13,934,057	\$11,445,586
Multiple on Equity	32.73x	3.67x	2.73x	6.37x	10.93x
Internal Rate of Return	48.79%	33.07%	26.48%	38.72%	44.01%
Time from Equity Investment to	72	72	72	72	72
Final Return (months)					

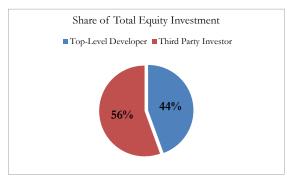
Waterfall #1 Summary - Top-Level Developer and Third Party Investor

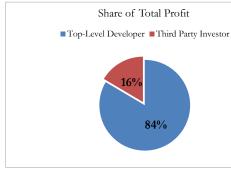
Tier	Developer	Developer Share	Third Party	Third Party	Total Cashflow
	(Sponsor and		Investor	Investor Share	
	Partner)		Cashflow		
Tier 1	\$2,944,329	62%	\$1,840,206	38%	\$4,784,535
Tier 2	\$723,565	72%	\$287,870	28%	\$1,011,435
Tier 3	\$879,426	77%	\$269,573	23%	\$1,148,999
Tier 4	\$1,405,935	82%	\$318,325	18%	\$1,724,259
Tier 5	\$7,796,895	87%	\$1,212,850	13%	\$9,009,745
Total	\$13,750,150	78%	\$3,928,824	22%	\$17,678,974
Less Equity Investment	(\$1,152,282)	44%	(\$1,440,353)	56%	(\$2,592,635)
Net Profit (Return on Equity)	\$12,597,868	84%	\$2,488,471	16%	\$15,086,339

Waterfall #2 Summary - Sponsor and Developer Partner

Tier	Sponsor Cashflow	Sponsor Share	Partner Cashflow	Partner Share	Total Cashflow
Tier 1	\$1,975,586	63%	\$1,185,352	38%	\$3,160,938
Tier 2	\$219,740	71%	\$91,948	30%	\$311,688
Tier 3	\$277,044	73%	\$105,086	28%	\$382,130
Tier 4	\$857,723	78%	\$249,016	23%	\$1,106,739
Tier 5	\$7,250,640	83%	\$1,538,015	18%	\$8,788,655
Total	\$10,580,734	77%	\$3,169,416	23%	\$13,750,150
Less Equity Investment	(\$288,071)	25%	(\$864,212)	75%	(\$1,152,282)
Net Profit (Return on Equity)	\$10,292,663	82%	\$2,305,205	18%	\$12,597,868

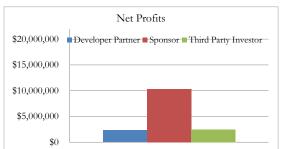
Waterfall #1 Check	\$0
Waterfall #2 Check	\$0





Waterfall #1 Structure - Top-Level Developer and Third Party Investor

		IRR Hu	dle Ranges		Developer Promote	Developer Equity Pro- Rata Share	Investor Profit Share	Total (must be 100%)
Preferred Retur From		0%	through	8%	0%	62%	38%	100%
Tier 1	Above	8%	through	12%	10%	62%	28%	100%
Tier 2	Above	12%	through	15%	15%	62%	23%	100%
Tier 3	Above	15%	through	18%	20%	62%	18%	100%
Tier 4			Above	18%	25%	62%	13%	100%



Waterfall #2 Structure - Sponsor and Developer Partner

	1	IRR Hur	dle Ranges		Sponsor Promote	Equity Pro- Rata Share	Partner Profit Share	Total (must be 100%)
			10%		63%	38%	100%	
Tier 1	Above	10%	through	12%	8%	63%	30%	100%
Tier 2	Above	12%	through	14%	10%	63%	28%	100%
Tier 3	Above	14%	through	18%	15%	63%	23%	100%
Tier 4			Above	18%	20%	63%	18%	100%

