

# LeaseMatrix Headquarters

	Wells Fargo Center LANDLORD PROPOSAL	505 Union Station LANDLORD PROPOSAL	Columbia Center LANDLORD COUNTER	City Centre TENANT COUNTER
<b>Street Address</b>	999 3rd Avenue	505 5th Ave S	701 5th Ave	1420 5th Avenue
<b>City, State Zip</b>	Seattle, Washington 98104	Seattle, Washington 98104	Seattle, Washington 98104	Seattle, WA 98101
<b>Country</b>	US	US	US	USA
<b>Property Level Report</b>	<a href="#">View report</a>	<a href="#">View report</a>	<a href="#">View report</a>	<a href="#">View report</a>
<b>Building Class</b>	Class AA	Class A	Class A	Class A
<b>Security Deposit</b>	\$100,000	-	\$50,000	\$100,000
<b>Parking Ratio</b>	1 per 1,000	5 per 1,000	4 per 1,000	2 per 1,000
<b>TI Allowance</b>	\$50.00 per RSF	\$35.00 per RSF	\$50.00 per RSF	\$50.00 per RSF
<b>Lease Structure</b>	Modified Net	Full Service	Full Service	Full Service
<b>Lease Term</b>	60 months	72 months	84 months	84 months
<b>Commencement Date</b>	05/15/2013	04/29/2013	03/19/2013	06/13/2013
<b>Expiration Date</b>	05/14/2018	04/28/2019	03/18/2020	06/12/2020
<b>Rentable Area</b>	100,000 SF	100,000 SF	100,000 SF	105,000 SF
<b>Useable Area</b>	87,720 SF	90,091 SF	84,746 SF	91,305 SF
<b>Load Factor</b>	14%	11%	18%	15%
<b>Avg. Total Cost / rsf</b>	24.35	24.36	30.01	31.99
<b>NPV of Total Cost / year / rsf</b>	20.50	19.12	22.70	24.93
<b>NPV of Total Cost / year / usf</b>	23.37	21.22	26.78	28.67
<b>Effective Rent</b>	14.35	18.70	23.01	24.98
<b>Avg. Monthly Base Rent</b>	168,638	196,528	179,762	207,031
<b>Avg. Monthly Occupancy Cost</b>	202,926	203,034	250,113	279,926
<b>NPV of Total Cost Per Month</b>	170,821	159,294	189,150	218,140
<b>NPV of Total Cost Per Year</b>	2,049,854	1,911,526	2,269,800	2,617,685
<b>Avg. Annual Base Rent</b>	2,023,654	2,358,333	2,157,143	2,484,375
<b>Avg. Annual Occupancy Cost</b>	2,435,117	2,436,402	3,001,361	3,359,113
<b>NPV of Base Rent @ 8.0%</b>	8,248,180	10,980,776	11,244,047	13,186,027
<b>NPV of Total Cost @ 8.0%</b>	10,249,268	11,469,156	15,888,601	18,323,793
<b>Total Base Rent</b>	10,118,272	14,150,000	15,100,000	17,390,625
<b>Total Occupancy Cost</b>	12,175,583	14,618,415	21,009,526	23,513,790
<b>Total Deal Cost</b>	12,375,583	14,768,415	21,159,526	23,913,790

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<b>Total Cost per RSF</b>				
<b>Year 1</b>	18.82	11.50	16.33	28.08
<b>Year 2</b>	24.66	24.30	28.51	29.01
<b>Year 3</b>	25.53	25.61	30.04	29.94
<b>Year 4</b>	26.42	26.93	31.58	32.94
<b>Year 5</b>	26.33	28.26	33.13	33.95
<b>Year 6</b>	-	29.59	34.71	34.97
<b>Year 7</b>	-	-	35.80	35.06
<b>Avg. Total Cost per RSF</b>	24.35	24.36	30.01	31.99

<b>Total Annual Cost</b>				
<b>Expenses &amp; Credits</b>	300,000	150,000	200,000	500,000
<b>Year 1</b>	1,882,000	1,150,000	1,633,333	2,948,750
<b>Year 2</b>	2,466,000	2,430,000	2,851,000	3,045,700
<b>Year 3</b>	2,552,520	2,560,901	3,003,531	3,144,116
<b>Year 4</b>	2,641,636	2,692,728	3,157,637	3,458,414
<b>Year 5</b>	2,633,426	2,825,510	3,313,366	3,564,267
<b>Year 6</b>	-	2,959,276	3,470,768	3,671,721
<b>Year 7</b>	-	-	3,579,891	3,680,823
<b>Security Deposit Refund</b>	(\$100,000)	-	(\$50,000)	(\$100,000)
<b>Total Deal Cost</b>	12,375,583	14,768,415	21,159,526	23,913,790

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**Total Cost by Year**

**Annual Metrics**

**Total Costs**

**RSF Costs**