




LeaseMatrix Headquarters

Wells Fargo Center 
LANDLORD PROPOSAL

505 Union Station 
LANDLORD PROPOSAL

Columbia Center 
LANDLORD
COUNTER

City Centre 
TENANT
COUNTER

| | | | | |
|------------------------------|------------------------------|------------------------------|------------------------------|-----------------------------|
| Street Address | 999 3rd Avenue | 505 5th Ave S | 701 5th Ave | 1420 5th Avenue |
| City, State Zip | Seattle, Washington 98104 | Seattle, Washington 98104 | Seattle, Washington 98104 | Seattle, WA 98101 |
| Country | US | US | US | USA |
| Property Level Report | View report | View report | View report | View report |

| | | | | |
|--------------------------|-----------------|-----------------|-----------------|-----------------|
| Building Class | Class AA | Class A | Class A | Class A |
| Security Deposit | \$100,000 | - | \$50,000 | \$100,000 |
| Parking Ratio | 1 per 1,000 | 5 per 1,000 | 4 per 1,000 | 2 per 1,000 |
| TI Allowance | \$50.00 per RSF | \$35.00 per RSF | \$50.00 per RSF | \$50.00 per RSF |
| Lease Structure | Modified Net | Full Service | Full Service | Full Service |
| Lease Term | 60 months | 72 months | 84 months | 84 months |
| Commencement Date | 05/15/2013 | 04/29/2013 | 03/19/2013 | 06/13/2013 |
| Expiration Date | 05/14/2018 | 04/28/2019 | 03/18/2020 | 06/12/2020 |

| | | | | |
|----------------------|------------|------------|------------|------------|
| Rentable Area | 100,000 SF | 100,000 SF | 100,000 SF | 105,000 SF |
| Useable Area | 87,720 SF | 90,091 SF | 84,746 SF | 91,305 SF |
| Load Factor | 14% | 11% | 18% | 15% |


| | | | | |
|---------------------------------------|-------|-------|-------|-------|
| Avg. Total Cost / rsf | 24.55 | 24.36 | 30.09 | 32.13 |
| NPV of Total Cost / year / rsf | 20.50 | 19.12 | 22.70 | 24.93 |
| NPV of Total Cost / year / usf | 23.37 | 21.22 | 26.78 | 28.67 |
| Effective Rent | 14.55 | 18.70 | 23.09 | 25.12 |


| | | | | |
|------------------------------------|---------|---------|---------|---------|
| Avg. Monthly Base Rent | 168,638 | 196,528 | 179,762 | 207,031 |
| Avg. Monthly Occupancy Cost | 204,593 | 203,034 | 250,709 | 281,117 |
| NPV of Total Cost Per Month | 170,821 | 159,294 | 189,150 | 218,140 |


| | | | | |
|-----------------------------------|-----------|-----------|-----------|-----------|
| NPV of Total Cost Per Year | 2,049,854 | 1,911,526 | 2,269,800 | 2,617,685 |
| Avg. Annual Base Rent | 2,023,654 | 2,358,333 | 2,157,143 | 2,484,375 |
| Avg. Annual Occupancy Cost | 2,455,117 | 2,436,402 | 3,008,504 | 3,373,399 |


| | | | | |
|---------------------------------|------------|------------|------------|------------|
| NPV of Base Rent @ 8.0% | 8,248,180 | 10,980,776 | 11,244,047 | 13,186,027 |
| NPV of Total Cost @ 8.0% | 10,249,268 | 11,469,156 | 15,888,601 | 18,323,793 |

| | | | | |
|-----------------------------|------------|------------|------------|------------|
| Total Base Rent | 10,118,272 | 14,150,000 | 15,100,000 | 17,390,625 |
| Total Occupancy Cost | 12,275,583 | 14,618,415 | 21,059,526 | 23,613,790 |
| Total Deal Cost | 12,475,583 | 14,768,415 | 21,209,526 | 24,013,790 |

Wells Fargo Center 
LANDLORD PROPOSAL


505 Union Station 
LANDLORD PROPOSAL


Columbia Center 
LANDLORD
COUNTER


City Centre 
TENANT
COUNTER


| Total Cost per RSF | | | | |
|--------------------------------|-------|-------|-------|-------|
| Year 1 | 18.82 | 11.50 | 16.33 | 28.08 |
| Year 2 | 24.66 | 24.30 | 28.51 | 29.01 |
| Year 3 | 25.53 | 25.61 | 30.04 | 29.94 |
| Year 4 | 26.42 | 26.93 | 31.58 | 32.94 |
| Year 5 | 27.33 | 28.26 | 33.13 | 33.95 |
| Year 6 | - | 29.59 | 34.71 | 34.97 |
| Year 7 | - | - | 36.30 | 36.01 |
| Avg. Total Cost per RSF | 24.55 | 24.36 | 30.09 | 32.13 |

| Total Annual Cost | | | | |
|--------------------------------|-------------|------------|------------|-------------|
| Expenses & Credits | 300,000 | 150,000 | 200,000 | 500,000 |
| Year 1 | 1,882,000 | 1,150,000 | 1,633,333 | 2,948,750 |
| Year 2 | 2,466,000 | 2,430,000 | 2,851,000 | 3,045,700 |
| Year 3 | 2,552,520 | 2,560,901 | 3,003,531 | 3,144,116 |
| Year 4 | 2,641,636 | 2,692,728 | 3,157,637 | 3,458,414 |
| Year 5 | 2,733,426 | 2,825,510 | 3,313,366 | 3,564,267 |
| Year 6 | - | 2,959,276 | 3,470,768 | 3,671,721 |
| Year 7 | - | - | 3,629,891 | 3,780,823 |
| Security Deposit Refund | (\$100,000) | - | (\$50,000) | (\$100,000) |
| Total Deal Cost | 12,475,583 | 14,768,415 | 21,209,526 | 24,013,790 |

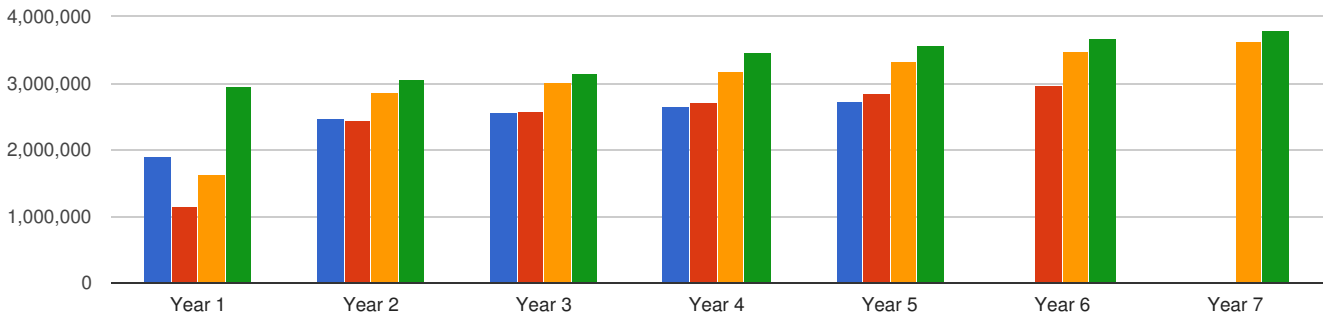
Wells Fargo Center 
LANDLORD PROPOSAL

505 Union Station 
LANDLORD PROPOSAL

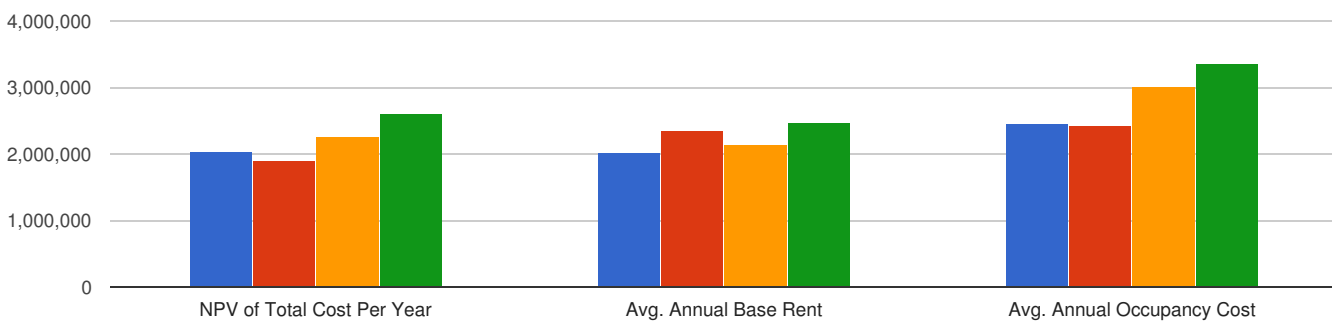
Columbia Center 
LANDLORD
COUNTER

City Centre 
TENANT
COUNTER

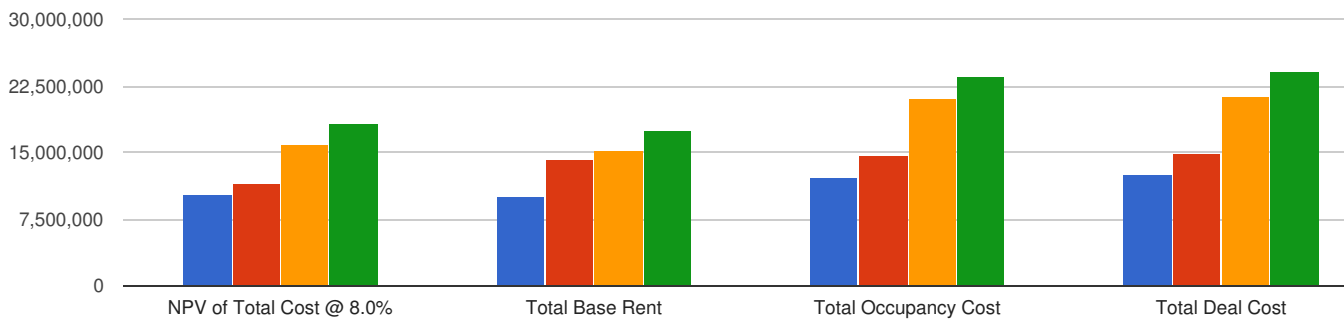
Total Cost by Year



Annual Metrics



Total Costs



RSF Costs

