

LeaseMatrix Headquarters

Wells Fargo Center 999 3rd Avenue Seattle, Washington 98104		505 Union Station 505 5th Ave S Seattle, Washington 98104		Columbia Center 701 5th Ave Seattle, Washington 98104		City Centre 1420 5th Avenue Seattle, WA 98101	
Landlord proposal		Landlord proposal		Landlord counter		Tenant counter	
Rentable area	100,000 SF	Rentable area	100,000 SF	Rentable area	100,000 SF	Rentable area	105,000 SF
Lease term	60 months	Lease term	72 months	Lease term	84 months	Lease term	84 months
Commencement	05/15/2013	Commencement	04/29/2013	Commencement	03/19/2013	Commencement	06/13/2013
Avg cost / rsf	\$24.35	Avg cost / rsf	\$24.36	Avg cost / rsf	\$30.01	Avg cost / rsf	\$31.99
Effective rent	\$14.35	Effective rent	\$18.70	Effective rent	\$23.01	Effective rent	\$24.98
NPV / year / rsf	\$20.50	NPV / year / rsf	\$19.12	NPV / year / rsf	\$22.70	NPV / year / rsf	\$24.93
Avg cost / month	\$202,926	Avg cost / month	\$203,034	Avg cost / month	\$250,113	Avg cost / month	\$279,926
Avg cost / year	\$2,435,117	Avg cost / year	\$2,436,402	Avg cost / year	\$3,001,361	Avg cost / year	\$3,359,113
Total deal cost	\$12,375,583	Total deal cost	\$14,768,415	Total deal cost	\$21,159,526	Total deal cost	\$23,913,790
NPV @ 8.0%	\$10,249,268	NPV @ 8.0%	\$11,469,156	NPV @ 8.0%	\$15,888,601	NPV @ 8.0%	\$18,323,793