

## Sample Retail - 456 Sample St, Sampletown, SA, 12345

Year Built: 2005  
 Total Land SF: 20,000 SF  
 NRSF: 29,200 SF

**Price: \$5,631,151**  
 Per SF: \$192.85  
 Cap Rate: 7.00%  
 GRM: 11.43

Financing: \$3,941,806  
 LTV %: 70.00%  
 Interest Rate/Loan Constant: 5.00%/6.44%  
 Amortization Period: 30 yrs  
 Debt Service: \$253,926  
 Cash on Cash: 8.30%



Tenant - Suite No.	Rentable SF	%GLA	Current			Pro Forma		
			Rent (\$/SF/MO)	Monthly Rent	Lease Type	Rent (\$/SF/MO)	Monthly Rent	Lease Type
Coffee Shop	800 SF	2.74%	\$1.71	\$1,368	NNN	\$1.90	\$1,520	NNN
Nail Salon	500 SF	1.71%	\$1.36	\$680	NNN	\$2.00	\$1,000	NNN
Pizza Parlor	1,500 SF	5.14%	\$1.75	\$2,625	NNN	\$1.80	\$2,700	NNN
Men's Grooming	750 SF	2.57%	\$1.41	\$1,058	NNN	\$2.00	\$1,500	NNN
Shipping Store	1,000 SF	3.42%	\$1.61	\$1,610	NNN	\$1.80	\$1,800	NNN
Hair Salon	800 SF	2.74%	\$1.71	\$1,368	Gross	\$1.90	\$1,520	Gross
Chinese Food	2,000 SF	6.85%	\$1.55	\$3,100	NNN	\$1.70	\$3,400	NNN
Organic Grocery Store	5,000 SF	17.12%	\$1.64	\$8,200	NNN	\$1.50	\$7,500	NNN
Pet Store	1,750 SF	5.99%	\$1.30	\$2,275	NNN	\$1.50	\$2,625	NNN
Sandwich Shop	900 SF	3.08%	\$1.26	\$1,134	NNN	\$1.30	\$1,168	NNN
Art Supplies	1,000 SF	3.42%	\$1.67	\$1,670	Gross	\$1.80	\$1,800	NNN
Tea Exchange	500 SF	1.71%	\$1.41	\$705	NNN	\$2.00	\$1,000	NNN
VACANT	1,000 SF	3.42%	\$0.00	\$0	Gross	\$1.60	\$1,600	NNN
Tea & Herbal Medicine	700 SF	2.40%	\$1.64	\$1,148	Gross	\$1.50	\$1,050	NNN
Insurance Company	1,000 SF	3.42%	\$1.30	\$1,300	NNN	\$1.50	\$1,500	NNN
Personal Taxes	800 SF	2.74%	\$1.26	\$1,008	NNN	\$1.30	\$1,038	NNN
Party Supply Store	1,200 SF	4.11%	\$1.67	\$2,004	NNN	\$1.80	\$2,160	NNN
Local Grocery Store	8,000 SF	27.40%	\$1.00	\$8,000	NNN	\$1.25	\$10,000	NNN
<b>Total / Average</b>	<b>29,200 SF</b>	<b>100.00%</b>	<b>\$1.49</b>	<b>\$39,253</b>	<b>88.01%</b>	<b>\$1.67</b>	<b>\$44,881</b>	<b>97.26%</b>

	Current Valuation	Per SF	Per Month	%PGR/EGR
Rental Income	\$492,519	\$16.87	\$41,043	100.00%
Vacancy	(\$24,626)	(\$0.84)	(\$2,052)	-5.00%
Net Effective Rent	\$467,893	\$16.02	\$38,991	95.00%
Other Income	\$30,000	\$1.03	\$2,500	6.09%
Reimbursements	\$143,189	\$4.90	\$11,932	29.07%
<b>Effective Gross Rent</b>	<b>\$641,082</b>	<b>\$21.95</b>	<b>\$53,424</b>	<b>130.16%</b>
<b>Reimbursable Expenses</b>				
Real Estate Taxes	\$75,000	\$2.57	\$6,250	11.70%
Insurance	\$11,680	\$0.40	\$973	1.82%
Utilities	\$29,200	\$1.00	\$2,433	4.55%
Repairs & Maintenance	\$36,500	\$1.25	\$3,042	5.69%
General & Administrative	\$4,000	\$0.14	\$333	0.62%
Marketing	\$1,200	\$0.04	\$100	0.19%
<b>Total Reimbursable</b>	<b>\$157,580</b>	<b>\$5.40</b>	<b>\$13,132</b>	<b>24.58%</b>
<b>Non-Reimbursable Expenses</b>				
Management Fees	\$24,322	\$0.83	\$2,027	1.03%
Legal & Accounting	\$6,600	\$0.23	\$550	9.11%
Reserves & Replacements	\$58,400	\$2.00	\$4,867	0.00%
<b>Total Non-Reimbursable</b>	<b>\$89,322</b>	<b>\$3.06</b>	<b>\$7,443</b>	<b>13.93%</b>
<b>Total Expenses</b>	<b>\$246,902</b>	<b>\$8.46</b>	<b>\$20,575</b>	<b>38.51%</b>
<b>Net Operating Income</b>	<b>\$394,181</b>	<b>\$13.50</b>	<b>\$32,848</b>	<b>61.49%</b>
Debt Service	\$253,926	\$8.70	\$21,160	39.61%
<b>Cash Flow</b>	<b>\$140,255</b>	<b>\$4.80</b>	<b>\$11,688</b>	<b>21.88%</b>
Cash on Cash	8.30%			