

## PRO-FORMA DIRECT CAPITALIZATION ANALYSIS

Category	%PGI	\$/NSF/Yr	Total \$
<b>Income</b>			
Potential Gross Income on Base Rent Not Including Excess Land Manufacturing Facility and Office Rates Blended	100.00%	\$5.50	\$914,958
Vacancy	-4.00%	(\$0.28)	(\$45,748)
Credit Loss	-1.00%	(\$0.06)	(\$9,150)
<b>Effective Gross Income</b>	<b>95.00%</b>	<b>\$5.17</b>	<b>\$860,061</b>
<b>Expenses</b>			
	%EGI	\$NSF/Yr	Total \$
Real Estate Taxes	0.00%	\$0.00	\$0.00
Property Insurance	0.00%	\$0.00	\$0.00
Structural & Roof Maintenance	-2.13%	(\$0.11)	(\$18,299.16)
Janitorial / Yard Allowance	0.00%	\$0.00	\$0.00
HVAC Repair & Maintenance	0.00%	\$0.00	\$0.00
General Administrative/Management Fee	-3.00%	(\$0.16)	(\$25,801.82)
General Services	-0.97%	(\$0.05)	(\$8,317.80)
Reserves for Replacement	-1.93%	(\$0.10)	(\$16,635.60)
<b>Operating Expenses</b>	<b>-8.03%</b>	<b>(\$0.42)</b>	<b>(\$69,054)</b>
<b>Loss To Reimbursements or Pass Throughs/Net Lease</b>	<b>2.71%</b>	<b>\$0.14</b>	<b>\$23,290</b>
<b>Net Operating Income</b>			<b>\$814,296</b>
Overall Capitalization Rate			<b>9.25%</b>
Indicated Direct Capitalization Value			<b>\$8,803,200</b>
<b>Plus Excess Land</b>			<b>\$930,000</b>
			<b>\$9,733,200</b>
Rounded Value		<b>"AS IS"</b>	<b>\$9,700,000</b>
<b>Value Per SF of Improved Area w/o Excess Land</b>	<b>166,356 SqFt</b>	<b>166,356 SqFt</b>	
	<b>Net Leasable</b>	<b>Gross Area</b>	
	<b>\$52.92</b>	<b>\$52.92</b>	