## Objection to Real Property Assessment

To file an appeal on your property assessment, you must provide the Board of Review (BOR) clerk written or oral notice of your intent, under state law (sec. $70.47(7)$ (a), Wis. Stats.). You must also complete this entire form and submit it to your municipal clerk. To review the best evidence of property value, see the Wisconsin Department Revenue's Guide for Property Owners.

## Complete all sections:



If this property contains non-market value class acreage, provide your opinion of the taxable value breakdown:

| Statutory Class | Acres |  | \$ Per Acre | Full Taxable Value |
| :---: | :---: | :---: | :---: | :---: |
| Residential total market value |  |  |  |  |
| Commercial total market value |  |  |  |  |
| Agricultural classification: \# of tillable acres |  | @ | \$ acre use value |  |
| \# of pasture acres |  | @ | \$ acre use value |  |
| \# of specialty acres |  | @ | \$ acre use value |  |
| Undeveloped classification \# of acres |  | @ | \$ acre @ 50\% of market value |  |
| Agricultural forest classification \# of acres |  | @ | \$ acre @ 50\% of market value |  |
| Forest classification \# of acres |  | @ | \$ acre @ market value |  |
| Class 7 "Other" total market value |  |  | market value |  |
| Managed forest land acres |  | @ | \$ acre @ 50\% of market value |  |
| Managed forest land acres |  | @ | \$ acre @ market value |  |
| Section 3: Reason for Objection and Basis of Estimate |  |  |  |  |

Reason(s) for your objection: (Attach additional sheets if needed)
Significant decline in the property's revenue the past 4 years.
Recent appraisal supports $\$ 13.5$ million.

Basis for your opinion of assessed value: (Attach additional sheets if needed) Recent appraisal dated $2 / 11 / 2023$ supports $\$ 13.5$ million

## Section 4: Other Property Information

A. Within the last 10 years, did you acquire the property?

If Yes, provide acquisition price \$ 13.2 million
Date 5-10-2022 x PurchaseTrade
 $\square$ Gift Yes No
B. Within the last 10 years, did you change this property (ex: remodel, addition)?
$\qquad$
$\qquad$ Yes Inheritance

If Yes, describe

C. Within the last five years, was this property listed/offered for sale?
to $\qquad$ If Yes, how long was the property listed (provide dates) (mm-dd-yyyy)
List all offers received Asking price \$ $\qquad$
y appraised?
D. Within the last five years, was this property appraised? $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$
If Yes, provide: Date $02-11-2023 \quad$ Value $\$ 13.5$ million $\quad$ Purpose of appraisal Asset management purposes If this property had more than one appraisal, provide the requested information for each appraisal.

9/9/2020 appraisal at $\$ 14$ million and 1/2022 appraisalat $\$ 13.2$ million.

## Section 5: BOR Hearing Information

A. If you are requesting that a BOR member(s) be removed from your hearing, provide the name(s): Note: This does not apply in first or second class cities.
B. Provide a reasonable estimate of the amount of time you need at the hearing 60 minutes.


## Agent Authorization

## for Property Assessment Appeals

If an agent is representing the property owner or municipality, the property owner or municipality must provide prior written authorization for the agent to represent the company or municipality when contacting the reviewing authority.

Section 1: Property Owner and Property Information


## Section 3: Agent Authorization

Agent Authorized for: (check all that apply)Manufacturing property assessment appeals (BOA)Access to manufacturing assessment system (MAS)Wisconsin Department of Revenue 70.85 appealsMunicipal Board of Review
Other $\qquad$

Authorization expires: $\qquad$ (mm-dd-yyyy)

## Enter Tax Years of Authorization

$\qquad$
$\qquad$

2023
$\qquad$
$\qquad$
(unless rescinded in writing prior to expiration)

Send notices and other written communications to: (check one or both)

## Section 4: Agreement/Acceptance

## I understand, agree and accept:

- The assessor's office may divulge any information it may have on file concerning this property
- My agent has the authority and my permission to accept a subpoena concerning this property on my behalf
- I will provide all information I have that will assist in the discussion and resolution of any assessment appeal of this property
- Signing this document does not relieve me of personal responsibility for timely reporting changes to my property and paying taxes, or penalties for failure to do so, as provided under Wisconsin tax law
- A photocopy and/or faxed copy of this completed form has the same authority as a signed original
- If signed by a corporate officer, partner, or fiduciary on behalf of the owner, I certify that I have the power to execute this Agent Authorization form


## Section 5: Owner Grants Authorization

| Owner Sign Here | Owner name (please print) <br> Wells Fargo Bank NA, as Trustee for registered holders of JP Morgan Chase Commercial Mortgage Securities Trust 2010-C2 Commercial Mortgage Pass-Through Certificates, Series 2010-C10 |  |
| :---: | :---: | :---: |
|  | Owner signature By: Greystone Seviciing Company LLC, A Delaware LLC, successor to Midland Loan Services, Inc, in its capacity as special servicer pursuant to that certain Pooling and Servicing Agreement dated Octover 1, 2010 Jlap |  |
|  | Company or title <br> Laura Thorp, Servicing Officer of Greystone Servicing Company LLC | $\begin{aligned} & \text { Date (mm-dd-yyyy) } \\ & 05-12-2023 \end{aligned}$ |

## Elsen, Nikki

| From: | Shebesta, Todd [Todd.Shebesta@ryan.com](mailto:Todd.Shebesta@ryan.com) |
| :--- | :--- |
| Sent: | Friday, May 12, 2023 12:47 PM |
| To: | Elsen, Nikki |
| Cc: | steve@forwardappraisal.com |
| Subject: | Valley View Mall, parcel 017-010315-090 (3800 State Rd 16) and 017-010315-160 (3700 |
|  | State Rd 16), 2023 assessments |

You don't often get email from todd.shebesta@ryan.com. Learn why this is important
*** CAUTION: This email originated from an external sender. DO NOT click links or open attachments unless you recognize the sender and know the content is safe. ***

Nikki,
Thank you for the conversation and explaining the Board of Review appeal process. As I indicated on the phone, we plan on appealing the subject property's 2023 assessments to the City of La Crosse Board of Review and will also request a waiver of the hearing. Please confirm you have received this notice of intent. Thanks and have a great weekend.

Todd Shebesta, CMI
Senior Manager, Property Tax Commercial
Ryan
1433 N. Water Street
Suite 400
Milwaukee WI 53202
414.369.6644 Direct

414-379-8133 Mobile
Ryan.com

# APPRAISAL REPORT 

VALLEY VIEW MALL 3800 STATE ROAD 16
LACROSSE, WISCONSIN 54601
CBRE FILE NO. CB23US006696-1
LOAN NUMBER 030281322
PORTFOLIO ID JPMCC 2010-C2

DATE OF APPRAISAL: MARCH 12, 2023 EFFECTIVE DATE OF VALUE: FEBRUARY 11, 2023 CLIENT: GREYSTONE SERVICING COMPANY LLC


Date of Report: March 12, 2023

Mr. Don Vitsentzos
Asset Manager
GREYSTONE SERVICING COMPANY, LLC
5221 North O'Connor Boulevard, Suite 800
Irving, Texas 75039

RE: Appraisal of: Valley View Mall 3800 State Road 16
LaCrosse, LaCrosse County, Wisconsin 54601
CBRE, Inc. File No. CB23US006696-1
Client Reference No.: 030281322 | JPMCC 2010-C2

Dear Mr. Vitsentzos:
At your request and authorization, CBRE, Inc. has prepared an appraisal of the market value of the referenced property. Our analysis is presented in the following Appraisal Report.
The subject property is a regional mall known as the Valley View Mall. The center is located at 3800 State Road 16 in LaCrosse, LaCrosse County, Wisconsin. The property was originally developed in 1980 and substantially renovated in 1991. The food court area was added in 2001. The subject is anchored by JCPenney and Barnes and Noble. The remaining mall anchor spaces are separately owned and not part of the subject collateral. Formerly occupied by Macy's, Sears and Herberger's, the shadow anchor stores were vacated between 2017 and 2018. The

US Department of Veterans Affairs (LaCrosse VA Clinic) occupies the former Herberger's space. The Macy's box sold in early 2023 to a developer. Detailed plans were not finalized. However, preliminary plans have included additional outparcel development including a car wash and potential entertainment users for the existing building.

The overall mall GLA is approximately 606,000 square feet. The subject collateral excluding the separately owned anchor spaces includes 306,613 square feet. The subject is $90.6 \%$ occupied including temporary/short-term tenants. Excluding the short-term tenants, the mall occupancy rate is $69.7 \%$. No outparcels or freestanding retail uses along the mall perimeter are part of the owned mall asset. Additional large tenants include ULTA (anticipated to vacate in fall 2023), Buckle, Maurice's and American Eagle Outfitters. Construction was completed in 2022 on a HyVee grocery store and gas station at the location of the vacated mall Sears store. Though not part of the owned subject asset, mall management indicated that preliminary shopper counts have increased over prior years. The subject is further described legally and physically in the following appraisal.
CBRE communicated with the property asset manager, Don Vitsentzos prior to completing the assignment. Based on the analysis contained in the following report, the market value of the subject is concluded as follows:

## MARKET VALUE CONCLUSION

| Appraisal Premise | Interest Appraised | Date of Value | Value Conclusion |
| :---: | :---: | :---: | ---: |
| As Is | Leased Fee Interest | February 11, 2023 | $\$ 13,500,000$ |
| Compiled by CBRE |  |  |  |

The following extraordinary assumptions were utilized. An extraordinary assumption is defined as "an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions.

- The land and building areas reported herein are based on the information provided by the client and county assessment records. Independent verification of the site area has not been completed, as a site survey has not been provided. CBRE does not represent that the measurements utilized are precise but represent this to be the best available. We are not qualified surveyors or engineers and recommend that a qualified engineer be retained by the client to ascertain a definitive measurement. Should an engineering or similar report indicate a different building size conclusion, we reserve the right to amend this report.
- For purposes of this analysis, the overall condition of the improvements has been based on our general observations of the property. We are not qualified to assess specific conditions of the structural and/or mechanical components of the property. We recommend that a complete property condition assessment be completed in order for the client to ascertain the specifics regarding the condition of the property's physical plant.
- We requested a complete package of subject property information. The property contact provided access to a detailed rent roll, lease abstracts and historical operating statements. We have based the subject's lease terms upon the provided information and assume there are no other material amendments for information. We believe a buyer would make similar assumptions that we made given the available information as of the date of the report.
- Beyond the temporary/specialty tenant spaces, several tenants were in occupancy on a holdover or month to month basis. We assumed one additional term of one year at current rental terms from the date of value.

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter.
No hypothetical assumptions were utilized. A hypothetical condition is defined as "a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purposes of analysis.

The subject property was previously appraised by CBRE in February 2022 (January 2022 date of value). Since that time, the retail leasing environment has improved. New speculative construction is minimal and demand has pushed occupancy totals and rental rates upward for most property segments. While the mall segment continues to lag, the subject is adjacent to a recently completed grocery store that has improved mall traffic and specialty leasing has improved. However, capital market conditions have deteriorated at the macro level. The significant recent increase in the cost of capital and reduced volume of transaction activity is impacting price discovery and creating an increase in uncertainty. Increasing interest rates and subdued economic growth will continue to weigh on commercial real estate fundamentals and investment transaction volumes. This creates a higher degree of uncertainty in general, though the impacts may vary by market and asset class/type. With respect to retail and mall assets, significant risk has already been priced into pre-2021 investment rates so the impact on overall asset value is muted compared to other real estate sectors. The debt market for regional malls was sparse for several years now and many buyers relied on cash transactions. For these reasons, the change in utilized capitalization rates was minimal as compared to the prior year.
The following table summarizes changes in value/conclusions from the prior appraisal.
PREVIOUS APPRAISAL COMPARISON SUMMARY

|  | Prior Appraisal | Current Appraisal |
| :--- | :---: | :---: |
| Historical (Most Recent Full Year) |  |  |
| Occupancy | $79.4 \%$ | $90.6 \%$ |
| Occupancy Excluding Temporary Tenants | $71.3 \%$ | $69.7 \%$ |
| Weighted Average Rent PSF | $\$ 11.08$ | $\$ 11.08$ |
| Estimated (Prospective Stabilized Proforma) |  |  |
| Occupancy (Including Vacancy and Credit Loss) | $80 \%$ | $90 \%$ |
| Expenses PSF | $\$ 9.70$ | $\$ 8.94$ |
| NOI PSF | $\$ 6.54$ | $\$ 7.13$ |
| Going-In Capitalization Rate | $15.00 \%$ | $15.25 \%$ |
| Terminal Capitalization Rate | $15.50 \%$ | $15.25 \%$ |
| Discount Rate | $16.00 \%$ | $16.00 \%$ |
| Deferred Maintenance | $\$ 0$ | $\$ 692,000$ |
| As Is Value Conclusion | $\$ 13,200,000$ | $\$ 13,500,000$ |

Source: Current and Prior CBRE Appraisal
Though capital market conditions have deteriorated over the past year, retail leasing fundamentals have improved. The increase in value for the subject is largely a function of a lower assessment and real estate tax liability which caused a decrease in overall stabilized expenses. Additionally, the opening of an adjacent Hy-Vee grocery store and the sale of a second anchor suite to a retail developer point to some upside potential for the subject property. These developments are expected to be a catalyst to improve or maintain leasing in coming years.

The following appraisal sets forth the most pertinent data gathered, the techniques employed, and the reasoning leading to the opinion of value. The analyses, opinions and conclusions were developed based on, and this report has been prepared in conformance with, the guidelines and recommendations set forth in the Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute. It also conforms to Title XI Regulations and the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) Title XI, 12 CFR Part 323 (FDIC, and 12 CFR Part 34 (RTC) and further updated by the Interagency Appraisal and Evaluation Guidelines promulgated in 2010 in addition to Greystone Servicing Company, LLC's current comprehensive format report appraisal requirements. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the State of Wisconsin.

Notwithstanding anything to the contrary contained herein, this report or portions thereof may also be provided, for information purposes only and not for reliance in decision making, to potential purchasers of the Note or Real Property secured by the subject of this appraisal and used in connection with the materials offering for sale the Note, an interest in the Note, or the Real Property.

The intended use and user of our report are specifically identified in our report as agreed upon in our contract for services and/or reliance language found in the report. No other use or user of the report is permitted by any other party for any other purpose. Dissemination of this report by any party to any non-intended users does not extend reliance to any such party, and CBRE will not be responsible for any unauthorized use of or reliance upon the report, its conclusions or contents (or any portion thereof).

Per engagement, the client is Greystone Servicing Company, LLC, the intended user is Greystone Servicing Company, LLC, Noteholder and/or Assigns and the intended use is asset valuation purposes. The appraisers have provided real estate related services as appraisers on this property in the three years prior to accepting this assignment. A comparison of the previous and current conclusions are summarized on the previous page.

March 12, 2023
Page 5

It has been a pleasure to assist you in this assignment. If you have any questions concerning the analysis, or if CBRE can be of further service, please contact us.
Respectfully submitted,

## CBRE - VALUATION \& ADVISORY SERVICES



Chad M. Bosley, MAI, ASA, MRICS
Senior Vice President
State Certified General Real Estate Appraiser
State of Wisconsin License Number 1824-10
Date of Expiration: 12/14/2023
Phone: 312-540-4658
Email: chad.bosley@cbre.com

Kimi PCowe
Kevin P. Crowe
Director
Phone: 312-233-8655
Email: kevin.crowe@cbre.com


Lesley J. Linder, MAI, CCIM
Managing Director
State Certified General Real Estate Appraiser
State of Wisconsin License Number 1852-10
Date of Expiration: 12/14/2023
Phone: 312-233-8665
Email: les.linder@cbre.com

## Certification

We certify to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in or bias with respect to the property that is the subject of this report and have no personal interest in or bias with respect to the parties involved with this assignment.
4. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
5. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
6. This appraisal assignment was not based upon a requested minimum valuation, a specific valuation, or the approval of a loan.
7. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice, as well as the requirements of the State of Wisconsin.
8. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
10. As of the date of this report, Lesley J. Linder, MAI, CCIM, Kevin Crowe, MAI and Chad M. Bosley, MAI have completed the continuing education program for Designated Members of the Appraisal Institute.
11. Kevin Crowe, MAI (February 11, 2023) and Chad M. Bosley, MAI have and Lesley J. Linder, MAI, CCIM has not made a personal inspection of the property that is the subject of this report.
12. No one provided significant real property appraisal assistance to the persons signing this report.
13. Valuation \& Advisory Services operates as an independent economic entity within CBRE, Inc. Although employees of other CBRE, Inc. divisions may be contacted as a part of our routine market research investigations, absolute client confidentiality and privacy were maintained at all times with regard to this assignment without conflict of interest.
14. Kevin Crowe, MAI, Chad M. Bosley, MAI Lesley J. Linder, MAI, CCIM have provided any services, as appraisers, regarding the property that is the subject of this report within the three-year period immediately preceding agreement to perform this assignment.
15. Kevin P. Crowe, MAI, Chad M. Bosley, MAI and Lesley J. Linder, MAI, CCIM, the appraisers, are salaried employees and received no separate appraisal fee for this assignment.


Chad M. Bosley, MAI, ASA, MRICS
Senior Vice President
State Certified General Real Estate Appraiser
State of Wisconsin License Number 1824-10
Date of Expiration: 12/14/2023

Kevin P. Crowe
Director
Phone: 312-233-8655
Email: kevin.crowe@cbre.com


Lesley J. Linder, MAI, CCIM
Managing Director
State Certified General Real Estate Appraiser
State of Wisconsin License Number 1852-10
Date of Expiration: 12/14/2023

## Subject Photographs



[^0]

Exterior View of the Subject


Exterior View of the Subject


Exterior View of the Subject
Exterior View of the Subject


View of an Occupied Retail Interior


View of an Occupied Retail Interior
View of an Occupied Retail Interior


View of an Occupied Retail Interior

## View of a Vacant Retail Interior



View of a Vacant Retail Interior


## Interior View of the Subject



Interior View of the Subject


Interior View of the Subject


Interior View of the Subject


## View of the Parking Area

## Executive Summary

| Property Name | Valley View Mall |
| :---: | :---: |
| Location | 3800 State Road 16 <br> LaCrosse, LaCrosse County, WI 54601 |
| Parcel Number(s) | 017-010315-090, 017-010315-160, 18-3530-0 |
| Client | Greystone Servicing Company LLC |
| Client Reference Number | 030281322 \| JPMCC 2010-C2 |
| Legal Description | Included in body of report |
| Loan Number | 030281322 |
| Owner of Record | JP Mortgage Chase Commercial Mortgage Securities Trust |
| Highest and Best Use |  |
| As If Vacant | Hold for Commercial Development |
| As Improved | Retail |
| Property Rights Appraised | Leased Fee Interest |
| Date of Inspection | February 11, 2023 |
| Estimated Exposure Time | 12 Months |
| Estimated Marketing Time | 12 Months |
| Primary Land Area | 44.23 AC 1,926,783 SF |
| Zoning | C-2 |
| Zoning Conformity | Legal Conforming |
| Improvements | Comments |
| Property Type | Retail (Regional Mall) |
| Number of Buildings | 1 |
| Number of Stories | 1 |
| Gross Leasable Area | 306,613 SF (GBA 398,589 SF) |
| Year Built / Renovated | 1980 / 1991 |
| Effective Age | 25 Years |
| Remaining Economic Life | 15 Years |
| Condition | Average |
| Construction Class | C |
| Investment Class | C |
| Major Tenants |  |
| JCPenney | 96,357 SF |
| Barnes \& Noble | 30,701 SF |
| ULTA | 10,966 SF |
| Buyer Profile | Speculator |
| Comparable Sales Information |  |
| Dates of Sale | March 2021 to August 2022 |
| Sale Price Range PSF | \$18.62 to \$78.33 PSF |


| Financial Indicators |  |
| :--- | :--- |
| Current Occupancy | $90.6 \%$ |
| Stabilized Occupancy (with Credit Loss) | $90.0 \%$ |
| Overall Capitalization Rate | $15.25 \%$ |
| Discount Rate | $16.00 \%$ |
| Terminal Capitalization Rate | $15.25 \%$ |

Pro Forma
Effective Gross Income
Operating Expenses
Expense Ratio
Net Operating Income
VALUATION
Land Value
Market Value As Is On
Sales Comparison Approach
Income Capitalization Approach

Insurable Value

| Total | Per $\boldsymbol{S F}$ |
| ---: | ---: |
| $\$ 4,926,905$ | $\$ 16.07$ |
| $\$ 2,740,131$ | $\$ 8.94$ |
| $55.62 \%$ |  |
| $\$ 2,186,774$ | $\$ 7.13$ |


| Total | Per $\boldsymbol{S F}$ |
| :---: | ---: |
| $\$ 4,575,000$ | $\$ 2.37$ |

$\$ 13,300,000 \quad \$ 43.38$

| CONCLUDED MARKET VALUE |  |  |  |
| :--- | :---: | :---: | :---: |
| Appraisal Premise | Interest Appraised | Date of Value | Value |
| As Is | Leased Fee Interest | February 11, 2023 | $\$ 13,500,000$ |
| Compiled by CBRE |  |  |  |

- The legal description is illustrated in the following section along with the owner of record.
- The subject represents Class C construction features and is considered a Class C+ property in the market from a competitive standpoint.
- Tenant sales have been illustrated within the appraisal.

The subject property was previously appraised by CBRE in February 2022 (January 2022 date of value). Since that time, the retail leasing environment has improved. New speculative construction is minimal and demand has pushed occupancy totals and rental rates upward for most property segments. While the mall segment continues to lag, the subject is adjacent to a recently completed grocery store that has improved mall traffic and specialty leasing has improved. However, capital market conditions have deteriorated at the macro level. The significant recent increase in the cost of capital and reduced volume of transaction activity is impacting price discovery and creating an increase in uncertainty. Increasing interest rates and subdued economic growth will continue to weigh on commercial real estate fundamentals and investment transaction volumes. This creates a higher degree of uncertainty in general, though the impacts may vary by market and asset class/type. With respect to retail and mall assets, significant risk has already been priced into pre-2021 investment rates so the impact on overall asset value is muted compared to other real estate sectors. The debt market for regional malls
was sparse for several years now and many buyers relied on cash transactions. For these reasons, the change in utilized capitalization rates was minimal as compared to the prior year.

The following table summarizes changes in value/conclusions from the prior appraisal.

| PREVIOUS APPRAISAL COMPARISON SUMMARY |  |  |
| :--- | :---: | :---: |
|  | Prior Appraisal | Current Appraisal |
| Historical (Most Recent Full Year) |  |  |
| Occupancy | $79.4 \%$ | $90.6 \%$ |
| Occupancy Excluding Temporary Tenants | $71.3 \%$ | $69.7 \%$ |
| Weighted Average Rent PSF | $\$ 11.08$ | $\$ 11.08$ |
| Estimated (Prospective Stabilized Proforma) |  |  |
| Occupancy (Including Vacancy and Credit Loss) | $80 \%$ | $90 \%$ |
| Expenses PSF | $\$ 9.70$ | $\$ 8.94$ |
| NOI PSF | $\$ 6.54$ | $\$ 7.13$ |
| Going-In Capitalization Rate | $15.00 \%$ | $15.25 \%$ |
| Terminal Capitalization Rate | $15.50 \%$ | $15.25 \%$ |
| Discount Rate | $16.00 \%$ | $16.00 \%$ |
| Deferred Maintenance | $\$ 0$ | $\$ 692,000$ |
| As Is Value Conclusion | $\$ 13,200,000$ | $\$ 13,500,000$ |

Source: Current and Prior CBRE Appraisal
Though capital market conditions have deteriorated over the past year, retail leasing fundamentals have improved. The increase in value for the subject is largely a function of a lower assessment and real estate tax liability which caused a decrease in overall stabilized expenses. Additionally, the opening of an adjacent Hy-Vee grocery store and the sale of a second anchor suite to a retail developer point to some upside potential for the subject property. These developments are expected to be a catalyst to improve or maintain leasing in coming years.

## STRENGTHS, WEAKNESSES, OPPORTUNITIES AND THREATS (SWOT)

## Strengths/Opportunities

- The owned portion of the mall features a relatively strong occupancy rate in the high $80 \%$ to low-90\% range including a leased anchor space and temporary leasing. The adjacent LaCrosse VA Clinic and Hy-Vee grocery store help attract consumers to the mall site.
- The former Macy's store recently sold to a developer with reported plans to develop additional retail outparcels at the mall site and potentially backfill portions of the Macy's store.
- The neighborhood represents the primary collection of retail space in LaCrosse-Onalaska.
- According to market participants, there is more liquidity in mall deals under $\$ 50$ million, in particular for deals under $\$ 25$ million. While there remains an imbalance between the number of active buyers and available properties, the modest size/anticipated price point of the subject helps make the subject marketable.
- Trailing 12 month inline store sales at the subject were reported by management to be $\$ 365.50$ per square foot at the subject. This is consistent with the high-end of the Class C
mall range. The average occupancy cost ratio for comp inline tenants under 10,000 square feet is $10.5 \%$, in-line with investor expectations.


## Weaknesses/Threats

- Limiting financing is available for mall properties restricting the market to largely cash buyers.
- Mall upside is often tied to the ability to spin off components/outparcels, the subject component does not include saleable outparcels as currently configured.
- Capital expenses can be significant for mall properties and can exceed $\$ 5$ million for individual malls. The risk is a consideration for investors.
- Surveyed market professionals indicated that the inventory of retail malls in the United States could decrease by $50 \%$ to $70 \%$ in their current form with other properties being wholly or partially redeveloped.
- Commercial real estate market conditions have deteriorated at the macro level. The significant recent increase in the cost of capital and reduced volume of transaction activity is impacting price discovery and creating an increase in uncertainty. Increasing interest rates and subdued economic growth will continue to weigh on commercial real estate fundamentals and investment transaction volumes. This creates a higher degree of uncertainty in general, though the impacts may vary by market and asset class/type.


## MARKET VOLATILITY

We draw your attention to the fact that a combination of global inflationary pressures, the significant recent increase in the cost of capital, and the ongoing geopolitical events in Ukraine, has heightened the potential for greater volatility in property markets over the short-to-medium term. Additionally, hangover effects of the COVID-19 pandemic, including the slowdown of return-to-office and a workforce shortage in some sectors, continue to impact some markets and property types.

Please note that the conclusions set out in this report are valid as at the valuation date only. Experience has shown that consumer and investor behavior can change quickly during periods of increased volatility, and any lending or investment decisions should reflect this heightened level of volatility. Where appropriate, we recommend that the valuation is closely monitored, as we continue to track how market participants respond to current events.

## CURRENT ECONOMIC CONDITIONS

- The Federal Reserve has raised the federal funds rate dramatically through multiple increases to combat inflation. Recent CPI figures suggest inflation is slowing. Slowing inflation should allow the Fed to decrease the size and frequency of additional rate hikes this year, after a widely anticipated 25 -basis-point increase on February 1 after six previous hikes of either 50 or 75 bps since May 2022.
- Continued reduction of the Fed's $\$ 8.5$ trillion balance sheet by $\$ 95$ billion per month may put upward pressure on long-term interest rates, making it more expensive to finance real estate investment.
- Tighter financial and worsening economic conditions are causing commercial real estate investment volume to decline.

Many expect the U.S. economy will enter a recession in the first half of 2023. As the economy cools and the labor market softens, lower inflation is anticipated. This is anticipated to prompt the Federal Reserve to moderate and possibly conclude its rate increases in 2023.

The table below summarizes the CBRE "House View" for the Federal Funds Rate, 10-Year Treasury, and GDP over the next several years. This view is reflective of what market participants are anticipating.

|  | 2023 | 2024 | $2025-2028$ |
| :--- | :---: | :---: | :---: |
| Fed Funds Rate (Q4) | $4.75 \%$ to $5.0 \%$ | $2.75 \%$ to $3.0 \%$ | $2.0 \%$ to $2.25 \%$ |
| 10-Year Treasury (Q4) | $3.2 \%$ | $2.9 \%$ | $3.1 \%$ |
| GDP (Q4) | $-0.6 \%$ | $2.5 \%$ | $2.7 \%$ |

The CBRE "House View" is for the yield on the 10 -year Treasury to approximate $3.2 \%$ by Q4 2023, which should aid in the recovery of real estate investment volume. This is consistent with many market participants who anticipate the cost of capital in the future to be lower than current levels.

While opinions vary on future economic issues, the general market consensus at the time of this appraisal is the anticipation of moderating inflation as higher interest rates cool demand. Tighter financial and weaker macroeconomic conditions will weigh on real estate fundamentals, leading to lower real estate investment volume through the first half of 2023. Amid this uncertain and dynamic environment, investment market performance will be uneven across property types.

## EXTRAORDINARY ASSUMPTIONS

An extraordinary assumption is defined as "an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions." ${ }^{1}$

- The land and building areas reported herein are based on the information provided by the client and county assessment records. Independent verification of the site area has not been completed, as a site survey has not been provided. CBRE does not represent that the measurements utilized are precise but represent this to be the best available. We are not qualified surveyors or engineers and recommend that a qualified engineer be retained by the client to ascertain a definitive measurement. Should an engineering or similar report indicate a different building size conclusion, we reserve the right to amend this report.
- For purposes of this analysis, the overall condition of the improvements has been based on our general observations of the property. We are not qualified to assess specific conditions of

[^1]the structural and/or mechanical components of the property. We recommend that a complete property condition assessment be completed in order for the client to ascertain the specifics regarding the condition of the property's physical plant.

- We requested a complete package of subject property information. The property contact provided access to a detailed rent roll, lease abstracts and historical operating statements. We have based the subject's lease terms upon the provided information and assume there are no other material amendments for information. We believe a buyer would make similar assumptions that we made given the available information as of the date of the report.
- Beyond the temporary/specialty tenant spaces, several tenants were in occupancy on a holdover or month to month basis. We assumed one additional term of one year at current rental terms from the date of value.


## HYPOTHETICAL CONDITIONS

A hypothetical condition is defined as "a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purposes of analysis." ${ }^{2}$

- None noted.


## LEGAL DESCRIPTION

The subject legal description is illustrated in the following exhibit.

## SCHEDULE A

1. Commitment Date: February 7,2022
2. Policy to be issued:
(a) ALTA Owner's Policy 2006 Proposed Insured: JPMorgan Chase Bank, N.A.
[^2]EXHIBIT "A"

Legal Description

PARCEL I:
A parcel of land being part of the South $1 / 2$ of the SE1/4 of Section 10 and part of the NE1/4 of the NW $1 / 4$ of Section 15 and parts of Government Lots 1 and 2 of Section 15, all being in Township 16 North, Range 7 West, City of La Crosse, La Crosse County, Wisconsin, also being part of the SE1/4 of the SE1/4 in Section 10 and a part of Government Lots 1 and 3 of Section 15, all in Township 16 North, Range 7 West, City of Onalaska, La Crosse County, Wisconsin.
Said parcels are described as follows:
Commencing at the North Quarter Corner of said Section 15; then S 27 degrees $35^{\prime} 46^{\prime \prime}$ W 1518.56 feet to the intersection of the Southeasterly right-of-way of State Trunk Highway 16 and the South line of said NE1/4 of the NW1/4, also being the point of beginning of this description; thence $N 21$ degrees $50^{\circ} 25^{\prime \prime} \mathrm{E}$ along said right-of-way, 195.06 feet; thence $S 36$ degrees $39^{\prime} 39^{\prime \prime} E, 49.87$ feet; thence S 87 degrees $16^{\prime}$ $18^{\prime \prime} \mathrm{E}, 180.28$ feet; thence N 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 45.10$ feet; thence N 12 degrees $34^{\prime} 54^{\prime \prime} \mathrm{W}, 311.29$ feet to a point on the Southeasterly right-of-way of said State Trunk Highway 16 and a point on a curve concave to the Southeast having a central angle of 5 degrees $30^{\prime} 00^{\prime \prime}$ and a radius of 2745.00 feet; thence Northeasterly along the arc of said curve and said right-of-way 263.50 feet, the chord of said curve bears N 39 degrees $58^{\prime} 10^{\prime \prime}$ E, 263.40 feet; thence N 35 degrees $55^{\prime} 26^{\prime \prime}$ E along said right-of-way, 194.98 feet to a point on a curve concave to the Southeast having a central angle of 6 degrees $41^{\prime} 10^{\prime \prime}$ and a radius of 2775.00 feet; thence Northeasterly along the arc of said curve and said right-of-way, 323.82 feet, the chord of said curve bears N 50 degrees $03^{\prime} 42^{\prime \prime} \mathrm{E}, 323.64$ feet; thence S 36 degrees $39^{\prime} 39^{\prime \prime} \mathrm{E}, 108.60$ feet to a point on a curve concave to the Northwest having a central angle of 26 degrees 00' and a radius of 268.00 feet; thence Southwesterly along the arc of said curve 121.61 feet, the chord of said curve bears S 66 degrees $20^{\prime} 21^{\prime \prime} \mathrm{W}, 120.57$ feet; thence S 79 degrees $20^{\prime} 21^{\prime \prime} \mathrm{W}, 21.19$ feet to a point of curve concave to the Southeast having a central angle of 8 degrees $24^{\prime \prime} 13^{\prime \prime}$ and a radius of 268.00 feet; thence along the arc of said curve, 39.31 feet, the chord of said curve bears S 75 degrees $08^{\prime} 14.5^{\prime \prime} \mathrm{W}, 39.27$ feet; thence S 36 degrees $39^{\prime} 39^{\prime \prime}$ E, 321.00 feet; thence N 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 257.00$ feet; thence S 36 degrees $39^{\prime}$ $39^{\prime \prime} \mathrm{E}, 49.00$ feet; thence N 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 85.82$ feet; thence S 81 degrees $39^{\prime} 39^{\prime \prime} \mathrm{E}, 14.98$ feet; thence $S 36$ degrees $39^{\prime} 39^{\prime \prime} \mathrm{E}, 1.77$ feet; thence $S 81$ degrees $39^{\prime} 39^{\prime \prime} \mathrm{E}, 3.30$ feet; thence $S 36$ degrees $39^{\prime} 39^{\prime \prime}$ E, $27.66^{\prime}$ feet; thence S 81 degrees $39^{\prime} 39^{\prime \prime}$ E, 74.87 feet; thence $S 36$ degrees $39^{\prime} 39^{\prime \prime} E, 32.70$ feet; thence N 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 236.25$ feet; thence N 36 degrees $39^{\prime} 39^{\prime \prime} \mathrm{W}, 28.68$ feet; thence N 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 17.72$ feet; thence N 8 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 39.60$ feet, thence N 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}$, 39.47 feet; thence N 8 degrees $20^{\prime} 21^{\prime \prime}$ E, 42.42 feet; thence N 44 degrees $22^{\prime} 52^{\prime \prime} \mathrm{E}, 38.33$ feet to a point of a curve concave to the Northwest having a central angle of 21 degrees $02^{\prime} 31^{\prime \prime}$ and a radius of 38.00 feet; thence Northeasterly along the arc of said curve 13.96 feet, the chord of said curve bears N 33 degrees $51^{\prime} 36.5^{\prime \prime} \mathrm{E}, 13.88$ feet; thence N 23 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}, 89.57$ feet; thence N 8 degrees $20^{\prime} 21^{\prime \prime} \mathrm{E}$, 18.35 feet; thence S 81 degrees $39^{\prime} 39^{\prime \prime}$ E, 508.17 feet to a point of curve concave to the East having a central angle of 29 degrees $26^{\prime} 04^{\prime \prime}$ and a radius of 265.00 feet; thence along the arc of said curve 136.14 feet, the chord of said curve bears $N 19$ degrees $34^{\prime} 46^{\prime \prime} E, 132.79$ feet, thence $N 34$ degrees $05^{\prime} 20^{\prime \prime} E$, 183.62 feet to a point of a curve concave to the West having a central angle of 25 degrees $26^{\prime}$ and a radius of 265.00 feet; thence along the arc of said curve, 117.63 feet, the chord of said curve bears N 21 degrees $22^{\prime} 20^{\prime \prime}$ E, 116.67 feet; thence $N 53$ degrees $20^{\prime} 21^{\prime \prime} E, 184.19$ feet; thence $N 36$ degrees $39^{\prime} 39^{\prime \prime}$ W, 220.00 feet; thence S 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{W}, 107.43$ feet to a point on a curve concave to the West having a central angle of 43 degrees $49^{\prime} 15^{\prime \prime}$ and a radius of 265.00 feet and a chord that bears N 65 degrees $24^{\prime} 52^{\prime \prime}$ W, 197.77 feet; thence along the arc of said curve, 202.68 feet to the point of a
compound curve concave to the South having a central angle of 5 degrees $09^{\prime} 30^{\prime \prime}$ and a radius of 515.00 feet; thence along the arc of said curve, 46.37 feet; the chord of said curve bears N 88 degrees $36^{\prime} 52.5^{\prime \prime}$ W, 46.35 feet; thence N 2 degrees $29^{\prime} \mathrm{W}, 51.32$ feet to a point of a curve concave to the West having a central angle of 31 degrees $46^{\prime}$ and a radius of 122.5 feet; thence along the arc of said curve 67.92 feet to a point on the Southeasterly right-of-way of State Trunk Highway 16, the chord of said curve bears N 18 degrees $22^{\prime}$ W, 67.05 feet; thence N 55 degrees $49^{\prime} 58^{\prime \prime}$ E along said right-of-way, 41.50 feet; thence S 1 degrees 17' $27^{\prime \prime}$ E along said right-of-way, 11.92 feet; thence N 55 degrees $44^{\prime} 41^{\prime \prime}$ E along said right-of-way, 888.82 feet; thence S 2 degrees $07^{\prime} 54^{\prime \prime} \mathrm{E}, 211.06$ feet; thence S 47 degrees $05^{\prime} 49^{\prime \prime} \mathrm{E}, 42.50$ feet; thence S 2 degrees $04^{\prime} 40^{\prime \prime} \mathrm{E}, 324.05$ feet; thence S 23 degrees $12^{\prime} 18^{\prime \prime} \mathrm{W}, 213.45$ feet; thence S 52 degrees $30^{\prime} 45^{\prime \prime} \mathrm{W}$, 145.24 feet; thence S 62 degrees $22^{\prime} 46^{\prime \prime} \mathrm{W}, 241.89$ feet; thence S 46 degrees $10^{\prime} 40^{\prime \prime}$ W, 177.17 feet; thence S 34 degrees $04^{\prime} 08^{\prime \prime} \mathrm{W}, 147.51$ feet; thence S 23 degrees $01^{\prime} 40^{\prime \prime} \mathrm{W}, 108.36$ feet; thence S 0 degrees $56^{\prime} 47^{\prime \prime}$ E, 120.88 feet; thence S 14 degrees $38^{\prime} 17^{\prime \prime}$ E, 114.76 feet; thence S 28 degrees $25^{\prime} 23^{\prime \prime}$ E, 140.69 feet; thence $S 44$ degrees $36^{\prime} 54^{\prime \prime}$ E, 209.92 feet; thence $S 79$ degrees $13^{\prime} 20^{\prime \prime}$ W, 339.10 feet; thence N 1 degrees $16^{\prime} 27^{\prime \prime}$ W, 31.45 feet to a point on a curve concave to the Northwest having a central angle of 55 degrees $36^{\prime \prime} 28^{\prime \prime}$ and a radius of 165.00 feet; thence Northeasterly along the arc of said curve, 160.14 feet, the chord of said curve bears N 26 degrees $47^{\prime} 47^{\prime \prime} \mathrm{E}, 153.93$ feet; thence N 1 degrees $01^{\prime} 35^{\prime \prime} \mathrm{W}, 140.58$ feet; thence $N 81$ degrees $42^{\prime} 18^{\prime \prime} \mathrm{W}$, 146.47 feet; thence S 53 degrees $20^{\prime}$ $21^{\prime \prime}$ W, 181.51 feet; thence N 36 degrees $39^{\prime} 39^{\prime \prime}$ W, 74.58 feet; thence S 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{W}, 166.67$ feet; thence $S 36$ degrees $39^{\prime} 39^{\prime \prime} \mathrm{E}, 55.83$ feet; thence S 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{W}, 56.72$ feet; thence S 36 degrees $39^{\prime} 39^{\prime \prime} \mathrm{E}, 57.28$ feet; thence S 53 degrees $20^{\prime} 21^{\prime \prime} \mathrm{W}, 240.61$ feet; thence S 8 degrees $19^{\prime} 11^{\prime \prime} \mathrm{W}$, 89.98 feet; thence S 73 degrees $16^{\prime} 33^{\prime \prime}$ W, 30.29 feet; thence S 8 degrees $30^{\prime} 03^{\prime \prime}$ W, 97.35 feet; thence N 82 degrees $21^{\prime} 12^{\prime \prime} \mathrm{E}, 64.73$ feet; thence $N 67$ degrees $45^{\prime} 32^{\prime \prime} E, 204.41$ feet; thence $N 55$ degrees $48^{\prime}$ $52^{\prime \prime} \mathrm{E}, 199.90$ feet; thence N 68 degrees $53^{\prime} 47^{\prime \prime} \mathrm{E}, 226.46$ feet; thence S 1 degrees $17^{\prime} 27^{\prime \prime} \mathrm{E}, 83.42$ feet; thence on a meander line along the La Crosse River, S 46 degrees $00^{\prime} 00^{\prime \prime} \mathrm{W}, 242.22$ feet; thence along said meander line, S 03 degrees $00^{\prime} 03^{\prime \prime} \mathrm{E}, 113.96$ feet; thence along said meander line S 5 degrees $38^{\prime}$ $29^{\prime \prime}$ W, 366.11 feet; thence along said meander line S 34 degrees $16^{\prime} 59^{\prime \prime}$ E, 225.06 feet; thence along said meander line, S 50 degrees $36^{\prime} 30^{\prime \prime} \mathrm{W}$, 95.24 feet, thence along said meander line S 85 degrees $13^{\prime}$ $38^{\prime \prime} \mathrm{W}, 241.10$ feet; thence along said meander line, N 49 degrees $20^{\prime} 48^{\prime \prime} \mathrm{W}, 302.91$ feet; thence along said meander line, S 88 degrees $33^{\prime} 37^{\prime \prime} \mathrm{W}, 170.75$ feet; thence along said meander line, S 48 degrees $35^{\prime} 43^{\prime \prime} \mathrm{W}, 209.77$ feet; thence along said meander line, $N 82$ degrees $37^{\prime} 46^{\prime \prime} \mathrm{W}, 136.71$ feet; thence along said meander line, S 87 degrees $32^{\prime \prime} 13^{\prime \prime} \mathrm{W}, 92.68$ feet; thence $N 56$ degrees $00^{\prime} 55^{\prime \prime} \mathrm{E}, 78.93$ feet; thence N 49 degrees $32^{\prime} 23^{\prime \prime}$ E, 142.97 feet; thence N 51 degrees $34^{\prime} 13^{\prime \prime}$ E, 99.88 feet; thence N 29 degrees $50^{\prime} 55^{\prime \prime} \mathrm{E}, 100.00$ feet; thence N 23 degrees $06^{\prime} 23^{\prime \prime} \mathrm{E}, 79.79$ feet; thence N 20 degrees $14^{\prime} 55^{\prime \prime} \mathrm{E}$, 70.06 feet; thence S 89 degrees $26^{\prime} 44^{\prime \prime} \mathrm{W}, 1227.71$ feet to the point of beginning.

Including herein the land lying between the hereinbefore described meander line and the centerline of the La Crosse River.
EXCEPT: Located in part of the Southeast Quarter of the Southeast Quarter of Section 10, Township 16 North, Range 7 West, City of La Crosse, La Crosse County, Wisconsin, described as follows: Commencing at the South Quarter Corner of said Section 10; thence N 67 degrees $23^{\prime} 32^{\prime \prime}$ E, 1382.37 feet to the Southeasterly right-of-way of State Trunk Highway 16; thence N 55 degrees $49^{\prime} 58^{\prime \prime}$ E along said right-of-way, 41.50 feet; thence S 01 degrees $17^{\prime} 27^{\prime \prime}$ E along said right-of-way, 11.92 feet; thence N 55 degrees $44^{\prime \prime} 41^{\prime \prime}$ E along said right-of-way 426.81 feet to the point of beginning of this description; thence continuing N 55 degrees $44^{\prime} 41^{\prime \prime}$ E along said right-of-way, 462.00 feet; thence S 2 degrees $07{ }^{\prime} 54^{\prime \prime}$

E, 211.06 feet; thence S 47 degrees $05^{\prime} 49^{\prime \prime}$ E, 42.50 feet; thence S 2 degrees $04^{\prime} 40^{\prime \prime}$ E, 324.05 feet; thence S 23 degrees $12^{\prime} 18^{\prime \prime}$ W, 191.63 feet; thence $N 36$ degrees $39^{\prime} 39^{\prime \prime}$ W, 598.05 feet to the point of beginning.
ALSO EXCEPT: Located in part of the Southeast Quarter of the Southeast Quarter of Section 10, Township 16 North, Range 7 West, City of La Crosse, La Crosse County Wisconsin, described as follows: Lot 1 of Certified Survey Map recorded on November 08, 2011, as Document No. 1584222, in Volume 15 of Certified Survey Maps on page 63, at the La Crosse County Register of Deeds Office.

PARCEL II:
All of those easements, constituting rights in real property (including without limitations, rights of ingress, egress, parking, utility and other purposes) created, defined and limited by that certain Construction, Operating and Reciprocal Easement Agreement dated October 19, 1979 in Volume 636 of Records, Page 261 between Dayton Development Company, Dayton-Hudson Corporation, Sears Roebuck and Co., Ryan Construction Company of Minnesota, Inc. and C.R. Herberger's Inc., and as amended by a Road Maintenance Covenant and Agreement recorded January 22, 1980 in Volume 640 of Records, page 181, as Document No. 904266, and as amended by First Amendment, dated October 15, 1980 and recorded October 22, 1980 in Volume 652 of Records, Page 534.

PARCEL III:
A non-exclusive, perpetual easement for pedestrian and vehicular access, ingress, and egress as set forth in an Easement Agreement recorded in Volume 1058 of Records, page 956, as Document No. 1121186.

PARCEL IV:
Part of Government Lot 1, Section 15, Township 16 North of Range 7 West, City of Onalaska, La Crosse County, Wisconsin, described as follows:
Commencing at the Southwest corner of the NE1/4 of the NW1/4 of said Section 15 ; thence N 89 degrees $32^{\prime} 55^{\prime \prime}$ E along the South line thereof, $1,873.34$ feet to the Northeast corner of Holiday Heights Addition; thence continuing along said addition line, S 20 degrees $14^{\prime} 55^{\prime \prime} \mathrm{W} 70.4$ feet; thence S 23 degrees $02^{\prime} 55^{\prime \prime}$ W, 80.00 feet; thence S 29 degrees $50^{\prime} 55^{\prime \prime} \mathrm{W}, 100.00$ feet; thence S 52 degrees $33^{\prime} 55^{\prime \prime} \mathrm{W}, 100.00$ feet; thence S 48 degrees $35^{\prime} 55^{\prime \prime} \mathrm{W}$, 143.60 feet; thence S 56 degrees $00^{\prime} 55^{\prime \prime} \mathrm{W}$, 191.5 feet to a point 40 feet more or less Northwesterly of the centerline of the La Crosse River as located in 1993; thence on a meander line, as established in 1993, along said La Crosse River, N 68 degrees $04^{\prime} 42^{\prime \prime} \mathrm{E}, 195.34$ feet; thence along said meander line, S 80 degrees $56^{\prime} 33^{\prime \prime} \mathrm{E}, 142.70$ feet; thence along said meander line, N 70 degrees $15^{\prime} 57^{\prime \prime} \mathrm{E}, 314.85$ feet; thence along said meander line, S 58 degrees $31^{\prime} 06^{\prime \prime} \mathrm{E}, 306.64$ feet; thence along said meander line, N 85 degrees $14^{\prime} 44^{\prime \prime} \mathrm{E}, 240.82$ feet; thence along said meander line, N 52 degrees $09^{\prime} 08^{\prime \prime} \mathrm{E}, 131.21$ feet; thence along said meander line N 36 degrees $43^{\prime} 04^{\prime \prime} \mathrm{W}, 173.20$ feet; thence along said meander line, N 7 degrees $56^{\prime} 14^{\prime \prime} \mathrm{W}, 129.41$ feet; thence along said meander line N 6 degrees $05^{\prime} 43^{\prime \prime} \mathrm{E}, 264.33$ feet; thence along said meander line, N 21 degrees $30^{\prime} 58^{\prime \prime} \mathrm{E}, 161.85$ feet; thence along said meander line, N 38 degrees $31^{\prime} 17^{\prime \prime} \mathrm{E}, 131.35$ feet to the East line of Government Lot 2 of said Section 15 at a point 35 feet more or less Northwesterly of the centerline of said La Crosse River and the point of beginning of this description:
Thence N 1 degrees $17^{\prime} 27^{\prime \prime} \mathrm{W}$ along said East line, 112.39 feet; thence N 79 degrees $13^{\prime} 20^{\prime \prime} \mathrm{E}, 339.10$ feet (recorded as N 79 degrees $07^{\prime} 04^{\prime \prime} \mathrm{E}, 339.31$ feet); thence South 80.00 feet more or less to the
centerline of the La Crosse River; thence Southwesterly along said centerline to a point S 51 degrees $28^{\prime}$ $43^{\prime \prime} \mathrm{E}, 35$ feet, more or less from the point of beginning; thence N 51 degrees $28^{\prime} 43^{\prime \prime} \mathrm{W}, 35$ feet more or less to the point of beginning.

PARCEL V:
Terms and conditions of a Declaration of Easement, Covenants and Restrictions dated August 10, 1994 and recorded on August 10, 1994 in Volume 1059 of Records, page 147 as Document No. 1121269

PARCEL VI:
All that parcel of land being part of Government Lot Two (2) of Section 15, Township 16 North, Range 7 West, La Crosse County, Wisconsin, described as follows:
Commencing at the north quarter comer of said Section 15; thence South 27 degrees $35^{\prime} 46^{\prime \prime}$ West, $1,518.56$ feet to the intersection of the south line of the Northeast Quarter of the Northwest Quarter (NE $1 / 4$ - NW 1/4) of said Section 15 and the southeasterly right-of-way line of State Road 16 (formerly US Highway 16), said intersection recorded as North 89 degrees $32^{\prime} 55^{\prime \prime}$ East, 647.50 feet from the southwest corner of said Northeast Quarter of the Northwest Quarter (NE $1 / 4-$ NW 1/4); thence along said right-of-way line, North 21 degrees $50^{\prime} 25^{\prime \prime}$ East (recorded as North 21 degrees $48^{\prime} 58^{\prime \prime}$ East), 215.16 feet, thence continuing along said right of-way line, North 28 degrees $43^{\prime} 49^{\prime \prime}$ East, 95.84 feet, thence continuing along said right-of-way line, along the arc of a curve having
a chord bearing of North 37 degrees $43^{\prime \prime} 10^{\prime \prime}$ East, 478.44 feet; thence continuing along said right-of-way line, North 35 degrees $55^{\prime} 26^{\prime \prime}$ East, 194.98 feet (recorded as North 35 degrees $52^{\prime \prime} 20^{\prime \prime}$ East, 194.95 feet); thence continuing along said right-of-way line, along the arc of a curve having a chord bearing of North 50 degrees 03'42" East, (recorded as North 50 degrees 13'42" East), 323.64 feet; thence South 36 degrees $39^{\prime} 39^{\prime \prime}$ East, 108.60 feet to a point on a curve concave to the Northwest, having a central angle of 26 degrees $00^{\prime} 00^{\prime \prime}$ and a radius of 268.00 feet, thence Southwesterly along the arc of said curve 121.61 feet, the chord of said curve bears South 66 degrees $20^{\prime} 21^{\prime \prime}$ West, 120.57 feet; thence South 79 degrees $20^{\prime} 21^{\prime \prime}$ West, 21.20 feet to a point on a curve concave to the Southeast, having a central angle of 08 degrees $24^{\prime} 13^{\prime \prime}$ and a radius of 268.00 feet, thence Southwesterly along the arc of said curve, 39.31 feet, the chord of said curve bears South 75 degrees 08'14.5" West, 39.27 feet; thence South 36 degrees $39^{\prime} 39^{\prime \prime}$ East, 321.00 feet; thence North 53 degrees $20^{\prime} 21^{\prime \prime}$ East, 257.00 feet to the point of beginning of this description; thence South 36 degrees $39^{\prime} 39^{\prime \prime}$ East, 49.00 feet, thence North 53 degrees 20'21" East, 83.51 feet; thence North 78 degrees $48^{\prime} 33^{\prime \prime}$ West, 66.09 feet, thence South 53 degrees 20'21" West, 39.16 feet to the point of beginning

Tax Key No. 17-10315-90; 17-10315-160; 18-3530-0

## OWNERSHIP AND PROPERTY HISTORY

The following table summarizes the ownership history for the subject.

|  | OWNERSHIP SUMMARY |
| :--- | :--- |
| Item |  |
| Current Ownership | Current |
| Owner: | PR Mortgage Chase Commercial Mortgage Securities Trust |
| Seller: | May 10, 2022 LP |
| Transaction Date: | Yes |
| Other Sale in Last Three Years: | Ye |
| Legal Reference: | 1793386 |
| County: | LaCrosse |
| Comments: | Sheriffs deed |
| Pending Sale |  |
| Under Contract: | No |
| Current Listing |  |
| Currently Listed For Sale: | No |
| Compiled by CBRE |  |

To the best of our knowledge, there have been no other sales of the subject during the previous five years. The most recent transaction reported represents a foreclosure which closed in 2022. To the best of our knowledge, the subject is not presently under contract and is not presently being listed for sale, though the property is anticipated to be marketed for sale in the near-term.

In July 2019, mall ownership sold off the freestanding Texas Roadhouse restaurant for a consideration of $\$ 1,400,000$ ( $6.7 \%$ capitalization rate). The deed to the adjacent Dick's Sporting Goods and inline building was transferred in December 2018.

## EXPOSURE/MARKETING TIME

Current appraisal guidelines require an estimate of a reasonable time period in which the subject could be brought to market and sold. This reasonable time frame can either be examined historically or prospectively. In a historical analysis, this is referred to as exposure time. Exposure time always precedes the date of value, with the underlying premise being the time a property would have been on the market prior to the date of value, such that it would sell at its appraised value as of the date of value. On a prospective basis, the term marketing time is most often used. The exposure/marketing time is a function of price, time, and use. It is not an isolated estimate of time alone. In consideration of these factors, we have analyzed the following:

- exposure periods for comparable sales of similar properties;
- exposure/marketing time information from the PwC Real Estate Investor Survey; and

Our valuation is predicated on a buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. The COVID-19 pandemic has resulted in logistical constraints on property transactions such as inability to travel for due diligence/tours and closing of municipal agencies for closing/recording sale transactions. In addition, some buyers and sellers have paused or postponed transacting amid the pandemic. As of the effective date of this appraisal, this has extended the reasonable time period in which the subject could be brought to market and sold. The following table presents the information derived from these sources.

| EXPOSURE/MARKETING TIME DATA |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Investment Type | Exposure/Marketing (Months) |  |  |  |
|  | Range |  |  | Average |
| Comparable Sales Data | 2.0 |  | 12.0 | 4.6 |
| PwC Regional Mall |  |  |  |  |
| National Data | 3.0 | - | 18.0 | 11.7 |
| Local Market Professionals | 6.0 | - | 24.0 |  |
| CBRE Exposure Time Estimate |  |  | Month |  |
| CBRE Marketing Period Estimate |  |  | Month |  |

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## Scope of Work

This Appraisal Report is intended to comply with the reporting requirements set forth under Standards Rule 2 of USPAP. The scope of the assignment relates to the extent and manner in which research is conducted, data is gathered, and analysis is applied.

## INTENDED USE OF REPORT

This appraisal is to be used for Asset Valuation Purposes, and no other use is permitted.
Notwithstanding anything to the contrary contained herein, this report or portions thereof may also be provided, for information purposes only and not for reliance in decision making, to potential purchasers of the Note or Real Property secured by the subject of this appraisal and used in connection with the materials offering for sale the Note, an interest in the Note, or the Real Property.

## CLIENT

The client is Greystone Servicing Company, LLC.

## INTENDED USER OF REPORT

This appraisal is to be used by Greystone Servicing Company, LLC, noteholder and/or assigns, and no other user may rely on our report unless as specifically indicated in the report.

Intended Users - the intended user is the person (or entity) who the appraiser intends will use the results of the appraisal. The client may provide the appraiser with information about other potential users of the appraisal, but the appraiser ultimately determines who the appropriate users are given the appraisal problem to be solved. Identifying the intended users is necessary so that the appraiser can report the opinions and conclusions developed in the appraisal in a manner that is clear and understandable to the intended users. Parties who receive or might receive a copy of the appraisal are not necessarily intended users. The appraiser's responsibility is to the intended users identified in the report, not to all readers of the appraisal report. ${ }^{3}$

## RELIANCE LANGUAGE

Reliance on any reports produced by CBRE under this Agreement is extended solely to parties and entities expressly acknowledged in a signed writing by CBRE as Intended Users of the respective reports, provided that any conditions to such acknowledgement required by CBRE or hereunder have been satisfied. Parties or entities other than Intended Users who obtain a copy of the report or any portion thereof (including Client if it is not named as an Intended User), whether as a result of its direct dissemination or by any other means, may not rely upon any opinions or conclusions contained in the report or such portions thereof, and CBRE will not be responsible for

[^4]any unpermitted use of the report, its conclusions or contents or have any liability in connection therewith.

## PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the subject property.

## DEFINITION OF VALUE

The current economic definition of market value agreed upon by agencies that regulate federal financial institutions in the U.S. (and used herein) is as follows:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their own best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. ${ }^{4}$

## INTEREST APPRAISED

The value estimated represents the leased fee interest as defined below:
Leased Fee Interest - The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires. ${ }^{5}$
Extent to Which the Property is Identified
CBRE collected the relevant information about the subject from the owner (or representatives), public records and through an inspection of the subject property. The property was legally identified through its postal address, survey and site plan. Economic characteristics of the subject were identified via an analysis of leases between the lessor and lessee, recent rent roll and inplace operating statement.

[^5]
## Extent to Which the Property is Inspected

CBRE inspected both representative portions of the subject interior and the exterior of the subject, as well as its surrounding environs on the effective date of appraisal. The roof was not observed at the time of inspection and is assumed to be in good condition.

## Type and Extent of the Data Researched

CBRE reviewed the micro and/or macro market environments with respect to physical and economic factors relevant to the valuation process. This process included interviews with regional and/or local market participants, available published data, and other various resources. CBRE also conducted regional and/or local research with respect to applicable tax data, zoning requirements, flood zone status, demographics, income and expense data, and comparable listing, sale and rental information.

Type and Extent of Analysis Applied
CBRE, Inc. analyzed the data gathered through the use of appropriate and accepted appraisal methodology to arrive at a probable value indication via each applicable approach to value. The steps required to complete each approach are discussed in the methodology section.

## Data Resources Utilized in the Analysis

The following data sources were relied upon in the appraisal.

|  | DATA SOURCES |
| :--- | :--- |
| Item | Source(s) |
| Site Data |  |
| Site Size | Survey prepared by Consolidated Consulting Group LLC |
| Excess/Surplus Land | None noted |
| Improved Data |  |
| Building Area | County assessment records and rent roll |
| Area Breakdown/Use | Site plan and property inspection |
| Number of Buildings | Site inspection |
| Building Height | County assessment records |
| Parking Spaces | Survey prepared by Consolidated Consulting Group LLC |
| Year Built/Developed | LaCrosse County Wisconsin assessment records |
| Economic Data |  |
| Deferred Maintenance | None reported |
| Building Costs | Not provided |
| Income Data | 2018 to 2022 operating statements provided by management |
| Expense Data | 2018 to 2022 operating statements provided by management |

Compiled by CBRE

## APPRAISAL METHODOLOGY

In appraisal practice, an approach to value is included or omitted based on its applicability to the property type being valued and the quality and quantity of information available.

## Cost Approach

The cost approach is based on the proposition that the informed purchaser would pay no more for the subject than the cost to produce a substitute property with equivalent utility. This approach is particularly applicable when the property being appraised involves relatively new improvements that represent the highest and best use of the land, or when it is improved with relatively unique or specialized improvements for which there exist few sales or leases of comparable properties.

## Sales Comparison Approach

The sales comparison approach utilizes sales of comparable properties, adjusted for differences, to indicate a value for the subject. Valuation is typically accomplished using physical units of comparison such as price per square foot, price per unit, price per floor, etc., or economic units of comparison such as gross rent multiplier. Adjustments are applied to the physical units of comparison derived from the comparable sale. The unit of comparison chosen for the subject is then used to yield a total value. Economic units of comparison are not adjusted, but rather analyzed as to relevant differences, with the final estimate derived based on the general comparisons.

## Income Capitalization Approach

The income capitalization approach reflects the subject's income-producing capabilities. This approach is based on the assumption that value is created by the expectation of benefits to be derived in the future. Specifically estimated is the amount an investor would be willing to pay to receive an income stream plus reversion value from a property over a period of time. The two common valuation techniques associated with the income capitalization approach are direct capitalization and the discounted cash flow (DCF) analysis.

## Methodology Applicable to the Subject

In valuing the subject, only the sales comparison and income capitalization approaches are applicable and have been used. The cost approach is not applicable in the estimation of market value due to the age and amount of physical depreciation present in the subject. Due to the income producing nature of the subject property, the sales comparison approach and income capitalization approach are most applicable, and omission of the cost approach does not diminish the credibility of the analysis.

## Area Analysis



The subject is located in the La Crosse-Onalaska, WI-MN Metropolitan Statistical Area. Key information about the area is provided in the following tables.

## POPULATION

The area has a population of 140,737 and a median age of 38 , with the largest population group in the 20-29 age range and the smallest population in $80+$ age range.

Population has increased by 7,072 since 2020, reflecting an annual increase of $2.6 \%$. Population is projected to increase by an additional 792 by 2027, reflecting $0.1 \%$ annual population growth.



## INCOME

The area features an average household income of $\$ 85,629$ and a median household income of $\$ 62,731$. Over the next five years, median household income is expected to increase by $17.7 \%$, or $\$ 2,215$ per annum.


## EDUCATION

A total of $36.8 \%$ of individuals over the age of 24 have a college degree, with $23.8 \%$ holding a bachelor's degree and $12.9 \%$ holding a graduate degree.


Source: Esri

EMPLOYMENT


The area includes a total of 76,960 employees and has a $2.0 \%$ unemployment rate. The top three industries within the area are Health Care/Social Assistance, Retail Trade and Manufacturing, which represent a combined total of $46 \%$ of the population.

In summary, the area is forecasted to experience an increase in population and an increase in household income.

## Neighborhood Analysis



## LOCATION

The subject is located along the eastern side of State Road 16 immediately north of State Road 157 in LaCrosse, LaCrosse County, Wisconsin. The subject is less than one mile south of Interstate 90. The location is approximately six miles northeast of downtown of LaCrosse.

## BOUNDARIES

The neighborhood boundaries are detailed as follows:

| North: | Main Street |
| :--- | :--- |
| South: | County Road B |
| East: | Berlin Drive |
| West: | $12^{\text {th }}$ Avenue South |

## LAND USE

LaCrosse is a secondary market in southwestern Wisconsin that is relatively distant from larger metropolitan areas. LaCrosse is approximately 150 -miles from Madison, Wisconsin, 210 -miles from Milwaukee, Wisconsin and 150-miles from Minneapolis-St. Paul, Minnesota. Consequently, LaCrosse is the largest city within approximately 60 -miles of the subject property.

The subject neighborhood represents the primary collection of retail space in the LaCrosseOnalaska market. Costar currently tracks approximately 3.3-million square feet of retail space
within a two-mile radius of the subject. This represents approximately $46 \%$ of the 7.2 -million square feet of retail space tracked in the overall county.

The Valley View Mall is the largest retail development in the neighborhood and includes approximately 606,000 square feet of space including two occupied anchor suites (JCPenney and LaCrosse VA Clinic). Dick's Sporting Goods and additional outparcels are adjacent to the mall and supplement the mall. Hy-Vee recently opened a grocery store and gas station at the site. Additional retail development is clustered along State Road 16, Main Street and Route 53. All of these roadways offer good access to Interstate 90. Nearby retail businesses are illustrated in the following exhibit.


In addition to the subject, retail uses near the subject include a PetSmart/TJ Maxx/HomeGoods shopping center, a vacant Shopko, Target, Kohl's, Hobby Lobby, Blain's Farm \& Fleet, Walgreens, Best Buy and smaller freestanding or outparcel uses. The vacant Shopko recent sold to a local owner with preliminary plans to subdivide the space for multitenant use. Other notable uses along State Road 16 include Stoney Creek Hotel and Conference Center, Gundersen Health System (hospital) and several auto dealerships. Hy

In the northern portion of the neighborhood, Home Depot, Woodman's Food Market and Walmart are located along Main Street. Surrounding uses include ALDI, several hotels and multiple smaller freestanding retail uses. An additional retail cluster is noted in the southwest quadrant of Interstate 90 and Route 53, just west of the subject. This area features Sam's Club, Festival Foods, Jo-Ann Fabrics and additional outparcels. The wider neighborhood retail inventory is illustrated in the following exhibit.


The defined neighborhood is largely commercial in nature. In addition to retail development, there are medical uses supporting the hospital, professional offices and residential development to the periphery of the neighborhood. According to ESRI, there is a mix of newer and older residential development generally north of the subject. Approximately $55 \%$ of the homes within a three-miles radius of the subject were built after 1970.

## ACCESS

Primary access to the subject neighborhood is provided by Interstate 90 and Highway 53. There are full interchanges with the roadways immediately northeast and northwest of the subject, respectively. Locally, State Road 16 is the primary north/south traffic carrier and connects the subject neighborhood with downtown LaCrosse to the southwest. Interstate 90 connects LaCrosse with Madison to the southeast and Rochester, Minnesota to the west.

## GROWTH PATTERNS

With relatively modest population growth since 2010, new retail development has been modest in the local market. The last sizable development in the local market was the Dick's Sporting Goods mall outparcel in 2014. Additional large-scale development or retail space comparable to the subject property in not anticipated in the near to mid-term. The adjacent Macy's box recently sold. The buyer's plans were not known though reports include potential entertainment uses with new outparcels. The former Shopko store in the neighborhood sold with an intended use to subdivide the space for multiple mid-box/junior anchor tenants.

## DEMOGRAPHICS

Selected neighborhood demographics in a one, three and five-mile radius from the subject are shown in the following table:

| SELECTED NEIGHBORHOOD DEMOGRAPHICS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 3800 State Road 16 <br> LaCrosse, WI 54601 | One-Mile Radius | Three-Mile Radius | Five-Mile Radius | LaCrosse MSA |
| Population |  |  |  |  |
| 2027 Total Population | 1,928 | 23,693 | 62,975 | 141,529 |
| 2022 Total Population | 1,928 | 23,548 | 62,475 | 140,737 |
| 2010 Total Population | 1,855 | 22,701 | 59,539 | 133,665 |
| 2000 Total Population | 1,565 | 21,223 | 56,869 | 126,838 |
| Annual Growth 2022-2027 | 0.0\% | 0.1\% | 0.2\% | 0.1\% |
| Annual Growth 2010-2022 | 1.9\% | 1.8\% | 2.4\% | 2.6\% |
| Annual Growth 2000-2010 | 1.7\% | 0.7\% | 0.5\% | 0.5\% |
| Households |  |  |  |  |
| 2027 Total Households | 828 | 10,228 | 26,268 | 59,432 |
| 2022 Total Households | 824 | 10,106 | 25,930 | 58,779 |
| 2010 Total Households | 847 | 9,493 | 23,958 | 53,986 |
| 2000 Total Households | 645 | 8,528 | 22,133 | 49,232 |
| Annual Growth 2022-2027 | 0.1\% | 0.2\% | 0.3\% | 0.2\% |
| Annual Growth 2010-2022 | -1.4\% | 3.2\% | 4.0\% | 4.3\% |
| Annual Growth 2000-2010 | 2.8\% | 1.1\% | 0.8\% | 0.9\% |
| Income |  |  |  |  |
| 2022 Median Household Income | \$86,117 | \$64,008 | \$58,704 | \$62,731 |
| 2022 Average Household Income | \$100,896 | \$92,831 | \$83,759 | \$85,629 |
| 2022 Per Capita Income | \$40,362 | \$39,814 | \$34,838 | \$35,894 |
| 2022 Pop 25+ College Graduates | 610 | 6,140 | 15,627 | 34,519 |
| Age 25+ Percent College Graduates - 2022 | 42.9\% | 37.1\% | 40.6\% | 36.8\% |

[^6]
## CONCLUSION

The subject property is located near a primary retail corridor that benefits from its proximity to Interstate 90 and Highway 53. As illustrated above, population has modestly grown over the past decade and is projected to follow a similar trend in the ensuing five years. Overall, the subject's neighborhood location is considered to be a viable commercial destination and should perform in-line with the overall market.

## SURVEY



## FLOOD PLAIN MAP



## Site Analysis

The following chart summarizes the salient characteristics of the subject site.

| SITE SUMMARY AND ANALYSIS |  |
| :---: | :---: |
| Physical Description |  |
| Gross Site Area | 44.23-acres $\quad 1,926,783$ square feet |
| Net Site Area | 44.23-acres 1,926,783 square feet |
| Primary Road Frontage | State Road $16 \quad 770$ feet |
| Average Depth | 940 feet |
| Excess Land Area | None |
| Surplus Land Area | None |
| Shape | Irregular |
| Topography | Generally Level |
| Primary Traffic Counts (VPD) | State Road 16 27,600 |
| Secondary Traffic Counts (VPD) | State Road 157 21,600 |
| Parcel Number(s) | 017-010315-090, 017-010315-160, 18-3530- |
| Zoning District | C-2 |
| Flood Map Panel and Date | 55063C0252D January 6, 2012 |
| Flood Zone | Zone X (Unshaded) |
| Comparative Analysis | Rating |
| Visibility | Good |
| Functional Utility | Average |
| Traffic Volume | Good |
| Adequacy of Utilities | Assumed adequate |
| Landscaping | Average |
| Drainage | Assumed adequate |
| Utilities | Provider Availability |
| Adjacent Uses |  |
| North | Hy-Vee and former Macy's store |
| South | Undeveloped land and single family residences |
| East | Dick's Sporting Goods |
| West | Bank branch and retail shopping centers |

Various sources compiled by CBRE

## LOCATION

The subject is located along the eastern side of State Road 16 just north of Route 157 in LaCrosse, LaCrosse County, Wisconsin. The common street address is 3800 State Road 16. The is less than one mile south of Interstate 90.

## LAND AREA

According to survey reviewed in conjunction with the appraisal, the site is 44.23-acres in size. It is considered adequate in terms of size and utility. There is no unusable, excess or surplus land area.

## SHAPE AND FRONTAGE

The site is irregular in shape and has adequate frontage along a primary retail thoroughfare within the neighborhood.

## INGRESS/EGRESS

Ingress and egress is available to the site via three curb cuts along State Road 16 and from adjacent retail parking areas.

## TOPOGRAPHY AND DRAINAGE

The site is generally level and at street grade. The topography of the site is not seen as an impediment to the development of the property. During our inspection of the site, we observed no drainage problems and assume that none exist.

## SOILS

A soil analysis for the site has not been provided for the preparation of this appraisal. In the absence of a soil report, it is a specific assumption that the site has adequate soils to support the highest and best use.

## EASEMENTS AND ENCROACHMENTS

Based on our visual inspection and review of the site plan, the property does not appear to be adversely affected by any easements or encroachments. It is recommended that the client/reader obtain a current title policy outlining all easements and encroachments on the property, if any, prior to making a business decision.

## ACCESS AGREEMENTS

There are no known access agreements that may affect the subject's marketability. A title report was not provided in conjunction with the appraisal.

## COVENANTS, CONDITIONS AND RESTRICTIONS

There are no known covenants, conditions and restrictions impacting the site that are considered to affect the marketability or highest and best use.

## UTILITIES AND SERVICES

The site is within the jurisdiction of LaCrosse and is provided all municipal services, including police and fire. Refuse garbage collection is provided by an outside contractor. All utilities are available to the site in adequate quality and quantity to service the highest and best use as if vacant and as improved.

## FLOOD ZONE

According to flood hazard maps published by the Federal Emergency Management Agency (FEMA), the site is within Zone $X$. This zone is described as follows:

FEMA Zone X: Areas determined to be outside the 500-year flood plain.

## ENVIRONMENTAL ISSUES

CBRE has not observed, yet is not qualified to detect, the existence of potentially hazardous material or underground storage tanks which may be present on or near the site. The existence of hazardous materials or underground storage tanks may have an effect on the value of the property. For this appraisal, CBRE has specifically assumed that the property is not affected by any hazardous materials and/or underground storage tanks that may be present on or near the property.

## A Phase I ESA was not provided in conjunction with the preparation of the appraisal.

## CONCLUSION

The site is well located and afforded good access and visibility from roadway frontage. The size of the site is typical for the area and use, and there are no known detrimental uses in the immediate vicinity. Overall, there are no known factors which are considered to prevent the site from development to its highest and best use, as if vacant, or adverse to the existing use of the site.

## LEASING PLAN



## Improvements Analysis

The following chart shows a summary of the improvements.

| IMPROVEMENTS SUMMARY AND ANALYSIS |  |  |
| :--- | :--- | :--- |
| Property Type | Retail | (Regional Mall) |
| Number of Buildings | 1 |  |
| Number of Stories | 1 |  |
| Gross Leasable Area | $306,613 \mathrm{SF}$ |  |
| Market Rent Categories |  |  |
| Anchor | $160,298 \mathrm{SF}$ |  |
| Junior Anchor | $30,701 \mathrm{SF}$ |  |
| Inline > 5,000 SF | $39,406 \mathrm{SF}$ |  |
| Inline 2,500-4,999 SF | $41,793 \mathrm{SF}$ |  |
| Inline 1,000-2,499 SF | $18,992 \mathrm{SF}$ |  |
| Inline < 1,000 SF | $5,412 \mathrm{SF}$ |  |
| Food Court / Jewelry | $9,638 \mathrm{SF}$ |  |
| Kiosk | 373 SF |  |
| Major Tenants |  |  |
| JCPenney | $96,357 \mathrm{SF}$ |  |
| Barnes \& Noble | $30,701 \mathrm{SF}$ |  |
| ULTA | $10,966 \mathrm{SF}$ |  |
| Buckle | $6,664 \mathrm{SF}$ |  |
| Maurices | $6,175 \mathrm{SF}$ |  |
| Site Coverage | $15.9 \%$ |  |
| Land-to-Building Ratio | $6.28: 1$ |  |
| Parking Improvements | Surface |  |
| Parking Spaces: | 1,446 |  |
| Parking Ratio (per 1,000 SF GLA ) | 4.72 |  |
| Year Built / Renovated | $1980 / 1991$ |  |
| Actual Age | 43 Years |  |
| Effective Age | 25 Years |  |
| Total Economic Life | 40 Years |  |
| Remaining Economic Life | 15 Years |  |
| Age/Life Depreciation | Typical |  |
| Functional Utility |  |  |
| Sourc: Varis soures |  |  |

Source: Various sources compiled by CBRE
Please refer to the Resource Verification table in the Scope of Work for the source of the building area size. The following is a description of the subject improvements and basic construction features derived from CBRE's inspection.

## YEAR BUILT

The subject was originally constructed in 1980 and renovated in 1991. The food court was added in 2001 and several outparcels were subsequently constructed but are not part of the subject collateral.

## FOUNDATION

The foundation is assumed to consist of concrete piers and spread and strip footings with cast-inplace concrete foundation walls observed in the basement areas. The foundation is assumed to be of adequate load-bearing capacity to support the improvements.

## CONSTRUCTION COMPONENTS

The majority of the enclosed mall area are constructed of concrete framing. Perimeter concrete columns support concrete and steel beams which support the upper floor and roofing structures. Roofing structures feature concrete slabs or metal decking with a concrete topping. The subject includes both concrete and steel interior columns.

## EXTERIOR WALLS

The exterior wall structure features various finishes including natural brick, painted concrete, EIFS and curtain wall systems.

## ROOF COVER

The roof is assumed to include a membrane system and/or attached EPDM roofing system. The roof was not observed at the time of inspection.

## INTERIOR FINISHES

## MALL COMMON AREAS

The typical interior finish of the mall common areas is summarized as follows:
Floor Coverings: Ceramic and quarry tile.
Walls: Painted gypsum and glass interior storefronts.
Ceilings: Painted gypsum and lay-in acoustical tiles in suspended metal grids with skylights.

Lighting: Recessed canister light fixtures and mounted lighting.
Summary: The interior areas are typical building standard and are commensurate with competitors in the area.

## MALL SHOPS

The typical interior finish of the retail shop space is summarized as follows:

| Floor Coverings: | Vinyl tile or carpet. |
| :--- | :--- |
| Walls: | Painted gypsum. |
| Ceilings: | Lay-in acoustical tiles in suspended metal grids or exposed <br> metal decking. |
| Lighting: | Standard commercial fluorescent fixtures. |
| Summary: | The interior areas are typical building standard retail <br> showroom finish and are commensurate with competitors <br> in the area. |

## HVAC

Heating and cooling is generally provided by various rooftop units with gas-fired heating and/or electric duct heaters. The HVAC system is assumed to be in good working order and adequate for the building.

## ELECTRICAL

The electrical system is assumed to be in good working order and adequate for the building.

## PLUMBING

The water supply features insulated copper and galvanized steel. Waste piping consists of cast iron and PVC. Restrooms are served by individual water heaters. The plumbing system is assumed to be in good working order and adequate for the building.

## VERTICAL TRANSPORTATION

The subject features a combination of hydraulic passenger elevators, escalators and stairwells.

## RESTROOMS

The restrooms are adequate and are assumed built to local code.

## FIRE PROTECTION

The building is fully fire sprinklered. It is assumed the improvements have adequate fire alarm systems, fire exits, fire extinguishers, fire escapes and/or other fire protection measures to meet local fire marshal requirements. CBRE is not qualified to determine adequate levels of safety \& fire protection, whereby it is recommended that the client/reader review available permits, etc. prior to making a business decision.

## SECURITY

The security is specific to each tenant suite.

## PARKING AND DRIVES

The property features an adequate number of parking spaces, including reserved handicapped spaces.

## LANDSCAPING

Typical of an urban retail center, the property features minimal perimeter landscaping with grass plantings and various trees, shrubs and plants.

## QUALITY AND STRUCTURAL CONDITION

The overall quality of the facility is considered to be good for the neighborhood and age. However, CBRE is not qualified to determine structural integrity and it is recommended that the client/reader retain the services of a qualified, independent engineer or contractor to determine the structural integrity of the improvements prior to making a business decision.

## FUNCTIONAL UTILITY

The overall layout of the property is considered functional in utility and provides adequate accessibility and visibility to the individual retail spaces.

## ADA COMPLIANCE

The client/reader's attention is directed to the specific limiting conditions regarding ADA compliance.

## FURNITURE, FIXTURES AND EQUIPMENT

Any personal property items contained in the property are not considered in to contribute significantly to the overall value of the real estate.

## ENVIRONMENTAL ISSUES

CBRE is not qualified to detect the existence of any potentially hazardous materials such as lead paint, asbestos, urea formaldehyde foam insulation, or other potentially hazardous construction materials on or in the improvements. The existence of such substances may affect the value of the property. For the purpose of this assignment, we have specifically assumed that any hazardous materials that would cause a loss in value do not affect the subject.

## DEFERRED MAINTENANCE

Property management reported $\$ 692,000$ in capital expenses for 2023 which have been treated as deferred maintenance. The itemized capital budget is illustrated in the following exhibit.

## Valley View Mall 2023 Budget

Capital

| Acct \# | Acct Desc | Line Item Description | Total 2023 |  |
| ---: | :--- | :--- | ---: | ---: |
| $141-025$ | Paving |  | - |  |
| $141-050$ | Parking Lot Repairs | Crack fill and seal coatin $\xi$ | 125,000 |  |
| $141-075$ | Parking Lot Striping |  | 5,000 |  |
| $141-225$ | Parking Lot Lighting | LED retrofit | 150,000 |  |
| $152-001$ | HVAC Repair | Return air damper repla | 35,000 |  |
| $152-001$ | HVAC Repair | Chiller Repair | 60,000 |  |
| $152-002$ | HVAC Replacement | Replace one rooftop unit | 147,000 |  |
| $152-007$ | Roof Replacement | Replace Section D | 130,000 |  |
| $152-285$ | Interior Lighting | LED retrofit | 40,000 |  |
|  |  |  | TOTAL | $\mathbf{6 9 2 , 0 0 0}$ |

## ECONOMIC AGE AND LIFE

CBRE's estimate of the subject improvements effective age and remaining economic life is depicted in the following chart:

| ECONOMIC AGE AND LIFE |  |
| :--- | ---: |
| Actual Age | 43 Years |
| Effective Age | 25 Years |
| MVS Expected Life | 40 Years |
| Remaining Economic Life | 15 Years |
| Accrued Physical Incurable Depreciation | $62.5 \%$ |
| Compiled by CBRE |  |

The overall life expectancy is based upon our on-site observations and a comparative analysis of typical life expectancies reported for buildings of similar construction as published by Marshall and Swift, LLC, in the Marshall Valuation Service cost guide. While CBRE did not observe anything to suggest a different economic life, a capital improvement program could extend the life expectancy.

## CONCLUSION

The improvements are in average overall condition. Overall, there are no known factors that adversely impact the marketability of the improvements.

## Zoning

The subject zoning map is illustrated in the following exhibit.


The following chart summarizes the subject's zoning requirements.

| ZONING SUMMARY |  |
| :---: | :---: |
| Current Zoning | C-2 |
|  | Commercial |
| Legally Conforming | Yes |
| Uses Permitted | General commercial uses including retail |
| Zoning Change | Not likely |
| Category | Zoning Requirement |
| Maximum Height | 100 feet |
| Minimum Setbacks |  |
| Side Yard | 6 feet |
| Rear Yard | 9 feet |
| Source: Planning and Zoning Department |  |

## ANALYSIS AND CONCLUSION

According to the LaCrosse Municipal Code, in the Commercial District, no building or land shall be used, and no building shall be hereafter erected or structurally altered unless otherwise provided in this chapter, except for the following uses:

- Any use permitted in the Local Business District
- General garages
- Conditional uses as provided in article VI of this chapter
- Bakeries in which no more than 10,000 square feet are devoted to manufacturing purposes on the premises
- Used car lots

No building hereafter erected or structurally altered in the Commercial District shall exceed 100 feet or eight stories in height. The side yard regulations applicable in the local business district shall also apply in the Commercial District. On every lot in the Commercial District, there shall be a rear yard having a depth of not less than nine feet; provided, however, that each story of a building used in any part for dwelling purposes shall be provided with a rear yard having a depth of not less than 20 feet. A residential attached or detached garage is permitted in the C-2 Commercial Zoning District on lots that are smaller than 7,200 square feet provided that there is not an existing garage on the lot or parcel and the commercial building has residential dwellings. The size of an attached garage cannot be larger than the footprint square footage of the principal building or structure and a detached garage cannot be larger than 600 square feet. Said garage is required to meet the side yard setbacks under this chapter and cannot be in the front yard setback. There must be a minimum of a six-foot rear yard setback for an attached or detached garage and the location of the garage and setbacks must be approved by the City of La Crosse Fire Department.

The outer court regulations applicable in the Local Business District shall also apply in the Commercial District. In the Commercial District, no inner court shall be less than 16 feet in width nor shall the width of any such court be less than one-third of its height.

The improvements represent a legal conforming use and, if damaged, may be restored without special permit application. Additional information may be obtained from the appropriate governmental authority. For purposes of this appraisal, CBRE has assumed the information obtained is correct.

## Tax and Assessment Data

The subject parcels are identified in the following diagram.


In Wisconsin each incorporated municipality has their own assessor. The assessed value of a property in Wisconsin is the dollar value placed on a property by the local assessor's office. The equalization factor, also known as the assessment ratio, in Wisconsin is estimated by the Wisconsin Department of Revenue (DOR). This ratio is applied to all property, including personal property, regardless of type or location of the property, in order to estimate what the assessor refers to as the fair market value or equalized value.

Reassessments in Wisconsin are on an irregular schedule in most communities but are mandated by state statute within five years when the assessment to market value ratio falls below $90 \%$ of market value.

Annual tax bills are issued near the end of the calendar year. Taxes are paid in arrears and are generally payable in two installments due in January and July, although this payment schedule varies somewhat by community or county.

The following summarizes the local assessor's estimate of the subject's market value, assessed value, and taxes, and does not include any furniture, fixtures or equipment.

| AD VALOREM TAX INFORMATION |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Parcel Number | 2020 pay 2021 | 2021 pay 2022 | 2022 pay 2023 | Proforma |
| 017-010315-090 | \$26,990,600 | \$27,880,200 | \$24,862,800 |  |
| 017-010315-160 | 4,258,400 | 4,398,800 | 4,126,000 |  |
| 18-3530-0 | 14,800 | 16,300 | 70,400 |  |
| Subtotal | \$31,263,800 | \$32,295,300 | \$29,059,200 |  |
| Assessment Ratio | 86.8\% | 84.0\% | 94.3\% |  |
| Final Assessed Value | \$27,130,100 | \$27,130,100 | \$27,413,000 |  |
| Effective Tax Rate (per \$100 A.V.) | 2.5606 | 2.6065 | 2.5791 |  |
| Total Taxes | \$694,683 | \$707,146 | \$531,379 | \$547,321 |
| Total Taxes PSF | \$2.27 | \$2.31 | \$1.73 | \$1.79 |
| Source: Assessor's Office |  |  |  |  |

## TAX COMPARABLES

The following tax comparables have been considered to support the subject's stabilized tax liability.

| AD VALOREM TAX COMPARABLES |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Comparable | 1 | 2 | 3 | 4 | Average | Subject |
| Year Built | $1990 ' s$ | $2000 ' s$ | $2000 ' s$ | $1990 ' s$ | 1983 | 1980 |
| GLA (SF) | 250,000 | 260,000 | 175,000 | 140,000 | 206,250 | 306,613 |
|  |  |  |  |  |  |  |
| Assessed Value | $\$ 12,237,151$ | $\$ 36,905,272$ | $\$ 9,900,000$ | $\$ 15,473,100$ | $\$ 18,628,881$ | $\$ 27,413,000$ |
| AV PSF (GLA) | $\$ 48.95$ | $\$ 141.94$ | $\$ 56.57$ | $\$ 110.52$ | $\$ 89.50$ | $\$ 89.41$ |
|  |  |  |  |  |  |  |
| Total Taxes | $\$ 246,626$ | $\$ 272,084$ | $\$ 258,064$ | $\$ 283,214$ | $\$ 264,997$ | $\$ 531,379$ |
| Total Taxes PSF (GLA) | $\$ 0.99$ | $\$ 1.05$ | $\$ 1.47$ | $\$ 2.02$ | $\$ 1.38$ | $\$ 1.73$ |

Source: Assessor Information and Costar
The preceding comparables represent State of Wisconsin regional malls along with several larger non-mall retail properties within LaCrosse County. Real estate taxes ranged from $\$ 0.99$ to $\$ 2.02$ per square foot with an average indication of $\$ 1.38$ per square foot.

## CONCLUSION

For purposes of this analysis, CBRE, Inc. assumes that all taxes are current. We have utilized a stabilized tax liability $\$ 1.79$ per square foot. This total is based on the subject's most recent actual tax liability increased by $3.0 \%$. Though recently lowered, the current assessment remains above the appraised value. Though not assumed, the potential for reassessment in the future represents upside potential for the subject.

## Market Analysis

## U.S. REAL ESTATE MARKET OUTLOOK 2023

## According to CBRE Research:

## Lack of new supply will aid retail sector fundamentals

The rebound in brick-and-mortar retail sales this past year is expected to continue in 2023. Although high inflation, rising interest rates and labor shortages will remain headwinds, high construction costs and tight availability ensure that retail fundamentals will remain stable.

Figure 11: Neighborhood, Community \& Strip-Center Availability Forecast
Availability\%
7.1

Source: CBRE Econometrio Advisors, Q3 2022.

## Lagging consumer confidence will weigh on retailers

Retailers will attempt to counter lagging consumer confidence next year by enhancing the customer experience. Sixty percent of respondents to a recent CBRE global consumer survey said they prefer an in-store experience. Retailers will adopt more technology to make the store experience more convenient, such as "walk-out purchasing" that eliminates the need to scan purchases and automatically charges customers for items they leave the store with. Retailers will also curate product offerings that meet the personal ESG goals of environmentally and socially conscious consumers. More than $75 \%$ of shoppers responding to CBRE's survey said they plan to purchase environmentally friendly products next year, even at higher prices.

Retailers turning to technology as labor challenges continue
Retailers will continue to grapple with finding enough workers to staff their stores. While the retail workforce is stabilizing after all-time highs in both quits and job openings in late 2021 and early 2022, it has come at a cost: Retail wages rose $6.0 \%$ in 2020 and $4.9 \%$ in 2021, outpacing overall wage growth by 110 bps and 70 bps, respectively. As of Q3 2022, wages were still
climbing, up $4.6 \%$ year-over-year, according to the U.S. Bureau of Labor Statistics. Despite better pay, retail workers appear unsatisfied. An August 2022 survey by McKinsey found that 49\% of retail workers are considering leaving their jobs in the next three to six months, which may leave retailers short-staffed as 2023 begins.

Some retail sectors are addressing this with technology. For example, some restaurants are using robots for simple tasks in the kitchen, freeing up staff for more complex tasks. These robots can be leased for a lower monthly cost than the average employee. Other retailers are using robots for inventory scanning and cleaning. Implications for staffing and salaries will be a focus for 2023.

## Mobile commerce to expand

Retail sales transacted through mobile devices, also known as m-commerce, are expected to account for $47 \%$ of all e-commerce sales in 2023 , rising to $58 \%$ by 2027. According to Forrester, "digitally influenced" retail sales, where consumers research products online but buy or pick up in stores, will represent $62 \%$ of total retail sales in 2023 and $70 \%$ by 2027 . This trend will help retailers connect with consumers in person and alleviate some supply chain issues. Overall, click-and-collect sales are forecast to reach $\$ 120$ billion in 2023, representing almost $11 \%$ of all ecommerce.

Figure 12: Digitally influenced vs. non-influenced retail sales


Lack of new supply to buoy retail sector in 2023
The retail real estate market's solid fundamentals—positive net absorption, rising rents, lower vacancies—are largely driven by the lack of new supply. Retail deliveries have reached record lows over the past three years, a trend that likely will continue in 2023. In addition, more than 50 million sq. ft. of retail space has been removed from the market since 2003, including 10 million
sq. ft. within the past five years. This should continue in 2023, as owners of struggling malls and centers convert their properties to mixed-use developments.

Retail sales per sq. ft., which rose sharply over the past five years, are expected to slow in 2023 before rising again the following year. Net absorption also is expected to slow, although not from less demand. Continued supply side constraints will suppress expansions by retail occupiers, who prefer to wait for prime space rather than invest in lesser trade areas, especially as development costs remain inflated. Retail real estate fundamentals should remain resilient despite economic challenges next year.

Figure 13: Retail Sales per SF \& Retail Space per Capita


## Trends to Watch

## More Redevelopment Projects

With new construction remaining cost-prohibitive, retail developers and investors will focus on redesigning and redeveloping existing space to attract more shoppers. This will be especially true in prime trade areas, which are experiencing record-high occupancy levels and asking rents due to strong demand. Some of this redevelopment activity will involve conversions to other uses, such as office, industrial and residential.

## Rise of Grocery Stores

The role of grocery stores will continue to evolve. Although food \& beverage digital sales are rapidly growing, most of these orders are fulfilled at the store level through curbside pickup or third-party delivery. Grocers will transform their footprints to better suit multi-channel retailing.

## Opportunities in Select Markets

Retailers will become more active in tertiary markets that have recently seen an outsized level of net migration, allowing them to build brand awareness at lower operating costs.

## METROPOLITAN LA CROSSE-ONALASKA - WI RETAIL MARKET OVERVIEW

## Recent Performance

The following table summarizes historical and projected performance for the overall metropolitan La Crosse-Onalaska - WI retail market, as reported by CoStar.

| LA CROSSE-ONALASKA - WI RETAIL MARKET |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year Ending | Inventory (SF) | Completions (SF) | Occupied Stock (SF) | Occupancy | Asking Rent (\$/SF NNN) | Asking Rent Change | Net Absorption (SF) | Transaction Price Per Area (SF) |
| 2013 | 7,203,829 | 0 | 7,040,398 | 97.7\% | \$11.26 | 1.33\% | -49,019 | \$50.24 |
| 2014 | 7,283,448 | 79,619 | 7,126,036 | 97.8\% | \$11.40 | 1.26\% | 85,638 | \$56.28 |
| 2015 | 7,320,797 | 37,349 | 7,138,573 | 97.5\% | \$11.69 | 2.59\% | 12,537 | \$197.54 |
| 2016 | 7,353,531 | 32,734 | 7,275,913 | 98.9\% | \$11.83 | 1.20\% | 137,340 | \$328.85 |
| 2017 | 7,424,531 | 71,000 | 7,299,146 | 98.3\% | \$12.05 | 1.83\% | 23,233 | \$194.62 |
| 2018 | 7,434,731 | 10,200 | 7,208,825 | 97.0\% | \$12.21 | 1.32\% | -90,321 | \$179.78 |
| 2019 | 7,444,831 | 10,100 | 7,212,689 | 96.9\% | \$12.32 | 0.88\% | 3,864 | \$116.56 |
| 2020 | 7,426,059 | -18,772 | 7,158,939 | 96.4\% | \$12.46 | 1.19\% | -53,750 | \$120.89 |
| Q1 2021 | 7,435,459 | 9,400 | 7,181,315 | 96.6\% | \$12.52 | 0.46\% | 22,376 | \$142.71 |
| Q2 2021 | 7,435,459 | 0 | 7,121,118 | 95.8\% | \$12.57 | 0.42\% | -60,197 | \$95.59 |
| Q3 2021 | 7,435,459 | 0 | 7,112,005 | 95.6\% | \$12.69 | 0.93\% | -9,113 | \$129.14 |
| Q4 2021 | 7,431,398 | -4,061 | 7,262,906 | 97.7\% | \$12.80 | 0.89\% | 150,901 | \$89.49 |
| 2021 | 7,431,398 | 5,339 | 7,262,906 | 97.7\% | \$12.80 | 2.73\% | 103,967 | \$89.49 |
| Q1 2022 | 7,431,398 | 0 | 7,278,918 | 97.9\% | \$12.94 | 1.07\% | 16,012 | \$131.96 |
| Q2 2022 | 7,432,198 | 800 | 7,307,384 | 98.3\% | \$13.05 | 0.81\% | 28,466 | \$181.57 |
| Q3 2022 | 7,441,298 | 9,100 | 7,317,323 | 98.3\% | \$13.10 | 0.40\% | 9,939 | \$394.80 |
| Q4 2022 | 7,462,970 | 21,672 | 7,331,946 | 98.2\% | \$13.14 | 0.35\% | 14,623 | \$77.46 |
| 2022 | 7,462,970 | 31,572 | 7,331,946 | 98.2\% | \$13.14 | 2.66\% | 69,040 | \$77.46 |
| 2023* | 7,461,698 | -1,272 | 7,342,078 | 98.4\% | \$13.43 | 2.20\% | 10,317 | - |
| 2024* | 7,471,893 | 10,195 | 7,346,837 | 98.3\% | \$13.56 | 0.91\% | 4,389 | - |
| 2025* | 7,485,770 | 13,877 | 7,354,789 | 98.3\% | \$13.63 | 0.54\% | 7,033 | - |
| 2026* | 7,500,688 | 14,918 | 7,362,987 | 98.2\% | \$13.67 | 0.29\% | 7,359 | - |
| 2027* | 7,516,320 | 15,632 | 7,371,584 | 98.1\% | \$13.67 | 0.00\% | 7,749 | - |
| * Future Projected Data according to CoStar |  |  |  |  |  |  |  |  |
| Source: CoStar, 4th Quarter 2022 |  |  |  |  |  |  |  |  |

The La Crosse-Onalaska - WI retail market consists of approximately $7,462,970$ square feet of retail space. The following observations are noted from the table above:

- As of 4th Quarter 2022, there was approximately $7,331,946$ square feet of occupied retail space (including sublet space), resulting in an occupancy rate of $98.2 \%$ for the metro area. This reflects a small decrease from the previous quarter's occupancy of $98.3 \%$, and a small increase from an occupancy rate of $97.7 \%$ from last year.
- The area experienced positive 14,623 square feet of net absorption for the current quarter. This indicates an improvement from the previous quarter's positive 9,939 square feet of net absorption, and a decline from the positive 103,967 square feet of net absorption from last year.
- The area had completions of positive 21,672 square feet for the current quarter, which indicates an increase from the previous quarter's completions of positive 9,100 square feet, and indicates an improvement from completions of positive 5,339 square feet from last year.
- The area achieved average asking rent of $\$ 13.14$ per square foot, which indicates a small increase from the previous quarter's asking rent of $\$ 13.10$ per square foot, and an increase from the asking rent of $\$ 12.80$ per square foot from last year.

Historical Inventory - Market

*Future Projected Data according to CoStar
Source: CoStar, 4th Quarter 2022
Inventory is projected to be $7,462,970$ square feet at the end of the current year, which represents an increase from the previous year's inventory of $7,431,398$ square feet. Inventory for next year is projected to be $7,461,698$ square feet, reflecting a decrease from the current year.

Historical Occupancy - Market


[^7]At the end of the current year, the occupancy rate is projected to be $98.2 \%$, which reflects an increase from the $97.7 \%$ occupancy rate at the end of last year. Occupancy for next year is projected to be $98.4 \%$, reflecting a small increase from the current year.

Historical Net Absorption - Market


* Future Projected Data according to CoStar

Source: CoStar, 4th Quarter 2022
At the end of the current year, the area is projected to experience positive 69,040 square feet of net absorption, which indicates a decline from the positive 103,967 square feet of net absorption for the previous year. The area is projected to experience positive 10,317 square feet of net absorption as of the end of next year, which indicates a decline from the current year.

Historical Completions - Market


[^8]Source: CoStar, 4th Quarter 2022

The area is projected to achieve completions of positive 31,572 square feet for the current year, which indicates an improvement from the previous year's completions of positive 5,339 square feet. The area is projected to experience completions of negative 1,272 square feet as of the end of next year, which indicates a decline from the current year.

Historical Asking Rent - Market

${ }^{\text {* }}$ Future Projected Data according to CoStar
Source: CoStar, 4th Quarter 2022
The area is projected to achieve average asking rent of $\$ 13.14$ per square foot at the end of the current year, which indicates an increase from the previous year's asking rent of $\$ 12.80$ per square foot. The area is projected to achieve asking rent of $\$ 13.43$ per square foot by the end of next year, indicating an increase from the current year.

## RADIUS ANALYSIS

At the client's request, we have included the following market overview illustrating applicable retail market statistics in a one, three and five-mile radius of the subject.

## One-Mile Radius

Shopping center assets within one mile of the subject are illustrated in the following exhibit.


| Availability |  | Inventory |  |
| :---: | :---: | :---: | :---: |
| Vacant SF | 23.2 K | Existing Buildings | 14 |
| Sublet SF | 01 | Under Construction Avg SF | - |
| Availability Rate | 0.2\% | 12 Mo Demolished SF | 01 |
| Available SF | 1.86 | 12 Mo Occupancy \% at delivery | - |
| Available Asking Rent/SF | \$32.00 | 12 Mo Construction Starts SF | 01 |
| Occupancy Rate | 97.7\% | 12 Mo Delivered SF | 01 |
| Percent Leased Rate | 99.8\% 4 | 12 Mo Avg Delivered SF | - |


| Sales Past Year |  | Demand |  |
| :---: | :---: | :---: | :---: |
| Asking Price Per SF | $-$ | 12 Mo Net Absorp \% of Inventory | 0,3\% $\dagger$ |
| Sale to Asking Price Differential | - | 12 Mo Leased SF | 8.3 K 4 |
| Sales Volume | \$13.2M † | Months on Market | $76.6 \dagger$ |
| Properties sold | ${ }^{1}$ | Months to Lease | 14.9 ¢ |
| Months to Sale | - | Months Vacant | 17.2 ¢ |
| For Sale Listings | - | 24 Mo Lease Renewal Rare | 80.8\% |
| Total For Sale SF | $\checkmark$ | Population Growth 5 Y/S | 1.5\% |

The current occupancy rate is $99.8 \%$ however, including spaces available via sublease the implied occupancy rate is $97.7 \%$. Historical vacancy totals are illustrated in the following table.

## Vacancy Rate



Market rent is detailed in the following table.
Market Rent Per SF


Following a period of flatening rental rates in late 2020 and early 2021, rent has accelerated as leasing fundamentals have improved. Net absorption is illustrated in the following table.

Net Absorption, Net Deliveries \& Vacancy


## Three-Mile Radius

Shopping center assets within three miles of the subject are illustrated in the following exhibit.


| Availability |  | Inventory |  |
| :---: | :---: | :---: | :---: |
| Vacant SF | 30.4 K | Existing Buildings | 181 |
| Sublet SF | 0 | Under Construction Avg SF | - |
| Availability Rate | 10\% | 12 Mo Demolished SF | 01 |
| Available SF | 12.8 K | 12 Mo Occupancy \% at Delivery | - |
| Available Asking Rent/SF | \$15.23 4 | 12 Mo Construction Starts SF | 01 |
| Occupancy Rate | 97.6\% | 12 Mo Delivered SF | 0 |
| Percent Leased Rate | 99.3\% 4 | 12 Mo Avg Delivered SF | $\checkmark$ |


| Sales Past Year |  | Demand |  |
| :---: | :---: | :---: | :---: |
| Asking Price Per SF | - | 12 Mo Net Absorp \% of Inventory | 0.3\% $\dagger$ |
| Sale to Asking Price Differential | - | 12 Mo Leased SF | 8.3 K 4 |
| Sales Volume | \$22.5M4 | Months on Market | 22.54 |
| Properties Sold | 54 | Months to Lease | 14.9 ¢ |
| Months to Sale | - | Months Vacant | 17.2 |
| For Sale Listings | - | 24 Mo Lease Renewal Rate | 83.4\% |
| Total For Sale SF | - | Population Growth 5 Yrs | 1.3\% |

The current occupancy rate is $99.3 \%$ however, including spaces available via sublease the implied occupancy rate is $97.6 \%$. Historical vacancy totals are illustrated in the following table.

## Vacancy Rate



Market rent is detailed in the following table.

## Market Rent Per SF



Following a period of flatening rental rates in late 2020 and early 2021, rent has accelerated as leasing fundamentals have improved. Net absorption is illustrated in the following table.

Net Absorption, Net Deliveries \& Vacancy


## Five-Mile Radius

Shopping center assets within five miles of the subject are illustrated in the following exhibit.


| Availability |  | Inventory |  |
| :---: | :---: | :---: | :---: |
| Vacant SF | 30.4 K | Existing Buildings | 20 |
| Sublet SF | 01 | Under Construction Avg SF | - |
| Availability Rate | 0.9\% | 12 Mo Demolished SF | 01 |
| Available SF | 12.8 K ¢ | 12 Mo Occupancy \% at Delivery | - |
| Available Asking Rent/SF | \$15.35 4 | 12 Mo Construction Starts SF | 0 |
| Occupancy Rate | 97.8\% | 12 Mo Delivered SF | 0 |
| Percent Leased Rate | 99.4\% | 12 Mo Avg Delivered SF | - |


| Sales Past Year |  | Demand |  |
| :---: | :---: | :---: | :---: |
| Asking Price Per SF | - | 12 Mo Net Absorp \% of Ifiventory | 0.4\% $\dagger$ |
| Sale to Asking Price Differential | - | 12 Mo Leased SF | 9.9 K 4 |
| Sales Volume | \$25.6M4 | Months on Market | 22.54 |
| Properties Sold | 64 | Months to Lease | 14.9 |
| Months to Sale | - | Months Vacant | 172 |
| For Sale Listings | $-$ | 24 Mo Lease Renewal Rate | 84.6\% |
| Total For Sale SF | - | Population Growth 5 Yrs | 1.1\% |

The current occupancy rate is $99.4 \%$ however, including spaces available via sublease the implied occupancy rate is $97.8 \%$. Historical vacancy totals are illustrated in the following table.

Vacancy Rate


Market rent is detailed in the following table.
Market Rent Per SF


Following a period of flatening rental rates in late 2020 and early 2021, rent has accelerated as leasing fundamentals have improved. Net absorption is illustrated in the following table.

Net Absorption, Net Deliveries \& Vacancy


## TRADE AREA ANALYSIS

Demand for retail properties is a direct function of population change and household income. Automobiles are products of a clearly definable demand relating directly to population shifts and income patterns.

Housing, Population and Household Formation
The following table illustrates the population and household changes within a five, ten and fifteen-mile radius.

| POPULATION AND HOUSEHOLD PROJECTIONS |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
|  | One-Mile <br> Radius |  |  |  |  |  | Three-Mile <br> Radius | Five-Mile <br> Radius | LaCrosse |
| Population | 1,928 | 23,693 | 62,975 | 141,529 |  |  |  |  |  |
| 2027 Total Population | 1,928 | 23,548 | 62,475 | 140,737 |  |  |  |  |  |
| 2022 Total Population | 1,855 | 22,701 | 59,539 | 133,665 |  |  |  |  |  |
| 2010 Total Population | 1,565 | 21,223 | 56,869 | 126,838 |  |  |  |  |  |
| 2000 Total Population | $0.0 \%$ | $0.1 \%$ | $0.2 \%$ | $0.1 \%$ |  |  |  |  |  |
| Annual Growth 2022-2027 | $1.9 \%$ | $1.8 \%$ | $2.4 \%$ | $2.6 \%$ |  |  |  |  |  |
| Annual Growth 2010-2022 | $1.7 \%$ | $0.7 \%$ | $0.5 \%$ | $0.5 \%$ |  |  |  |  |  |
| Annual Growth 2000-2010 |  |  |  |  |  |  |  |  |  |
| Households | 828 | 10,228 | 26,268 | 59,432 |  |  |  |  |  |
| 2027 Total Households | 824 | 10,106 | 25,930 | 58,779 |  |  |  |  |  |
| 2022 Total Households | 847 | 9,493 | 23,958 | 53,986 |  |  |  |  |  |
| 2010 Total Households | 645 | 8,528 | 22,133 | 49,232 |  |  |  |  |  |
| 2000 Total Households | $0.1 \%$ | $0.2 \%$ | $0.3 \%$ | $0.2 \%$ |  |  |  |  |  |
| Annual Growth 2022-2027 | $-1.4 \%$ | $3.2 \%$ | $4.0 \%$ | $4.3 \%$ |  |  |  |  |  |
| Annual Growth 2010-2022 | $2.8 \%$ | $1.1 \%$ | $0.8 \%$ | $0.9 \%$ |  |  |  |  |  |
| Annual Growth 2000-2010 |  |  |  |  |  |  |  |  |  |

Source: ESRI
As shown, the subject's overall neighborhood is experiencing modest growth with respect to population and household totals. Despite the modest growth, LaCrosse remains the primary population center within a radius of approximately 60-miles.

## Income Distributions

Household income available for expenditure on consumer items is a primary factor in determining the retail supply and demand levels in a given market area. In the case of this study, a projection of household income identifies (in gross terms) the market from which the subject submarket draws. The following table illustrates estimated household income distribution for the subject neighborhood.

| HOUSEHOLD INCOME DISTRIBUTION |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Households by Income Distribution (2022) | One-Mile Radius | Three-Mile Radius | Five-Mile Radius | LaCrosse MSA |
| <\$15,000 | 5.3\% | 4.6\% | 8.8\% | 7.2\% |
| \$15,000-\$24,999 | 2.1\% | 4.7\% | 8.4\% | 7.5\% |
| \$25,000-\$34,999 | 7.6\% | 8.8\% | 8.5\% | 8.0\% |
| \$35,000-\$49,999 | 11.4\% | 15.8\% | 14.2\% | 13.5\% |
| \$50,000-\$74,999 | 18.4\% | 24.3\% | 22.1\% | 22.5\% |
| \$75,000-\$99,999 | 10.2\% | 12.6\% | 12.2\% | 13.9\% |
| \$100,000-\$149,999 | 29.0\% | 16.2\% | 14.6\% | 16.9\% |
| \$150,000-\$199,999 | 11.5\% | 6.4\% | 5.8\% | 5.8\% |
| \$200,000+ | 4.5\% | 6.5\% | 5.3\% | 4.7\% |
| Source: ESRI |  |  |  |  |

The following table illustrates the median and average household income levels for the subject neighborhood.

| HOUSEHOLD INCOME LEVELS |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | One-Mile | Three-Mile | Five-Mile | LaCrosse |  |
| Income | Radius | Radius | Radius | MSA |  |
| 2022 Median Household Income | $\$ 86,117$ | $\$ 64,008$ | $\$ 58,704$ | $\$ 62,731$ |  |
| 2022 Average Household Income | $\$ 100,896$ | $\$ 92,831$ | $\$ 83,759$ | $\$ 85,629$ |  |
| 2022 Per Capita Income | $\$ 40,362$ | $\$ 39,814$ | $\$ 34,838$ | $\$ 35,894$ |  |

Source: ESRI
An analysis of the income data indicates that the submarket is generally comprised of middleincome economic cohort groups, which include the target groups to which the subject is oriented.

## INVESTMENT TRENDS - PWC REAL ESTATE INVESTOR SURVEY 4Q2022

The PwC Real Estate Investor Survey, Fourth Quarter 2022 market survey is summarized in the following exhibit.

## National Regional Mall Market

While an upward shift in the average overall cap rate suggest that investors are being more cautious when valuing malls, some have also increased their year-one market rent change rate assumption, suggesting a more encouraging outlook.

- The average tenant retention rate also moves up slightly this quarter to $68.8 \%$ (see Key 4Q22 Survey Stats).
- "Many malls are thriving," says an investor, who notes that in 2021 there were more physical retail store openings than closings for the first time since 2016.
- The retail sector's transformation over the past several years continues to impress certain investors, who remain drawn to owning and operating them.

FORECAST VALUE CHANGE [NEXT 12 MONTHS]:
Range: (2.0\%) - 10.0\%
Average: 2.3\%

## KEY 4Q22 SURVEY STATS*

Tenant Retention Rate:

| Average | $68.8 \%$ |
| :--- | ---: |
| Range | $50.0 \%$ to $95.0 \%$ |

Months of Free Rent(1):
Average $7 \leq$
Range $\quad 1$ to 18
\% of participants using $100.0 \%=$
Average Overall Cap Rates:

| Class A+ | $5.50 \% ~ \&$ |
| :--- | :--- |
| Class A | $6.55 \% ~ \& ~$ |
| Class B+ | $8.97 \% ~$ |

* $\mathbf{v}, \Delta,=$ change from prior quarter
(1) on a ten-year lease


## Table 1

NATIONAL REGIONAL MALL MARKET


[^9]
## Nareit Index

Further, while not a proxy for the selection of overall rates, we note the following change in regional mall REIT performance for the year-to-date and recent compound annual returns, as provided by Nareit.

Investment Performance by Property Sector and Subsector July 31, 2022

| Sector | Number of Constituents | Total Return (\%) |  |  | Dividend Yield (\%) | Market Capitalization (\$) ${ }^{\mathbf{T}}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2021 | July | 2022: YTD |  | Equity | Implied |
| FTSE Nareit All Equity REITs | 151 | 41.30 | 8.55 | -12.27 | 3.15 | 1,410,636,376 | 1,441,596,422 |
| FTSE Nareit Equity REITs | 143 | 43.24 | 9.06 | -12.97 | 3.36 | 1.132,807,775 | 1,163,726,307 |
| Industrial | 12 | 62.03 | 11.63 | -18.03 | 2.39 | 170,394,684 | 173,805,398 |
| Office | 20 | 22.00 | 7.63 | -21.91 | 4.34 | 83,683,698 | 88,332,220 |
| Retail | 32 | 51.91 | 11.44 | -11.41 | 4.58 | 182,091,743 | 188,915,780 |
| Shopping Centers | 17 | 65.05 | 10.75 | -10.05 | 3.81 | 62,512,524 | 63,612,033 |
| Regional Malls | 3 | 92.05 | 15.20 | -30.51 | 6.11 | 38,453,439 | 43,646,409 |
| Free Standing | 12 | 19.72 | 10.26 | 1.20 | 4.44 | 81,125,779 | 81,657,339 |
| Residential | 21 | 58.29 | 7.27 | -14.55 | 2.73 | 225,617,137 | 233,382,083 |
| Apartments | 16 | 63.61 | 7.69 | -13.98 | 2.98 | 156,674,679 | 161,282,181 |
| Manufactured Homes | 3 | 41.98 | 3.92 | -18.79 | 2.23 | 33,706,571 | 34,574,322 |
| Single Family Homes | 2 | 52.79 | 8.77 | -12.74 | 2.14 | 35,235,887 | 37,525,580 |
| Diversified | 13 | 29.25 | 8.98 | -2.55 | 4.63 | 34,113,824 | 35,414,481 |
| Lodging/Resorts | 14 | 18.22 | 14.44 | -4.00 | 0.85 | 37,591,593 | 38,034,542 |
| Health Care | 15 | 16.32 | 6.18 | -4.62 | 4.01 | 119,553,438 | 120,326,054 |
| Self Storage | 5 | 79.43 | 9.72 | -12.30 | 2.93 | 101,450,681 | 105,381,447 |
| Timber | 4 | 28.82 | 8.40 | -7.90 | 2.30 | 36,343,041 | 36,343,041 |
| Infrastructure | 4 | 34.41 | 6.23 | -9.54 | 2.33 | 241,485,560 | 241,527,074 |
| Data Centers | 2 | 25.47 | 5.17 | -17.97 | 2.47 | 101,408,040 | 102,662,800 |
| Specialty | 9 | 41.69 | 11.37 | 2.05 | 4.73 | 76,902,939 | 77,471,503 |
| FTSE Nareit Mortgage REITs | 31 | 15.64 | 14.39 | -8.32 | 10.39 | 63,112,589 | 63,672,915 |
| Home Financing | 19 | 11.51 | 15.69 | -9.24 | 11.91 | 37,536,060 | 37,561,881 |
| Commercial Financing | 12 | 22.48 | 12.53 | -7.05 | 8.16 | 25,576,529 | 26,111,035 |

Source: FTSE ${ }^{\text {TW }}$, Nareine.
Notes:
'Implied market capitalization is calculated as common shares outstanding plus operating partnership units, multiplied by share price. Data presented in thousands of Disclaimer. The FTSE Nareit US Real Estate Index Series (Indexes) is calculated by FTSE International Limited (FTSE®), which is part of the London Stock Exchange Group plc (LSE Group). FTSE Russell8 is a trading name of FTSE®, FTSE® and related trademarks and service marks owned or licensed to the LSE Group. Nareit8 is the exclusive registered trademark of the Natonal Association of Real Estate Investment Trustse. All rights in the Indexes vest in FTSE® and Nareite. All information is provided for information purposes only. Every effort is made to ensure that all information given in this publication is accurate, but no responsibility or liablity can be accepted by any member of the LSE Group nor by Nareite nor by their respective directors, officers, employees, partners or licensors for any errors or for any loss (including in negligence) from use of this publication or any of the information or data contained herein. Past performance is no guarantee of future results. Charts and graphs are provided for illustrative purposes only. Index returns shown may not represent the results of the actual trading of investable assets.

Year to date performance has been negative in the mall sector, and in all but one sectors overall. Nonetheless, the mall performance has lagged all other tracked sectors. That said, recent performance and equity represents an improvement over prior years. As a point of reference in July/August 2020, YTD returns were $-51.16 \%$ and maket capitalized equity stood at $\$ 25,006,397$. Stong 2021 and July 2022 returns point to some degree of improvement despite well documented recent struggles.

## Relevance to the Subject

Market participants indicated sales of Class $A / B+$ regional malls have been minimal in recent years. Brokers indicate that the August 2022 sale of Westfield Santa Anita mall in Arcadia, California was the largest mall transaction in the U.S. since 2018. It was noted that the mall sector has improved significantly over the past two years and debt is more available for smaller properties; however, debt for mall properties in excess of $\$ 80$ million would be very challenging and costly thereby limiting the pool of potential buyers.

Malls that are well located with redevelopment potential tend to draw more investor interest making ownership / control of the anchor sites an important consideration.

Department store risk and a lack of absorption demand for interior mall space remain fundamental challenges for similar properties. There is oversupply of retail space and not enough demand, leaving tenants in a strong position over owners. In many cases, interior mall tenants are reducing square footage, store count, or rent or a combination of these factors. Occupancy rates have been on the decline as well as rental rates. Tenants with healthy occupancy costs are pushing to decrease those costs, as the demand/supply equation remains unbalanced. However, there has been leasing momentum, Simon Properties reported signing nearly 3 million square feet of leases across its portfolio in Q3, which was down from 4 million square feet in Q2.

Underwriting for malls typically takes into account tenants with high or unsustainable occupancy costs, co-tenancy risk, kickout risk, and the health/quality of the anchor tenants. Typically, a lower cap rate assumes growing and stable NOI over time; however, it is not atypical for a mall's NOI to have steadily decreased over the past several years, which poses challenges for underwriting. This can result in a disconnect between buyer and seller NOIs.

## MALLS THAT ARE RISING TO THE TOP

Placer.ai (August 2022 - most recent available)
"Malls have long acted as a gleaming symbol of American retail. Following the opening of the first indoor mall in 1956, and as the American middle class increasingly moved from the city to the suburbs, malls continued to open at a rapid rate. By 1960, some 4,500 shopping centers had opened nationwide, filling the growing demand for "third places" - spaces that allowed the newly suburban populations to gather, socialize, and create community. And while that role evolved over the years, it's safe to say that malls have played a major part in shaping the American shopping culture. But malls' rapid expansion led to an oversaturated market - some estimates suggest that there are approximately 24 square feet of retail space per U.S. citizen, as compared to 4.6 for the U.K. and 2.8 for China. Many began to predict the demise and downfall of malls, and that narrative intensified as online shopping grew in popularity. The rise of big-box stores, a focus on "services, not things," and COVID-19 only accelerated these trends.
"But a lot of these doom and gloom predictions focus on malls only as a place to shop and tend to de-emphasize their other role as the third place - a modern incarnation of a bustling
downtown shopping area, replete with shops, services, and places to meet. And after two years of isolation and a new, pandemic-induced wave of suburban relocation, malls' potential to bring people together is more prized than ever. So although malls were hit hard during COVID-19, many of them are finding ways to reinvent themselves and stay relevant. Today, more than halfway through 2022, the challenges that malls face continue to evolve and change - but malls are evolving too. This white paper covers a few specific ways that some malls have found to thrive in the new normal. Some shopping centers are turning to entertainment to draw crowds into their doors. Others are focusing on offering a full visitor experience that extends beyond simply grabbing a new shirt or a burger at the food court. Still, more are embracing omnichannel options, offering an integrated on and offline experience to their shoppers. In the face of significant retail challenges, top-tier malls are turning to innovative solutions to stay ahead of the game.
"The pandemic posed significant challenges to malls. Although foot traffic to the category rose back up in the summer of 2021, the Delta and subsequent Omicron waves brought visits down once more. And as visit gaps post-Omicron began to narrow, inflation and gas prices put the brakes on any return to normalcy. April and May 2022 saw visits beginning to trend up, though the unrelenting rise of inflation, the highest it's been in the past 40 years, has slowed that recovery slightly. "
"Still, foot traffic data shows that malls are continuing to attract visitors, despite the challenges that seem to crop up weekly. And while they may no longer play the central role they once did in Americans' shopping routines, malls still serve as indoor community hubs where friends and family can come together for diverse food, shops, and entertainment options. This could explain why top-tier malls keep on coming back despite the seemingly constant obstacles."
"Comparing monthly visits from January 2022 through July 2022 to the same period in 2019 highlights the significant difficulties facing the sector. Indoor malls, open-air lifestyle centers, and outlet malls alike saw marked lags in foot traffic as compared to three years ago."6

[^10]
# Monthly Visits Across Shopping Malls 

Year-over-Three-Year Comparison


Placer.ai
"The monthly year-over-three-year (Yo3Y) foot traffic comparisons also highlight mall resilience. Following an Omicron-plagued January, the visit gaps narrowed in February 2022 to less than $5 \%$ for all the segments. And although the increase in gas prices and inflation brought visits down in March, malls quickly bounced back in April 2022, with indoor malls seeing only $1.8 \%$ fewer visits than in 2019 and open-air shopping centers down only $4.8 \%$ Yo3Y. Foot traffic fell again in May and June as consumers tightened their budgets in the face of rising prices, but consumers appear to have quickly made peace with the new economic reality. By July 2022, visits to indoor malls and open-air lifestyle centers were only $3.5 \%$ and $2.7 \%$ lower than they had been in July 2019.
"COVID didn't just impact visit numbers - since 2020, mall visits have also gotten shorter, likely a result of pandemic restrictions and a general desire not to congregate any longer than necessary. And although 2021 and 2022 saw a slight uptick in time spent at malls and shopping centers from 60 minutes in 2020 to 62 minutes in 2021 and 2022 - the median dwell time is still significantly lower than the 70 minutes median dwell time of pre-COVID 2018 and 2019.

# Median Dwell Time by Year of Top 100 Indoor Malls 



Placer ai
"Shorter visits are not necessarily a bad thing in and of themselves - consumers today are highly informed, so many intent-driven shoppers may simply be doing more research ahead of time and less in-mall browsing. But shorter (and fewer) visits do mean that malls must focus on giving shoppers a reason to visit.
"The "death of the American mall" has been predicted for years. The reality, however, is much more nuanced than that - like many other sectors, malls are undergoing a shift to help them better serve evolving customer needs and survive and thrive in an ever-shifting retail landscape.

The malls featured in this white paper have found ways to consistently attract visitors despite the various obstacles faced by the category over the past two years. By understanding that the American mall must evolve along with the consumers, mall owners can successfully revitalize their retail spaces."

## Key Takeaways

Placer Labs, Inc. summarizes "Key Takeaways":

- Entertainment can draw the crowds - and keep them there. A mall in Pennsylvania chose to replace an empty Sears with a casino, resulting in an immediate and sustained increase in foot traffic - the month after the casino opened, visits to the mall increased by $33.8 \%$. Adding an option for entertainment can bring crowds to malls, and keep them there.
- Embracing omnichannel shopping is the way forward. By giving people the option to visit a mall both in person and virtually, customers are kept within one purchasing loop, and
shops within the mall itself can enjoy the advantages of omnichannel reach. Some shopping centers have begun integrating in-app shopping for their stores, and others are using food tech to draw eaters and shoppers into their locations. One mall, the MainPlace Mall in Santa Ana, CA, saw visits increase 5.5\% Yo3Y after introducing its online shopping app.
- Strategically repurposing empty space can positively impact shopping behavior. Filling vacancies with lifestyle centers, fitness destinations, and other popular shops and services can draw a new clientele to existing malls. One shopping center, the Ocean County Mall in New Jersey, saw the median visit length increase and median age of visitors decrease after reinventing itself as a lifestyle center.
- Unusual tenants can help malls grow clientele. Adding a popular Asian grocery store chain to a mall in San Jose, CA, helped bring shoppers to a location they may not have visited, provided an incentive for shoppers to consolidate trips, and filled a gap that the community was missing. As a result, mall foot traffic numbers went up from negative Yo3Y metrics for the first time in a year and a half.
- Understanding local demographics can optimize tenant selection. A shopping center in Michigan installed a regional department store called Von Maur, going against the narrative that department stores act as dead weight to a mall. The success of Von Maur shows that perhaps not all department stores are dead - they're just in the wrong place.


## SUBJECT OCCUPANCY COST

Market rental rates are based on a cost of occupancy analysis correlating retail sales for tenants by size or use categories to achievable market rents.
Regional and super-regional shopping centers are typically considered to be separate entities segregated by age, condition, design, visibility, accessibility, tenant mix and the influence of the trade area. Therefore, a comparative lease analysis received was considered as secondary to the subject analysis.

The following table includes tenant occupancy costs as reported by the Urban Land Institute. Though oriented to open air centers the general ratios are comparable to mall retailers.

SUMMARY TENANT INFORMATION TABLES FOR U.S. OPEN AIR SHOPPING CENTERS BY RETAIL CATEGORY
Table 1-20

| Tenant Classification | Number In Sample | Median <br> GLA <br> (SF) | Median Sales PSF | Median <br> Rate of Percentage Rent | Median <br> Total Rent PSF |  | Median Common Area Charge PSF |  | Median <br> Property Taxes PSF |  | Median Total Charges PSF | Median Total Charges as Percent of Sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| General merchandise | 309 | 15,000 | \$ 148.07 | 2.50\% | \$ | 6.50 | \$ | 0.82 | \$ | 0.89 | \$ 7.87 | 6.35\% |
| Food | 396 | 31,777 | \$ 402.13 | 1.25\% | \$ | 10.84 | \$ | 1.28 | \$ | 1.46 | \$ 13.90 | 3.80\% |
| Food service | 1,651 | 2,100 | \$ 324.38 | 6.00\% | \$ | 20.07 | \$ | 2.30 | \$ | 1.81 | \$ 25.50 | 10.35\% |
| Clothing and accessories | 682 | 4,370 | \$ 286.65 | 5.00\% | \$ | 18.54 | \$ | 2.24 | \$ | 1.61 | \$ 23.81 | 10.79\% |
| Shoes | 183 | 3,044 | \$ 204.81 | 6.00\% | \$ | 17.15 | \$ | 1.63 | \$ | 1.56 | \$ 20.90 | 11.09\% |
| Home furnishings | 275 | 6,114 | \$ 233.74 | 5.00\% | \$ | 16.00 | \$ | 1.84 | \$ | 1.73 | \$ 20.17 | 11.97\% |
| Home appliances/music | 178 | 2,556 | \$ 304.42 | 3.50\% | \$ | 15.25 | \$ | 1.51 | \$ | 1.52 | \$ 19.05 | 8.68\% |
| Building mat./hardware | 105 | 5,605 | \$ 323.87 | 3.00\% | \$ | 11.40 | \$ | 1.52 | \$ | 1.62 | \$ 15.20 | 5.55\% |
| Automotive | 95 | 4,768 | \$ 237.92 | 3.00\% | \$ | 13.39 | \$ | 1.59 | \$ | 1.79 | \$ 15.93 | 6.98\% |
| Hobby/special interest | 302 | 2,771 | \$ 236.77 | 5.00\% | \$ | 16.49 | \$ | 1.86 | \$ | 1.63 | \$ 20.45 | 10.91\% |
| Gifts/specialty | 238 | 4,041 | \$ 155.52 | 6.00\% | \$ | 15.40 | \$ | 1.61 | \$ | 1.54 | \$ 19.09 | 14.67\% |
| Jewelry | 107 | 1,488 | \$ 450.86 | 6.00\% | \$ | 20.40 | \$ | 2.67 | \$ | 1.80 | \$ 26.43 | 7.91\% |
| Liquor | 94 | 2,856 | \$ 435.84 | 3.50\% | \$ | 16.11 | \$ | 2.22 | \$ | 1.63 | \$ 19.31 | 6.20\% |
| Drugs | 110 | 11,760 | \$ 458.51 | 2.12\% | \$ | 11.00 | \$ | 1.15 | \$ | 1.62 | \$ 14.46 | 3.39\% |
| Other retail | 770 | 1,920 | \$ 258.59 | 5.00\% | \$ | 17.50 | \$ | 2.10 | \$ | 1.64 | \$ 22.12 | 10.93\% |
| Personal services | 1,648 | 1,420 | \$ 175.61 | 6.00\% | \$ | 17.93 | \$ | 2.14 | \$ | 1.65 | \$ 22.17 | 16.42\% |
| Entertainment/community | 250 | 3,510 | \$ 76.44 | 10.00\% | \$ | 12.72 | \$ | 1.47 | \$ | 1.46 | \$ 16.18 | 17.77\% |
| Financial* | 579 | 1,978 | \$ 374.05 |  | \$ | 18.22 | \$ | 1.82 | \$ | 1.77 | \$ 22.14 | 21.63\% |
| Offices (Excl. Financial) | 597 | 1,640 | \$ 296.69 | 5.00\% | \$ | 15.61 | \$ | 1.80 | \$ | 1.61 | \$ 19.01 | 9.75\% |

Includes owned and non-owned space.
*Less than 10\% of this category in open air shopping centers is comprised of ATMs.
Source: ULI - the Urban Land Institute
The following tables present mall classification and tenant occupancy costs as reported by Korpacz Realty Advisors.

KORPACZ REALTY ADVISORS, INC.
REGIONAL MALL CLASSIFICATION SURVEY CONCLUSIONS
Inline Retail Sales Per Square Foot

| Classification | As of 1/1/2018 | As of 1/1/2019 | As of 1/1/2020 | As of $1 / 1 / 2021{ }^{(1)}$ | As of 1/1/2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Trophy | \$875 and up | \$900 and up | \$925 and up | \$925 and up | \$925 and up |
| A+ | \$700 to \$874 | \$715 to \$899 | \$735 to \$924 | \$735 to \$924 | \$760 to \$924 |
| A | \$540 to \$699 | \$550 to \$714 | \$575 to \$734 | \$575 to \$734 | \$600 to \$759 |
| B+ | \$450 to \$539 | \$460 to \$549 | \$460 to \$574 | \$460 to \$574 | \$480 to \$599 |
| B | \$375 to \$449 | \$390 to \$459 | \$390 to \$459 | \$390 to \$459 | \$400 to \$479 |
| C+ | \$315 to \$374 | \$325 to \$389 | \$325 to \$389 | \$325 to \$389 | \$325 to \$399 |
| C | \$275 to \$314 | \$275 to \$324 | \$275 to \$324 | \$275 to \$324 | \$280 to \$324 |
| D | Less than \$275 | Less than \$275 | Less than \$275 | Less than \$275 | Less than \$280 |

[^11]KORPACZ REALTY ADVISORS, INC. ACCEPTABLE COST OF OCCUPANCY RATIO SURVEY CONCLUSIONS

Occupancy Cost to Sales Ratio


Al survey participants include minimum rent, percentage rent, CAM, and real estate taxes in their cost of occupancy calculations. Other costs such as utilities, insurance, and merchants' association dues are included for some of the survey participants.

As sales increase, healthy occupancy ratios also increase. Over the trailing 12 months retail sales for subject comp stores under 10,000 square feet averaged $\$ 366$ per square foot. This is within the range for Class $C+$ malls ( $\$ 325$ to $\$ 399$ per square foot). The Korpacz Realty Advisors survey indicates that occupancy costs are considered acceptable in the 9.50\% to $10.50 \%$ range. Comparable subject suites under 10,000 square feet have an average occupancy cost ratio of $10.50 \%$.

The following table summarizes sales and occupancy cost ratios by leasing category.

| OCCUPANCY COST ANALYSIS - SUMMARY TABLE |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Min Cost Ratio | Max Cost Ratio | Avg Cost Ratio | Avg Sales PSF | Avg SF |
| Anchor | 3.14\% | 3.14\% | 3.14\% | \$84.12 | 96,357 |
| Junior Anchor | 3.82\% | 3.82\% | 3.82\% | \$170.47 | 30,701 |
| Inline Above 5,000 SF | 5.35\% | 16.53\% | 9.59\% | \$381.06 | 39,406 |
| Inline 2,500-4,999 SF | 7.00\% | 17.63\% | 10.57\% | \$215.27 | 24,494 |
| Inline 1,000-2,499 SF | 8.06\% | 24.91\% | 11.37\% | \$448.65 | 14,145 |
| Inline Below 1,000 SF | 8.82\% | 20.08\% | 13.34\% | \$637.77 | 2,480 |
| Food Court / Jewelry | 13.29\% | 21.42\% | 17.23\% | \$643.98 | 6,116 |
| Total/Avg | 3.14\% | 24.91\% | 6.54\% | \$212.89 | 213,699 |

Compiled by CBRE
Excluding anchor and kiosk spaces, the subject had an average occupancy cost ratio of $10.50 \%$. Management reports a comp store occupancy cost ratio of 10.50\%. Though Korpacz notes an acceptable range to be between $9.50 \%$ and $10.50 \%$, in practice this range varies by suite size and tenant type. Smaller suites, food tenants and jewelry tenants commonly feature aboveaverage cost ratios. This is echoed by the preceding table in which jewelry, food court and leases under 1,000 square feet have higher than typical cost ratios, which is anticipated.

## Occupancy

Historic occupancy trends for regional mall properties as tracked by Reis are illustrated in the following table.


Based on the foregoing analysis, CBRE, Inc.'s conclusion of stabilized occupancy for the subject is illustrated in the following table. This estimate considers both the physical and economic factors of the market.

| OCCUPANCY CONCLUSIONS |  |
| :--- | :--- |
| LaCrosse MSA Retail Market | $98.2 \%$ |
| Availability One-Mile Radius | $97.7 \%$ |
| Availability Three-Mile Radius | $97.6 \%$ |
| Availability Five-Mile Radius | $97.8 \%$ |
| Subject's Current Occupancy | $90.6 \%$ |
| Subject's Stabilized Occupancy | $90.0 \%$ |
| Compiled by CBRE |  |

The subject submarket and neighborhood feature strong occupancy with rates in the mid-toupper $90 \%$ range. The subject has a current occupancy rate of $90.6 \%$ including temporary space.

Based on anticipated mall leasing conditions. Our stabilized occupancy rate of $90.0 \%$ is lower than the current MSA and five-mile indications and is roughly in-line with the current mall occupancy rate.

In lieu of assuming the lease-up of the remaining vacant space and applying a vacancy factor, we have applied no rental income to the current vacant space. In light of the current subject occupancy rate, this approximates a stabilized occupancy position. The methodology is informed by market participants who indicate buyers are not paying for upside relating to the ability to increase occupancy. NOI for capitalization purposes is based on an estimate of sustainable rental income tied to current tenancy.

## CO-TENANCY AND KICK-OUT CONSIDERATIONS

Given the closure of multiple department stores and previously declining occupancy rates, there are multiple tenants currently paying alternative rent or percentage rent in lieu of base rent. Conversations with management indicated that despite some recent improvement in mall traffic and performance, it is unlikely that any tenants will revert to conventional lease rates prior to current lease expiration dates. The primary factor is that most applicable clause either include named co-tenants or require similar replacements. With a decline in department store performance like-kind tenants are unlikely to be added to the subject tenant roster.

A list of applicable co-tenancy and kick-out clauses was included in the addendum of the appraisal.

## TENANT ANALYSIS

The following tenant overviews are based on various online sources.

## JCPenney

J. C. Penney Company, Inc., one of the nation's largest apparel and home retailers, combines an expansive footprint of over 850 stores across the United States and Puerto Rico with a powerful ecommerce site, icp.com, to deliver style and value for all hard-working American families. At every touchpoint, customers will discover stylish merchandise at incredible value from an extensive portfolio of private, exclusive and national brands. Reinforcing this shopping experience is the customer service and warrior spirit of approximately 95,000 associates across the globe, all driving toward the Company's mission to help customers find what they love for less time, money and effort.

In early September 2020, J.C. Penney Company, Inc. (OTCMKTS: JCPNQ) announced that it has reached an agreement in principle to sell JCPenney through a court-supervised sale process. The Company plans to seek approval of a disclosure statement and, ultimately, confirmation of a plan of reorganization in parallel with the sale process. Brookfield Property Group ("Brookfield") and Simon Property Group ("Simon") intend to acquire substantially all of JCPenney's retail and operating assets ("OpCo") for $\$ 1.75$ billion, which includes a combination of cash and new term loan debt.

Most recent tenant sales were reported at $\$ 84$ per square foot indicating an occupancy cost ratio of $3.1 \%$, typical for department stores. JCPenney announced a round of 2023 store closures. The subject was not included on the closure list.

## Barnes \& Noble

Barnes \& Noble does business by the book and the NOOK. As one of the largest bookstore chains in the US, it operates over 620 Barnes \& Noble superstores, in all 50 states and Washington, DC. Stores range in size of stock between 19,000 and 133,000 book titles. It also sells books and other media online. The company's digital subsidiary, NOOK Media, develops, supports, and creates digital content and products for the digital reading and digital education markets. The struggling company has been restructuring for several years, having spun off its education division, among other initiatives. In 2019, Barnes \& Noble was acquired by private equity firm Elliott Management.

Barnes \& Noble reported sales of $\$ 170$ per square foot over the prior 12 months and an occupancy cost ratio of $3.8 \%$.

## CONCLUSION

The long-term projection for the subject market is for average performance given middle-income income and retail expenditure totals and modestly increasing population. With respect to the subject property in particular, we believe the subject has a good location for a retail project. The site is conveniently located along the primary commercial thoroughfare in the neighborhood and in relatively close proximity to multiple interstate roadways and complimentary retail uses. The tenant base, in terms of both anchor and inline tenants, is considered adequate, though declining demand for interior retail mall space presents a challenging situation. Additionally, shifting consumer sentiment from interior retail spaces to open airs center will continue to impact the subject.

Though not part of the owned subject asset, the recent Hy-Vee construction and anticipated Macy's redevelopment projects area anticipated to bring additional shoppers to the mall site. In a time of retail uncertainty, investors perceive stability in grocery anchored/shadow-anchored centers as well performing grocery stores attract a steady flow of consumers.

## Highest and Best Use

In appraisal practice, the concept of highest and best use represents the premise upon which value is based. The four criteria the highest and best use must meet are:

- legally permissible;
- physically possible;
- financially feasible; and
- maximally productive.

The highest and best use analysis of the subject is discussed on the following pages.

## AS VACANT

## Legal Permissibility

The legally permissible uses were discussed in detail in the Site Analysis and Zoning Sections.

## Physical Possibility

The subject is adequately served by utilities, has an adequate shape and size, sufficient access, etc., to be a separately developable site. The subject site would reasonably accept a site layout for any of the legally probable uses. There are no known physical reasons why the subject site would not support any legally probable development. The existence of the present development on the site provides additional evidence for the physical possibility of development.

## Financial Feasibility

The determination of financial feasibility is dependent primarily on the relationship of supply and demand for the legally probable land uses versus the cost to create the uses. As discussed in the market analysis of this report, the subject retail market has slowed, but new retail properties have occurred in the past few years. These factors indicate that it would only be financially feasible to complete a new retail project if the site acquisition cost was low enough to provide an adequate developer's profit.

## Maximum Profitability

The final test of highest and best use of the site as though vacant is that the use be maximally productive, yielding the highest return to the land. In the case of the subject as if vacant, the analysis has indicated that a new retail project would be most appropriate on a build-to-suit basis or with significant pre-leasing.

## CONCLUSION: HIGHEST AND BEST USE AS VACANT

Based on the foregoing analysis, the highest and best use of the site, as vacant, would be for build-to-suit commercial development or development with significant pre-leasing, time and circumstances warranting.

## AS IMPROVED

## Legal Permissibility

As discussed, the subject site's zoning and legal restrictions permit a variety of land uses. The site has been improved with a retail development that is a legal, conforming use.

## Physical Possibility

The physical characteristics of the subject improvements were discussed in detail in the improvements analysis. Both the layout and positioning of the improvements are considered functional for retail use. While it would be physically possible for a wide variety of uses, based on the legal restrictions and the design of the improvements, the continued use of the property for retail users would be the most functional use.

## Financial Feasibility

The financial feasibility of a retail property is based on the amount of rent which can be generated, less operating expenses required to generate that income; if a residual amount exists, then the land is being put to a productive use. As will be indicated in the income capitalization approach, the subject is producing a positive net cash flow and continued utilization of the improvements for retail purposes is considered financially feasible.

## Maximum Profitability

The maximally profitable use of the subject as improved should conform to neighborhood trends and be consistent with existing land uses. Although several uses may generate sufficient revenue to satisfy the required rate of return on investment and provide a return on the land, the single use that produces the highest price or value is typically the highest and best use. As shown in the applicable valuation sections, buildings that are similar to the subject have been acquired or continue to be used by retail owners/tenants. None of the comparable buildings have been acquired for conversion to an alternative use. These comparables would indicate that the maximally productive use of the property is consistent with the existing use as a retail property.

## CONCLUSION: HIGHEST AND BEST USE AS IMPROVED

Based on the foregoing, the highest and best use of the property, as improved, is consistent with the existing use as a retail development.

## Land Value

The following map and table summarize the comparable data used in the valuation of the subject site. A detailed description of each transaction is included in the addenda.


[^12]
## Location Adjustments

The following supplemental data was collected in order to provide support for our location adjustments:

| LAND SALES LOCATION ADJUSTMENT ANALYSIS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Comparable Number | Subject | 1 | 2 | 3 | 4 |
| Address | 3800 State Road 16 | $949251 / 2 \mathrm{St}$ | 6500 Overland Dr NW | NW Highway 52 N | Along Gopher Drive |
| Radius for Demographic Analysis | 3 Mile Radius | 3 Mile Radius | 3 Mile Radius | 3 Mile Radius | 3 Mile Radius |
| 2022 Households | 10,106 | 1,757 | 13,078 | 12,182 | 3,957 |
| 2022 Average Household Income | \$92,831 | \$82,408 | \$116,856 | \$118,197 | \$79,492 |
| AHI Relative to Subject | --- | -11.2\% | 25.9\% | 27.3\% | -14.4\% |
| 2022 \% Renter Occupied Housing Units | 30.2\% | 12.0\% | 27.7\% | 27.6\% | 43.1\% |
| 2022 \% College/Graduate Degree Age 25+ | 37.1\% | 22.0\% | 49.3\% | 49.5\% | 23.4\% |
| 2022 Median Age | 39.9 | 51.2 | 35.1 | 34.8 | 38.7 |
| Indicated Qualitative Adjustment | --- | Inferior | Similar | Similar | Inferior |
| Concluded Quantitative Adjustment | --- | 25\% | 0\% | 0\% | 25\% |
| Compiled by CBRE |  |  |  |  |  |

The indicated adjustments will be used in the following discussions.

## DISCUSSION/ANALYSIS OF LAND SALES

Land Sale One
A multi-property sale has commenced on April 8, 2022 for $\$ 1,800,000$. It consists of $949251 / 2$ Street, which is 39.07 acres of land and 95025 1/2 Street, which is 6.87 acres of land in Chetek, Wisconsin. The land is zoned R1 and proposed use is to continue development for residential housing. This information has been verified via public record. It is unknown if there were any brokers involved in the transaction.

## Land Sale Two

Approximately 32 acres of land in Rochester, MN sold in July 2021 for \$3,555,000. Preliminary plans call for 48 "townhouse-style" units in 12 buildings and 189 apartment units in six (6) threestory buildings. The project will have 237 units once complete. Amenities will include a community park and gardens, tennis court, shared remote-work offices, electric car charging ports, dog park, fitness room, children's play area, gathering spaces, clubhouse, pool, walking paths, and bocce ball lot.

## Land Sale Three

This comparable represents the sale of 41.33 acres of commercial land located in northern Rochester, MN. The sale took place on $6 / 25 / 2021$ for $\$ 4,000,000.00$, or $\$ 2.22 / S F$. This was an investment sale and was financed. The seller represented themselves in this sale.

## Land Sale Four

This land sale represents the acquisition of a 44.01-acre site located along Gopher Drive in Spa Tomah, Monroe County, Wisconsin. The site is generally triangular in shape, generally level at street grade and is zoned highway business district. In March 2021, the site was purchased for $\$ 925,000$ or $\$ 0.48$ per square foot. The property was purchased for future commercial development.

## SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

| LAND SALES ADJUSTMENT GRID |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Comparable Number | 1 | 2 | 3 | 4 | Subject |
| Transaction Type | Sale | Sale | Sale | Sale | --- |
| Transaction Date | Apr-22 | Jul-21 | Jun-21 | Mar-2 1 | --- |
| Proposed Use | Residential | Multifamily Residential | Commercial / Industrial | Commercial | Hold for Commercial |
| Actual Sale Price | \$1,566,496 | \$3,555,000 | \$4,000,000 | \$925,000 | --- |
| Adjusted Sale Price ${ }^{1}$ | \$1,566,496 | \$3,555,000 | \$4,000,000 | \$925,000 | --- |
| Size (Acres) | 39.07 | 31.75 | 41.33 | 44.01 | 44.23 |
| Size (SF) | 1,701,889 | 1,383,054 | 1,800,335 | 1,917,076 | 1,926,783 |
| Price Per SF | \$0.92 | \$2.57 | \$2.22 | \$0.48 | --- |
| Price (\$ PSF) | \$0.92 | \$2.57 | \$2.22 | \$0.48 |  |
| Rights Conveyed | 0\% | 0\% | 0\% | 0\% |  |
| Financing Terms ${ }^{1}$ | 0\% | 0\% | 0\% | 0\% |  |
| Conditions of Sale | 0\% | 0\% | 0\% | 0\% |  |
| Market Conditions | 0\% | 0\% | 0\% | 0\% |  |
| Subtotal | \$0.92 | \$2.57 | \$2.22 | \$0.48 |  |
| Site Size | 0\% | 0\% | 0\% | 0\% |  |
| Topography | 0\% | 0\% | 0\% | 0\% |  |
| Location | 25\% | 0\% | 0\% | 25\% |  |
| Zoning/Density | 0\% | 0\% | 0\% | 0\% |  |
| Highest and Best Use | 0\% | 0\% | 0\% | 0\% |  |
| Total Adjustments | 25\% | 0\% | 0\% | 25\% |  |
| Value Indication | \$1.15 | \$2.57 | \$2.22 | \$0.60 |  |
| Absolute Adjustment | 25\% | 0\% | 0\% | 25\% |  |

${ }^{1}$ Adjusted sale price for cash equivalency and/or development costs (where applicable)
Compiled by CBRE
New commercial development has been minimal in recent years. Most sizable new developments have been oriented to residential (specifically multifamily) development. Consequently, the surveyed sales include two transactions (Sales One and Two) intended for residential development. Though historically a premium would be appropriate for commercially zoned land, no highest and best use adjustment was applied given recent development trends.

The surveyed sales had adjusted prices ranging from $\$ 1.15$ to $\$ 2.57$ per square foot. Sales One and Four were located in secondary markets with low population density and development pressure. With reliance on Sales Two and Three and price per square foot near the high-end of the adjusted range is appropriate.

## CONCLUSION

The following table presents the valuation conclusion:

| CONCLUDED LAND VALUE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\$$ SSF | Subject SF | Total |  |  |
| $\$ 2.25$ | x | $1,926,783$ | $=$ | $\$ 4,335,262$ |
| $\$ 2.50$ | x | $1,926,783$ | $=$ | $\$ 4,816,958$ |
| Indicated Value: |  |  |  | $\mathbf{\$ 4 , 5 7 5 , 0 0 0}$ |
|  |  | (Rounded \$ PSF) |  |  |
| Compiled by CBRE |  |  |  |  |

The adjacent vacant Macy's box sold in January 2023 for $\$ 2.6$ million. Based on the site size of 9.86 -acres, this implies a price of $\$ 6.05$ per square foot. The parcel was improved. Though vacant, it is likely the improvements contributed somewhat the price. Moreover, the site is much smaller than the overall mall parcel being valued. Given a lack to truly comparable sales this represents a reasonable cross-check to the concluded subject value which should be lower than the value indication for the Macy's parcel.

## Insurable Replacement Cost

Insurable Replacement Cost is defined as follows:

1. the value of an asset or asset group that is covered by an insurance policy; can be estimated by deducting costs of non-insurable items (e.g., land value) from market value.
2. The estimated cost, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design, and layout for insurance coverage purposes guaranteeing that damaged property is replaced with new property (i.e., depreciation is not deducted). ${ }^{6}$

CBRE, Inc. has followed traditional appraisal standards to develop a reasonable calculation based upon industry practices and industry-accepted publications such as the Marshall Valuation Service. The methodology employed is a derivation of the cost approach and is not reliable for Insurable Replacement Cost estimates. Actual construction costs and related estimates can vary greatly from this estimate.

The Insurable Replacement Cost estimate presented herein is intended to reflect the value of the destructible portions of the subject, based on the replacement of physical items that are subject to loss from hazards (excluding indestructible items such as basement excavation, foundation, site work, land value and indirect costs). In the case of the subject, this estimate is based upon the base building costs (direct costs) as obtained via the Marshall Valuation Service cost guide, with appropriate deductions.

This analysis should not be relied upon to determine proper insurance coverage as only consultants considered experts in cost estimation and insurance underwriting are qualified to provide an Insurable Replacement Cost. It is provided to aid the client/reader/user as part of their overall decision-making process and no representations or warranties are made by CBRE, Inc. regarding the accuracy of this estimate. It is strongly recommended that other sources be utilized to develop any estimate of Insurable Replacement Cost.

[^13]| INSURABLE REPLACEMENT COST |  |  |  |
| :---: | :---: | :---: | :---: |
| Primary Building Type: | Retail | Height per Story: | 20 Ft . |
| Effective Age: | 25 YRS | Number of Buildings: | 1 |
| Condition: | Average | Gross Building Area: | 398,589 SF |
| Exterior Wall: | Maonsy and Concrete | Net Rentable Area: | 306,613 SF |
| Number of Stories: | 1 | Average Floor Area: | 398,589 SF |
| MVS Section/Page/Class |  | 13/35/C | 13/36/C |
| Construction Quality |  | Average | Average |
| Building Component |  | Regional Mall | Concourse |
| Component Square Feet |  | 306,613 SF | 91,976 SF |
| Base Square Foot Cost |  | \$146.00 | \$106.00 |
| Square Foot Refinements |  |  |  |
| Heating and Cooling |  | \$2.50 | \$2.50 |
| Sprinklers |  | \$2.50 | \$2.50 |
| Subtotal |  | \$151.00 | \$111.00 |
| Height and Size Refinements |  |  |  |
| Number of Stories Multiplier |  | 1.000 | 1.000 |
| Height per Story Multiplier |  | 1.170 | 1.170 |
| Floor Area Multiplier |  | 0.780 | 0.780 |
| Subtotal |  | \$137.80 | \$101.30 |
| Cost Multipliers |  |  |  |
| Current Cost Multiplier |  | 1.05 | 1.05 |
| Local Multiplier |  | 1.04 | 1.04 |
| Final Square Foot Cost |  | \$150.48 | \$110.62 |
| Base Component Cost |  | \$46,139,259 | \$10,174,208 |
| Base Building Cost | (via Marshall Valuatio | e cost data) | \$56,313,467 |
| Insurable Exclusions | 10.0\% of Tota | g Cost | $(\$ 5,631,347)$ |
| Indicated Insurable Replacement Cost |  |  | \$50,682,120 |
| Rounded |  |  | \$50,700,000 |
| Value PSF |  |  | \$165.36 |
| Compiled by CBRE |  |  |  |

## Sales Comparison Approach

The following map and table summarize the comparable data used in the valuation of the subject. A detailed description of each transaction is included in the addenda.


| SUMMARY OF COMPARABLE RETAIL SALES |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Transaction |  | Year <br> Built | $\begin{gathered} \hline \text { GLA } \\ \text { (SF) } \\ \hline \end{gathered}$ | Adjusted Sale Price ${ }^{1}$ | Price PSF ${ }^{1}$ | NOI |  |  |
| No. | Property Name | Type | Date |  |  |  |  | Occ. | PSF | OAR |
| 1 | Northwoods Mall, 2200 War Memorial Drive Peoria, IL 61613 | Sale | Aug-22 | $\begin{gathered} 1983 / \\ 2005 \end{gathered}$ | 669,370 | \$19,000,000 | \$28.38 | N/A | \$6.75 | 23.77\% |
| 2 | Maplewood Mall, 3001 White Bear Avenue Maplewood, MN 55109 | Sale | Jun-22 | $\begin{gathered} 1974 \text { / } \\ 1996 \end{gathered}$ | 454,117 | \$27,500,000 | \$60.56 | N/A | \$7.27 | 12.00\% |
| 3 | Fairlane Town Center Mall, 18900 Michigan Avenue Dearborn, MI 48126 | Sale | May-22 | $\begin{gathered} 1976 / \\ 2007 \end{gathered}$ | 679,449 | \$34,888,475 | \$51.35 | 88\% | \$9.63 | 15.30\% |
| 4 | Wyoming Valley Mall, 29 Wyoming Valley Mall Wilkes-Barre, PA 18702 | Sale | Jul-21 | $\begin{gathered} 1971 / \\ 1995 \end{gathered}$ | 913,045 | \$17,000,000 | \$18.62 | 66\% | \$1.75 | 9.41\% |
| 5 | River Hills Mall, 1850 Adams Street Mankato, MN 56001 | Sale | Jul-21 | $\begin{gathered} 1991 / \\ 2006 \end{gathered}$ | 624,082 | \$29,405,000 | \$47.12 | 90\% | \$5.65 | 12.00\% |
| 6 | SouthPark Center Mall, 500 Southpark Center Strongsville, OH 44136 | Sale | Apr-21 | $\begin{gathered} 1996 / \\ 2006 \end{gathered}$ | 736,889 | \$57,720,150 | \$78.33 | 89\% | \$12.38 | 15.80\% |
| 7 | Lansing Mall, 5330 West Saginaw Lansing, MI 48917 | Sale | Mar-21 | 1969 | 350,000 | \$7,000,000 | \$20.00 | 57\% | \$3.43 | 17.17\% |
| 8 | Westwood Mall, 1850 West Michigan Avenue Jackson, MI 49202 | Sale | Mar-21 | $\begin{gathered} 1950 / \\ 1993 \end{gathered}$ | 272,523 | \$5,500,000 | \$20.18 | 39\% | \$3.41 | 16.92\% |
| Sub. | Valley View Mall, 3800 State Road 16 LaCrosse, WI 54601 | --- | --- | $\begin{gathered} 1980 / \\ 1991 \end{gathered}$ | 306,613 | --- | --- | 90\% | \$7.13 | --- |

${ }^{1}$ Adjusted sale price for cash equivalency, lease-up and/or deferred maintenance (where applicable)
Compiled by CBRE

## Location Adjustments

The following supplemental data was collected in order to provide support for our location adjustments:

| IMPROVED SALES LOCATION ADJUSTMENT ANALYSIS |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comparable Number | Subject | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Address | 3800 State Road 16 | 2200 War <br> Memorial Drive | 3001 White Bear Avenue | $18900$ <br> Michigan Avenue | 29 Wyoming Valley Mall | 1850 Adams Street | 500 Southpark Center | 5330 West Saginaw | 1850 West Michigan Avenue |
| Radius for Demographic Analysis | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius | 5 Mile Radius |
| 2022 Households | 25,930 | 51,253 | 77,739 | 133,782 | 50,034 | 25,660 | 56,640 | 48,203 | 32,392 |
| 2022 Average Household Income | \$83,759 | \$80,655 | \$102,624 | \$69,989 | \$68,886 | \$83,047 | \$106,979 | \$74,294 | \$68,868 |
| AHI Relative to Subject | --- | -3.7\% | 22.5\% | -16.4\% | -17.8\% | -0.9\% | 27.7\% | -11.3\% | -17.8\% |
| 2022 \% Renter Occupied Units | 38.9\% | 34.8\% | 30.2\% | 33.5\% | 36.8\% | 37.7\% | 22.2\% | 39.7\% | 35.1\% |
| 2022 \% Degree Age 25+ | 40.6\% | 32.4\% | 34.4\% | 20.7\% | 25.0\% | 40.8\% | 40.6\% | 31.8\% | 23.3\% |
| 2022 Median Age | 34.3 | 37.8 | 37.6 | 36.1 | 43.5 | 31.8 | 45.3 | 37.8 | 38.5 |
| Indicated Adjustment | --- | Similar | Superior | Similar | Inferior | Similar | Superior | Similar | Inferior |
| Concluded Quantitative Adjustment | --- | 0\% | -15\% | 0\% | 10\% | 0\% | -10\% | 0\% | 10\% |
| Compiled by CBRE |  |  |  |  |  |  |  |  |  |

The indicated adjustments will be used in the following discussions.

## DISCUSSION/ANALYSIS OF IMPROVED SALES

## Improved Sale One

This comparable is a regional mall known as Northwoods Mall. The property is located at 2200 War Memorial Drive in Peoria, Peoria County, Illinois. It is conveniently located off of Interstate 74 along War Memorial Drive, a primary retail corridor serving the market. The mall was originally developed in 1983 and renovated in 2005 . The mall includes three anchors JC Penney (unowned), a vacant Sears (unowned) and The Room Place/Round1 (owned). The owned portion totals 669,370 square feet. In August 2022 the property sold for a consideration of $\$ 19,000,000$, or $\$ 28.38$ per square foot to Kohan Retail. An overall capitalization rate of $23.77 \%$ was reported for the sale and was based on trailing actual in-place income. In-line tenant sales were reported at $\$ 397$ per square foot.

## Improved Sale Two

This comparable represents the June 2022 sale of Maplewood Mall located in Maplewood, Minnesota. Maplewood is located in the northeastern portion of the Minneapolis/St. Paul MSA. The mall is situated along the south side of Interstate 694 at the White Bear Avenue exit. The portion of the mall that sold totaled 454,117 square feet. Macy's, Kohl's, JCPenney and a vacant Sears were not included in the sale. Notable tenants at the mall at the time of sale included Barnes \& Noble, Shoe Department Encore, Foot Locker, H\&M, Victoria's Secret and Hollister. Inline sales were reported at $\$ 328$ per square foot. The mall sold to a redevelopment company headquartered in Nashville. It was reported that the buyer does not have any immediate plans for redevelopment. The sale was an off-market transaction. An overall capitalization rate of around $12.00 \%$ was reported for the sale.

## Improved Sale Three

This comparable is regional mall, known as Fairlane Town Center, located in Dearborn, Wayne County, Michigan. The mall was originally developed in 1976, renovated in 2000 and 2007, and totals $1,442,912$ square feet. The mall includes four anchors: Macy's (unowned), JCPenney (unowned), a vacant Sears (unowned) and Ford Motor Company (unowned). The unowned Ford anchor space was a former Lord \& Taylor department store. The owned mall component includes 679,449 square feet. Ford separately leases 120,364 square feet of contiguous space inside of the mall, which is part of the owned mall asset. Both spaces were built out as flex office space. In the spring of 2020, Ford vacated both spaces due to the reduced need for office space during the pandemic. The spaces remained dark as of the date of sale though Ford continues to meet its rent obligations under both leases. Ford has the option to terminate both leases in December 2024. In May 2022, the property sold along with a Texas mall for a consideration of $\$ 34,888,475$, or $\$ 51.35$ per square foot. Based on in-place income and expenses an overall capitalization rate of $18.75 \%$ is indicated by the sale. Excluding Ford rental income results in an adjusted capitalization rate of $15.30 \%$. Tenants under 10,000 square feet had average sales of $\$ 561$ per square foot.

## Improved Sale Four

This comparable is a regional mall, known as Wyoming Valley Mall, located in Wiles Barre, Luzerne County, Pennsylvania. The mall was originally developed in 1971, renovated in 1995 and totals 913,045 square feet. The mall includes four anchors JCPenney, Macy's (vacant) and Sears (vacant). Occupancy at the time of sale was reported to be around 66\%. In July 2021, the property sold for a consideration of $\$ 17,000,000$, or $\$ 18.62$ per square foot. An overall capitalization rate of $9.41 \%$ was reported for the sale. Inline tenant sales were not reported. Additional tenants include American Eagle Outfitters, Bath \& Body Works, GameStop and Children's Place.

## Improved Sale Five

This comparable is a 624,082 square foot retail property (regional mall) located at 1850 Adams St in Mankato, Minnesota. The improvements were constructed in 1991, renovated in 2006 and are situated on a 54.30 -acre site. The overall River Hills Mall includes the main mall building with four anchor tenants, four freestanding retail buildings (PetSmart, Party City, BounceTown and a vacant Sears Auto Body) and various vacant outlots. The enclosed mall includes a Target and JC Penney store which are connected but are separately owned. Included in the sale is the main mall, less the separately owned anchor tenants Target and JCPenney. Based upon review of public records, the components subject to the sale transaction total 624,082 square feet. The property sold in July 2021 for $\$ 29,405,000$, or $\$ 47.12$ per square foot. The mall was approximately $90 \%$ occupied at the time of sale. The buyer indicated a $12.00 \%$ capitalization rate on the acquisition. The average remaining lease term was approximately 3 years.

## Improved Sale Six

The comparable represents a regional enclosed mall known as SouthPark Center Mall located at 500-16996 SouthPark Center, Strongsville, Strongsville County, OH. The property is located in the southwest quadrant of Interstate 71 and Royalton Road, south of Interstate 80, in the southwest Cleveland metro area. The mall was originally developed in 1996 and expanded and renovated in 2006-2007. The property is two-level, located on 64 acres of land (owned; 122 acres overall). The property is anchored by Dick's Sporting Goods, Cinemark (16 screens), and Kohl's, all of which are owned. In addition, the property has four department store anchors that are separately owned: Macy's, JCPenney, Dillard's, and a former Sears (dark; closed in 2018). Kohl's is also located as an outlot along the ring road along the mall. The property includes approximately 170 inline retail and service tenants, including a food court. The mall represents the newest regional mall within the overall Cleveland market area and is northeast Ohio's largest retail center. The property was sold to New York-based hedge fund, Kize Capital LP. The seller, private-equity Starwood Capital Group, had owned the shopping center since 2012. At the time of sale, the owned GLA was $89.4 \%$ occupied. According to the selling broker, the property sold on a $15.8 \%$ overall rate on contract NOI at the time of closing. Further details of the buyer's underwriting or intentions were not disclosed. The buyer did obtain limited financing, equivalent
to about $38 \%$ of the sale price. Comp store sales were reported to average $\$ 383$ per square foot.

Improved Sale Seven
This comparable represents the sale of the Lansing Mall, a regional enclosed mall. The overall mall includes 706,925 square feet though the owned portion was approximately 350,000 square feet. The property was $57 \%$ occupied overall and the in-line occupancy rate was $61 \%$. Notable anchor and junior anchor tenants include JC Penney, Regal Cinemas, TJ Maxx, Barnes \& Noble and Dunham's Sports. There were dark anchors at the mall formerly occupied by Younkers and Macy's. Inline sales for tenants of less than 10,000 square feet were $\$ 260$. Sales for tenants of between 10,000 and 32,000 square feet were $\$ 139$ per square foot. In March 2021, the property sold for a consideration of $\$ 7,000,000$, or $\$ 20.00$ per square foot according to the listing broker. The capitalization rate was $17.17 \%$. The NOI was based on income in trailing actual in-place at the time of sale.

Improved Sale Eight
This comparable represents the sale of Westwood Mall in Jackson, Michigan. The mall is anchored by separately owned Walmart and JC Penney stores, and there is one owned vacant 70,500 square foot anchor space. Tenants in place included Encore Shoe Department, Maurice's, rue21, Kay Jewelers, American Eagle, Torrid, Hot Topic, Bath \& Body Works and GameStop among others. Inline sales for tenants of less than 10,000 square feet was $\$ 272$ per square foot. Sales for the one owned space over 10,000 square feet were $\$ 132$ per square foot. In March 2021, the property sold for a reported consideration of $\$ 5,500,000$, or $\$ 20.18$ per square foot. The reported NOI, based on actual trailing in-place income, reflected an overall capitalization rate of $16.92 \%$.

## ANALYSIS OF ADJUSTMENTS

## Property Rights Conveyed

Each of the sales represents a leased fee transaction, similar to the subject interest being appraised. Consequently, no adjustments were applied.

## Financial Terms

To the best of our knowledge, all of the sales utilized in this analysis were accomplished with cash or market-oriented financing. Therefore, no adjustments are required.

## Conditions of Sale

Adjustments for conditions of sale usually reflect the motivations of the buyer and the seller. In many situations the conditions of sale may significantly affect transaction prices. All sales are considered to be arms-length market transactions between both knowledgeable buyers and sellers on the open market. No adjustments were applied to the sale comparables.

## Market Conditions

Recent inflationary pressure and an anticipated economic slowdown have put upward pressure on capitalization rates. Downward adjustments were applied to the 2021 sale transactions.

Location
The location adjustments based on local demographics were previously illustrated.
Improvement Size
Large assets potentially limit the pool of buyers and make financing more complicated when pricing is higher. Sales One, Three, Four and Six were significantly larger than the subject and adjusted upward.

## Age and Condition

Given more recent construction or renovation dates, downward adjustments were applied to Sales Three, Five and Six on the basis of age and condition. Upward adjustments were applied to Sales Seven and Eight.

## Occupancy

Given the subsequent NOI adjustments applied, no occupancy adjustments were required.
Net Operating Income
This adjustment considers differences in in-place income for the subject and comparables sales. Consideration was given to fluid NOI projections for the subject and similar mall properties. Given investors placing some consideration of underlying prices per square foot the magnitude of the adjustment was not 1:1 for percentage differences between NOI.

## SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

| RETAIL SALES ADJUSTMENT GRID |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comparable Number | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Transaction Type | Sale | Sale | Sale | Sale | Sale | Sale | Sale | Sale |
| Transaction Date | Aug-22 | Jun-22 | May-22 | Jul-21 | Jul-21 | Apr-21 | Mar-21 | Mar-21 |
| Year Built/Renovated | 1983/2005 | 1974 / 1996 | 1976 / 2007 | 1971 / 1995 | 1991/2006 | 1996 / 2006 | 1969 | 1950 / 1993 |
| Property Subtype | Regional Mall | Regional Mall | Regional Mall | Regional Mall | Mall | Regional Mall | Regional Mall | Regional Mall |
| GLA (SF) | 669,370 | 454,117 | 679,449 | 913,045 | 624,082 | 736,889 | 350,000 | 272,523 |
| Actual Sale Price | \$19,000,000 | \$27,500,000 | \$34,888,475 | \$17,000,000 | \$29,405,000 | \$57,720,150 | \$7,000,000 | \$5,500,000 |
| Adjusted Sale Price ${ }^{1}$ | \$19,000,000 | \$27,500,000 | \$34,888,475 | \$17,000,000 | \$29,405,000 | \$57,720,150 | \$7,000,000 | \$5,500,000 |
| Price Per SF ${ }^{1}$ | \$28.38 | \$60.56 | \$51.35 | \$18.62 | \$47.12 | \$78.33 | \$20.00 | \$20.18 |
| Occupancy | N/A | N/A | 88\% | 66\% | 90\% | 89\% | 57\% | 39\% |
| NOI Per SF | \$6.75 | \$7.27 | \$7.86 | \$1.75 | \$5.65 | \$12.38 | \$3.43 | \$3.41 |
| OAR | 23.77\% | 12.00\% | 15.30\% | 9.41\% | 12.00\% | 15.80\% | 17.17\% | 16.92\% |
| Adj. Price PSF | \$28.38 | \$60.56 | \$51.35 | \$18.62 | \$47.12 | \$78.33 | \$20.00 | \$20.18 |
| Rights Conveyed | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% |
| Financing Terms ${ }^{1}$ | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% |
| Conditions of Sale | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% |
| Market Conditions | 0\% | 0\% | 0\% | -5\% | -5\% | -5\% | -5\% | -5\% |
| Subtotal - Price PSF | \$28.38 | \$60.56 | \$51.35 | \$17.69 | \$44.76 | \$74.41 | \$19.00 | \$19.17 |
| Location | 0\% | -15\% | 0\% | 10\% | 0\% | -10\% | 0\% | 10\% |
| Improvement Size | 10\% | 0\% | 10\% | 10\% | 0\% | 10\% | 0\% | 0\% |
| Age and Condition | 0\% | 0\% | -10\% | 0\% | -10\% | -10\% | 10\% | 10\% |
| Occupancy | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 15\% | 25\% |
| NOI PSF | 5\% | 0\% | -5\% | 100\% | 25\% | -40\% | 100\% | 100\% |
| Total Adjustments | 15\% | -15\% | -5\% | 120\% | 15\% | -50\% | 125\% | 145\% |
| Indicated Value PSF | \$32.64 | \$51.48 | \$48.78 | \$38.92 | \$51.48 | \$37.21 | \$42.75 | \$46.97 |
| Absolute Adjustment | 15\% | 15\% | 25\% | 125\% | 40\% | 75\% | 130\% | 150\% |

${ }^{1}$ Adjusted for cash equivalency, lease-up and/or deferred maintenance (where applicable)
Compiled by CBRE
On an adjusted basis, the sales range from $\$ 32.64$ to $\$ 51.48$ per square foot, with an average indication of $\$ 43.78$ per square foot. An interviewed market participant indicated that active buyers are targeting prices in the $\$ 25$ to $\$ 75$ per square foot range (maybe up to $\$ 90$ per square foot in specific circumstances). The implied adjusted range is supported by general investor input. Sales Four, Seven and Eight required significant NOI adjustments and were given less reliance. The remaining sales had a similar average adjusted sale price of $\$ 44.32$ per square foot. A value conclusion near the overall adjusted average and near the indication for Sales One, Two, Three, Five and Six was considered appropriate.

## SALE PRICE PER SQUARE FOOT CONCLUSION

The following chart presents the valuation conclusion:

| SALES COMPARISON APPROACH |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | $=$ | Value |
| GLA (SF) | $\mathbf{X}$ | Value PSF | $=$ | $\$ 12,571,133$ |
| 306,613 | X | $\$ 41.00$ | $=$ | $\$ 14,104,198$ |
| 306,613 | X | $\$ 46.00$ |  |  |

VALUE CONCLUSION
Indicated As Is Value $\quad \mathbf{\$ 1 3 , 3 0 0 , 0 0 0}$
Rounded
\$13,300,000
As Is Value PSF \$43.38

Compiled by CBRE

## Income Capitalization Approach

The income capitalization approach reflects the subject's income-producing capabilities. This approach is based on the assumption that value is created by the expectation of benefits to be derived in the future. Specifically estimated is the amount an investor would be willing to pay to receive an income stream plus reversion value from a property over a period of time. The two common valuation techniques associated with the income capitalization approach are direct capitalization and the discounted cash flow (DCF) analysis.

In direct capitalization, net operating income is divided by an overall capitalization rate to indicate an opinion of market value. In the discounted cash flow method, anticipated future cash flows and a reversionary value are discounted to an opinion of net present value at a chosen yield rate (internal rate of return). Investors acquiring this type of asset will typically look at year one returns but must also consider long-term strategies. Hence, depending on certain factors, both the direct capitalization and discounted cash flow techniques have merit.

We expect that an investor would consider both projected one-year net operating income using current capitalization rates (direct capitalization method) and future tenant rollover relative to projected market rental levels, etc. (discounted cash flow). Considering all of the aspects that would influence an investment decision in the subject property, we conclude that both methods are appropriate in this assignment.

In establishing market rental rates for mall properties, primary reliance is typically placed on a) recent leasing activity at the mall and b) tenant sale trends. Regional malls differ substantially from non-mall retail properties. Consequently, local rent comparables are only relied upon when there is a similar quality mall in the local market. As the subject is $60+$ miles from a comparable retail mall asset, primary reliance has been placed on actual subject leasing activity and estimated rental rates derived from tenant sale trends. Comparable mall leases were summarized from regional mall properties in the Midwest. Please note, there are a limited number of mall owners/manager and leasing information is highly proprietary. Consequently, the information has been presented in a confidential manner to support the market rental rates derived from subject leasing/sales activity.

## COMPARATIVE LEASE ANALYSIS

The following table shows a summary of the space allocation for the subject.

MARKET RENT CATEGORIES

| Space Allocation | Size |
| :--- | ---: |
| Anchor | $96,357 \mathrm{SF}$ |
| Junior Anchor | $30,701 \mathrm{SF}$ |
| Inline $>5,000 \mathrm{SF}$ | $39,406 \mathrm{SF}$ |
| Inline 2,500-4,999 SF | $41,793 \mathrm{SF}$ |
| Inline 1,000-2,499 SF | $18,992 \mathrm{SF}$ |
| Inline < 1,000 SF | $5,412 \mathrm{SF}$ |
| Food Court / Jewelry | $9,638 \mathrm{SF}$ |
| Kiosk | 373 SF |
| Compiled by CBRE |  |

Subject market rent categories were separated primarily by suite size.
There is one owned anchor suite at the subject. The 96,357 square foot space is leased to JCPenney. Three additional anchor suites are separately owned. Additional inline suites at the subject center were sorted into leasing categories including Junior Anchor (> 16,000 SF), Inline $>5,000$ SF, Inline 2,500-4,999 SF, Inline 1,000-2,499 SF and Inline < 1,000 SF. Finally, a separate market leasing category was applied to food court and jewelry spaces. There are three occupied ATM/kiosk spaces, as well.

Comparable leases were primarily selected from a survey of Class B/C mall properties in the Midwestern United States. Given the confidential nature of the lease information, locations were identified by state only. In some cases, the comparables were supplemented with local freestanding or shopping center retail leases in the Minneapolis MSA.

## ANCHOR/DEPARTMENT STORE LEASES

| COMPARABLE ANCHOR LEASES |  |  |  |  |  |
| :---: | :---: | :--- | :---: | :---: | :---: |
| Lease <br> Start | Size <br> (SF) | Location |  | Rent <br> (\$ PSF) | Term <br> (Yrs.) |
| Jun-21 | 64,408 | MN Regional Mall | $\$$ | 8.67 | 10 |
| Nov-19 | 48,638 | WI Regional Mall | $\$$ | 10.00 | 10 |
| Oct-21 | 75,751 | MN Regional Mall | $\$$ | 2.00 | 3 |
| Jan-23 | 41,111 | MN Regional Mall (pending) | $\$$ | 8.51 | 10 |
| Feb-20 | 66,000 | WI Regional Mall | $\$$ | 13.00 | 5 |
| Jan-22 | 53,355 | MI Regional Mall | $\$$ | 12.00 | 2 |

Source: Lease Documents and Rent Roll

As shown, the recent leases available in the market for this category indicate base contract rent in a range from $\$ 2.00$ to $\$ 13.00$ per square foot. Tenants represented include and entertainment concept, furniture store and large theater, among others. New leasing activity for department store space has been modest. As observed at the subject, dark anchor spaces are commonly sold to end-users rather than leased on the open market.

JUNIOR ANCHOR LEASES

| COMPARABLE JUNIOR ANCHOR LEASES |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Lease Start | Size (SF) | Location |  | Rent PSF) | Term <br> (Yrs.) |
| Mar-21 | 36,656 | MN Regional Mall | \$ | 16.74 | 10 |
| Feb-22 | 16,462 | IN Regional Mall | \$ | 13.48 | 5 |
| Jan-23 | 22,000 | MN Regional Mall (pending) | \$ | 17.50 | 10 |
| Apr-19 | 25,925 | WI Regional Mall | \$ | 14.50 | 5 |
| Feb-20 | 24,732 | MI Regional Mall | \$ | 6.90 | 5 |
| Source: Lease Documents and Rent Roll |  |  |  |  |  |

As shown, the recent leases available in the market for tenants this category indicate base contract rent in a range $\$ 6.90$ to $\$ 17.50$ per square foot. Tenants represented include Barnes \& Noble, Books-a-Million and a gym user among others.

INLINE TENANTS > 5,000 SF

| COMPARABLE $>\mathbf{5 , 0 0 0}$ SF LEASES |  |  |  |  |  |
| :---: | :---: | :--- | :---: | :---: | :---: |
| Lease <br> Start | Size <br> (SF) | Location |  | Rent <br> (\$ PSF) | Term <br> (Yrs.) |
| Mar-22 | 15,379 | MN Regional Mall | $\$$ | 34.16 | 10 |
| Jan-23 | 15,350 | MN Regional Mall (pending) | $\$$ | 7.79 | 10 |
| Feb-21 | 15,115 | MI Regional Mall | $\$$ | 12.28 | 5 |
| Mar-20 | 14,396 | IL Regional Mall | $\$$ | 31.12 | 5 |
| Sep-20 | 5,579 | WI Regional Mall | $\$$ | 32.71 | 4 |
| Feb-21 | 8,713 | MN Regional Mall | $\$$ | 23.90 | 14 |
| Feb-20 | 7,124 | WI Regional Mall | $\$$ | 38.78 | 3 |

Source: Lease Documents and Rent Roll
As shown, the recent leases available in the market for tenants in this category indicate contract rent in a range $\$ 7.79$ to $\$ 38.78$ per square foot. Tenants represented include a combination of local/regional users and national retailers such as Wisdom Gaming and Pottery Barn, among others.

RETAIL TENANTS 2,500-4,999 SF
COMPARABLE 2,500-4,999 SF LEASES

| Lease <br> Start | Size <br> $($ SF $)$ | Location | Rent <br> (\$ PSF) | Term <br> (Yrs.) |  |
| :---: | :---: | :--- | :---: | :---: | :---: |
| Feb-22 | 3,314 | IN Regional Mall | $\$$ | 22.75 | 1 |
| Feb-22 | 3,700 | IN Regional Mall | $\$$ | 24.92 | 10 |
| Oct-19 | 4,237 | WI Regional Mall | $\$$ | 50.64 | 5 |
| Jul-20 | 3,384 | WI Regional Mall | $\$$ | 54.29 | 5 |
| Oct-19 | 3,032 | WI Regional Mall | $\$$ | 51.27 | 10 |
| Sep-19 | 4,969 | WI Regional Mall | $\$$ | 35.91 | 10 |
| Mar-19 | 3,398 | WI Regional Mall | $\$$ | 35.67 | 3 |
| Jan-22 | 2,578 | MN Regional Mall | $\$$ | 40.00 | 10 |
| Oct-21 | 3,047 | MI Regional Mall | $\$$ | 54.00 | 2 |

Source: Lease Documents and Rent Roll
As shown, the recent leases available in the market for tenants in this category indicate contract rent in a range $\$ 22.75$ to $\$ 54.29$ per square foot. Tenants represented include Lululemon, J. Jill, Vans and Hollister, among others. This leasing category has historically been oriented to apparel users.

RETAIL TENANTS 1,000-2,499 SF
COMPARABLE 1,000-2,499 SF LEASES

| Lease <br> Start | Size <br> (SF) | Location | Rent <br> (\$ PSF) | Term <br> (Yrs.) |  |
| :---: | :---: | :--- | :---: | :---: | :---: |
| Sep-21 | 2,015 | MN Regional Mall | $\$$ | 50.58 | 3 |
| Feb-22 | 1,718 | IN Regional Mall | $\$$ | 49.50 | 3 |
| Feb-22 | 1,277 | MI Regional Mall | $\$$ | 37.14 | 15 |
| Apr-20 | 2,098 | WI Regional Mall | $\$$ | 53.00 | 10 |
| Dec-19 | 2,258 | WI Regional Mall | $\$$ | 42.00 | 10 |
| Jun-22 | 2,346 | MN Regional Mall | $\$$ | 50.00 | 10 |
| May-22 | 1,000 | MI Regional Mall | $\$$ | 65.28 | 6 |
|  |  |  |  |  |  |
| Source: Lease Documents and Rent Roll |  |  |  |  |  |

As shown, the recent leases available in the market for tenants in this category indicate base contract rent in a range $\$ 37.14$ to $\$ 65.28$ per square foot.

RETAIL TENANTS < 1,000 SF AND JEWELRY OR FOOD COURT LEASES
COMPARABLE UNDER 1,000 SF AND FOOD COURT LEASES

| Lease <br> Start | Size <br> (SF) | Location | Rent <br> (\$ PSF) | Term <br> (Yrs.) |  |
| :---: | :---: | :--- | :---: | :---: | :---: |
| Jul-21 | 879 | MN Regional Mall | $\$$ | 101.91 | 5 |
| May-21 | 357 | MN Regional Mall | $\$$ | 109.29 | 5 |
| Aug-21 | 438 | IN Regional Mall | $\$$ | 160.77 | 3 |
| Nov-21 | 633 | MN Regional Mall | $\$$ | 117.99 | 10 |
| Feb-22 | 232 | MI Regional Mall | $\$$ | 148.03 | 5 |
| Feb-21 | 494 | IL Regional Mall | $\$$ | 63.76 | 7 |
| Feb-20 | 850 | MI Regional Mall | $\$$ | 146.95 | 5 |
| Feb-20 | 554 | WI Regional Mall | $\$$ | 71.48 | 1 |
| Jul-19 | 682 | WI Regional Mall | $\$$ | 108.74 | 10 |
| May-22 | 990 | MI Regional Mall | $\$$ | 65.28 | 6 |

Source: Lease Documents and Rent Roll
The preceding table includes a variety of small retail spaces occupied by food court and jewelry tenants in addition to conventional retailers. Given the small suite sizes, rental rates tend to represent a significant premium over larger suite spaces. As shown, the recent leases available in the market for tenants in this category indicate contract rent in a range of $\$ 63.76$ to $\$ 160.77$ per square foot. Tenants represented include Doc Popcorn, Chill Bubble Tea and China Experience, among others.

## OCCUPANCY COST

Market rental rates are based on a cost of occupancy analysis correlating retail sales for tenants by size or use categories to achievable market rents.

Regional and super-regional shopping centers are typically considered to be separate entities segregated by age, condition, design, visibility, accessibility, tenant mix and the influence of the trade area. Therefore, a comparative lease analysis received was considered as secondary to the subject analysis.

The following table includes tenant occupancy costs as reported by the Urban Land Institute. Though oriented to open air centers the general ratios are comparable to mall retailers.

| SUMMARY TENANT INFORMATION TABLES FOR U.S. OPEN AIR SHOPPING CENTERS BY RETAIL CATEGORY |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Table 1-20 |  |  |  |  |  |  |  |  |  |  |  |  |
| Tenant Classification | Number In Sample | Median GLA <br> (SF) | Median Sales PSF | Median <br> Rate of Percentage Rent |  | Median <br> otal Rent PSF |  | Median ommon Area Charge PSF |  | dian <br> perty <br> axes PF | Median <br> Total <br> Charges PSF | Median Total Charges as Percent of Sales |
| General merchandise | 309 | 15,000 | \$ 148.07 | 2.50\% | \$ | 6.50 | \$ | 0.82 | \$ | 0.89 | \$ 7.87 | 6.35\% |
| Food | 396 | 31,777 | \$ 402.13 | 1.25\% | \$ | 10.84 | \$ | 1.28 | \$ | 1.46 | \$ 13.90 | 3.80\% |
| Food service | 1,651 | 2,100 | \$ 324.38 | 6.00\% | \$ | 20.07 | \$ | 2.30 | \$ | 1.81 | \$ 25.50 | 10.35\% |
| Clothing and accessories | 682 | 4,370 | \$ 286.65 | 5.00\% | \$ | 18.54 | \$ | 2.24 | \$ | 1.61 | \$ 23.81 | 10.79\% |
| Shoes | 183 | 3,044 | \$ 204.81 | 6.00\% | \$ | 17.15 | \$ | 1.63 | \$ | 1.56 | \$ 20.90 | 11.09\% |
| Home furnishings | 275 | 6,114 | \$ 233.74 | 5.00\% | \$ | 16.00 | \$ | 1.84 | \$ | 1.73 | \$ 20.17 | 11.97\% |
| Home appliances/music | 178 | 2,556 | \$ 304.42 | 3.50\% | \$ | 15.25 | \$ | 1.51 | \$ | 1.52 | \$ 19.05 | 8.68\% |
| Building mat./hardware | 105 | 5,605 | \$ 323.87 | 3.00\% | \$ | 11.40 | \$ | 1.52 | \$ | 1.62 | \$ 15.20 | 5.55\% |
| Automotive | 95 | 4,768 | \$ 237.92 | 3.00\% | \$ | 13.39 | \$ | 1.59 | \$ | 1.79 | \$ 15.93 | 6.98\% |
| Hobby/special interest | $302$ | 2,771 | $\text { \$ } 236.77$ | 5.00\% | \$ | 16.49 | \$ | 1.86 | \$ | 1.63 | \$ 20.45 | 10.91\% |
| Gifts/specialty | 238 | 4,041 | \$ 155.52 | 6.00\% | \$ | 15.40 | \$ | 1.61 | \$ | 1.54 | \$ 19.09 | 14.67\% |
| Jewelry | 107 | 1,488 | \$ 450.86 | 6.00\% | \$ | 20.40 | \$ | 2.67 | \$ | 1.80 | \$ 26.43 | 7.91\% |
| Liquor | 94 | 2,856 | \$ 435.84 | 3.50\% | \$ | 16.11 | \$ | 2.22 | \$ | 1.63 | \$ 19.31 | 6.20\% |
| Drugs | 110 | 11,760 | \$ 458.51 | 2.12\% | \$ | 11.00 | \$ | 1.15 | \$ | 1.62 | \$ 14.46 | 3.39\% |
| Other retail | 770 | 1,920 | \$ 258.59 | 5.00\% | \$ | 17.50 | \$ | 2.10 | \$ | 1.64 | \$ 22.12 | 10.93\% |
| Personal services | $1,648$ | 1,420 | \$ 175.61 | 6.00\% | \$ | 17.93 | \$ | 2.14 | \$ | 1.65 | \$ 22.17 | 16.42\% |
| Entertainment/community | 250 | 3,510 | \$ 76.44 | 10.00\% | \$ | 12.72 | \$ | 1.47 | \$ | 1.46 | \$ 16.18 | 17.77\% |
| Financial* | 579 | 1,978 | \$ 374.05 |  | \$ | 18.22 | \$ | 1.82 | \$ | 1.77 | \$ 22.14 | 21.63\% |
| Offices (Excl. Financial) | 597 | 1,640 | \$ 296.69 | 5.00\% | \$ | 15.61 | \$ | 1.80 | \$ | 1.61 | \$ 19.01 | 9.75\% |
| Includes owned and non-owned space. <br> *Less than $10 \%$ of this category in open air shopping centers is comprised of ATMs. |  |  |  |  |  |  |  |  |  |  |  |  |
| Source: ULI - the Urban Land Institute |  |  |  |  |  |  |  |  |  |  |  |  |

The following tables present mall classification and tenant occupancy costs as reported by Korpacz Realty Advisors.

KORPACZ REALTY ADVISORS, INC.
REGIONAL MALL CLASSIFICATION SURVEY CONCLUSIONS
Inline Retail Sales Per Square Foot

| Classification | As of 1/1/2018 | As of 1/1/2019 | As of 1/1/2020 | As of 1/1/2021 ${ }^{(1)}$ | As of 1/1/2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Trophy | \$875 and up | \$900 and up | \$925 and up | \$925 and up | \$925 and up |
| A+ | \$700 to \$874 | \$715 to \$899 | \$735 to \$924 | \$735 to \$924 | \$760 to \$924 |
| A | \$540 to \$699 | \$550 to \$714 | \$575 to \$734 | \$575 to \$734 | \$600 to \$759 |
| B+ | \$450 to \$539 | \$460 to \$549 | \$460 to \$574 | \$460 to \$574 | \$480 to \$599 |
| B | \$375 to \$449 | \$390 to \$459 | \$390 to \$459 | \$390 to \$459 | \$400 to \$479 |
| C+ | \$315 to \$374 | \$325 to \$389 | \$325 to \$389 | \$325 to \$389 | \$325 to \$399 |
| C | \$275 to \$314 | \$275 to \$324 | \$275 to \$324 | \$275 to \$324 | \$280 to \$324 |
| D | Less than \$275 | Less than \$275 | Less than \$275 | Less than \$275 | Less than \$280 |

[^14]KORPACZ REALTY ADVISORS, INC. ACCEPTABLE COST OF OCCUPANCY RATIO SURVEY CONCLUSIONS

Occupancy Cost to Sales Ratio

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mall <br> Classification | As of 1/1/2018 | As of 1/1/2019 | As of 1/1/2020 | As of 1/1/2021 ${ }^{(1)}$ | As of 1/1/2022 |
| Trophy | No higher than 18.0\% | No higher than 18.0\% | No higher than 18.0\% | No higher than 18.0\% | No higher than 18.0\% |
| A+ | 15.75\% - 17.25\% | 15.75\% - 17.25\% | 15.75\% - 17.25\% | 15.75\% - 17.25\% | 15.75\% - 17.25\% |
| A | 14.50\% - 15.75\% | 14.50\% - 15.75\% | 14.50\% - 15.75\% | 14.50\% - 15.75\% | 14.35\% - 15.75\% |
| B+ | 13.00\% - 14.50\% | 13.50\% - 14.50\% | 13.50\% - 14.50\% | 13.50\% - 14.50\% | 13.30\% - 14.35\% |
| B | 11.00\% - 13.00\% | 11.00\% - 13.50\% | 11.00\% - 13.50\% | 11.00\% - 13.50\% | 10.50\% - 13.30\% |
| C+ | 10.25\% - 11.00\% | 10.25\% - 11.00\% | 10.25\% - 11.00\% | 10.25\% - 11.00\% | 9.50\% - 10.50\% |
| C | 9.00\% - 10.25\% | 9.00\% - 10.25\% | 9.00\% - 10.25\% | 9.00\% - 10.25\% | 8.50\% - 9.50\% |
| D | Less than 9.00\% | Less than 9.00\% | Less than 9.00\% | Less than 9.00\% | Less than $8.50 \%$ |

Al survey participants include minimum rent, percentage rent, CAM, and real estate taxes in their cost of occupancy calculations. Other costs such as utilities, insurance, and merchants' association dues are included for some of the survey participants.

As sales increase, healthy occupancy ratios also increase. Over the trailing 12 months retail sales for subject comp stores under 10,000 square feet averaged $\$ 366$ per square foot. This is within the range for Class $C+$ malls ( $\$ 325$ to $\$ 399$ per square foot). The Korpacz Realty Advisors survey indicates that occupancy costs are considered acceptable in the 9.50\% to $10.50 \%$ range. Comparable subject suites under 10,000 square feet have an average occupancy cost ratio of $10.50 \%$.

The following table summarizes sales and occupancy cost ratios by leasing category.

| OCCUPANCY COST ANALYSIS - SUMMARY TABLE |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Min Cost <br> Ratio | Max Cost <br> Ratio |  | Avg Cost <br> Ratio | Pvg Sales |
| Category | $3.14 \%$ | $3.14 \%$ | $3.14 \%$ | $\$ 84.12$ | Avg SF |
| Anchor | $3.82 \%$ | $3.82 \%$ | $3.82 \%$ | $\$ 170.47$ | 30,701 |
| Junior Anchor | $5.35 \%$ | $16.53 \%$ | $9.59 \%$ | $\$ 381.06$ | 39,406 |
| Inline Above 5,000 SF | $7.00 \%$ | $17.63 \%$ | $10.57 \%$ | $\$ 215.27$ | 24,494 |
| Inline 2,500-4,999 SF | $8.06 \%$ | $24.91 \%$ | $11.37 \%$ | $\$ 448.65$ | 14,145 |
| Inline 1,000-2,499 SF | $8.82 \%$ | $20.08 \%$ | $13.34 \%$ | $\$ 637.77$ | 2,480 |
| Inline Below 1,000 SF | $13.29 \%$ | $21.42 \%$ | $17.23 \%$ | $\$ 643.98$ | 6,116 |
| Food Court / Jewelry | $\mathbf{3 . 1 4 \%}$ | $\mathbf{2 4 . 9 1 \%}$ | $\mathbf{6 . 5 4 \%}$ | $\mathbf{\$ 2 1 2 . 8 9}$ | $\mathbf{2 1 3 , 6 9 9}$ |
| Total/Avg |  |  |  |  |  |

Compiled by CBRE
Excluding anchor and kiosk spaces, the subject had an average occupancy cost ratio of $10.50 \%$. Management reports a comp store occupancy cost ratio of $10.50 \%$. Though Korpacz notes an acceptable range to be between $9.50 \%$ and $10.50 \%$, in practice this range varies by suite size and tenant type. Smaller suites, food tenants and jewelry tenants commonly feature aboveaverage cost ratios. This is echoed by the preceding table in which jewelry, food court and leases under 1,000 square feet have higher than typical cost ratios, which is anticipated.

## ANCHOR

Occupancy costs for Inline Tenants over 40,000 square feet, where sales volumes were reported, are illustrated in the following table.

| OCCUPANCY COST ANALYSIS - ANCHOR |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Tenant | Square Feet | Sales PSF | Base Rent <br> PSF |  | Recoveries <br> PSF | Percentage <br> Rent PSF | Total Rent <br> PSF | Cost Ratio |
|  | 96,357 | $\$ 84.12$ | $\$ 2.34$ | $\$ 0.31$ | $\$ 0.00$ | $\$ 2.65$ | $3.14 \%$ |  |
| Minimum | 96,357 | $\$ 84.12$ | $\$ 2.34$ | $\$ 0.31$ | -- | $\$ 2.65$ | $3.14 \%$ |  |
| Maximum | 96,357 | $\$ 84.12$ | $\$ 2.34$ | $\$ 0.31$ | -- | $\$ 2.65$ | $3.14 \%$ |  |
| Average | 96,357 | $\$ 84.12$ | $\$ 2.34$ | $\$ 0.31$ | $\$ 0.00$ | $\$ 2.65$ | $3.14 \%$ |  |

Compiled by CBRE
There is one occupied tenant space over 40,000 square feet. JCPenney renewed its lease several years ago at a nominal base rental rate. As tenant sales have declined in recent years, the occupancy cost ratio has reached $3.1 \%$. Though relatively normal for department store tenants, the increasing rate is a risk factor.

## JUNIOR ANCHOR

Occupancy costs for remaining tenants over 20,000 SF, where sales volumes were reported, are illustrated in the following table.

OCCUPANCY COST ANALYSIS - JUNIOR ANCHOR

| Tenant | Square Feet | Sales PSF | Base Rent <br> PSF | Recoveries <br> PSF | Percentage <br> Rent PSF | Total Rent <br> PSF | Cost Ratio |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Barnes \& Noble | 30,701 | $\$ 170.47$ | $\$ 6.51$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 6.51$ | $3.82 \%$ |
| Minimum | 30,701 | $\$ 170.47$ | $\$ 6.51$ | -- | -- | $\$ 6.51$ | $3.82 \%$ |
| Maximum | 30,701 | $\$ 170.47$ | $\$ 6.51$ | -- | -- | $\$ 6.51$ | $3.82 \%$ |
| Average | 30,701 | $\$ 170.47$ | $\$ 6.51$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 6.51$ | $3.82 \%$ |

Compiled by CBRE
The lone tenant in this category is Barnes \& Noble. In recent years, the tenant has been paying percentage rent in lieu of base rent. The tenant agreed to renew its lease at a base rental rate of $\$ 6.51$ per square foot. This implies a cost ratio of $3.8 \%$ based on trailing 12 month sales. Below average cost ratios are anticipated for tenants over 10,000 square feet. The current implied cost ratio is considered healthy and point to upside potential with respect to market rent. There are no vacant suites in this category.

RETAIL TENANTS $>5,000$ SF
Occupancy costs for inline tenants $>5,000$ square feet, where sales volumes were reported, are illustrated in the following table.

| OCCUPANCY COST ANALYSIS - INLINE ABOVE 5,000 SF |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tenant | Square Feet | Sales PSF | Base Rent PSF | Recoveries PSF | Percentage Rent PSF | Total Rent PSF | Cost Ratio |
| Bath \& Body Works | 5,000 | \$618.33 | \$0.00 | \$3.54 | \$30.92 | \$34.46 | 5.57\% |
| Buckle | 6,664 | \$390.29 | \$30.01 | \$25.24 | \$0.00 | \$55.25 | 14.16\% |
| Express | 5,270 | \$175.31 | \$0.00 | \$4.39 | \$8.77 | \$13.16 | 7.50\% |
| ULTA | 10,966 | \$410.03 | \$8.80 | \$13.13 | \$0.00 | \$21.93 | 5.35\% |
| Maurices | 6,175 | \$289.30 | \$20.24 | \$3.93 | \$23.67 | \$47.84 | 16.53\% |
| American Eagle | 5,331 | \$397.09 | \$50.65 | \$4.59 | \$0.00 | \$55.23 | 13.91\% |
| Minimum | 5,000 | \$175.31 | -- | \$3.54 | -- | \$13.16 | 5.35\% |
| Maximum | 10,966 | \$618.33 | \$50.65 | \$25.24 | \$30.92 | \$55.25 | 16.53\% |
| Average | 6,568 | \$381.06 | \$17.55 | \$10.19 | \$8.80 | \$36.55 | 9.59\% |
| Compiled by CBRE |  |  |  |  |  |  |  |

Within this category, occupancy costs range from $5.35 \%$ to $16.53 \%$ with an average indication of $9.59 \%$. The average cost ratio is within the acceptable Class C+ range of $9.50 \%$ to $10.50 \%$ per Korpacz. This implies the current contract rates are reasonable on a gross basis. ULTA has indicated its intention to relocate to a new destination in the local market in fall 2023. We have assumed the tenant will vacate as of September 2023. Given the limited remaining term, no base rental income was attributed to the tenant in the direct capitalization method.

RETAIL TENANTS 2,500-4,999 SF
Occupancy costs for tenants 2,500 to 4,999 square feet, where sales volumes were reported, are illustrated in the following table.

| OCCUPANCY COST ANALYSIS - INLINE 2,500-4,999 SF |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tenant | Square Feet | Sales PSF | Base Rent PSF | Recoveries PSF | Percentage Rent PSF | Total Rent PSF | Cost Ratio |
| Famous Footwear | 4,011 | \$325.96 | \$17.45 | \$3.31 | \$2.11 | \$22.87 | 7.02\% |
| HuHot Grill | 4,969 | \$235.10 | \$0.00 | \$0.00 | \$16.46 | \$16.46 | 7.00\% |
| Foot Locker | 4,092 | \$227.68 | \$15.00 | \$25.14 | \$0.00 | \$40.14 | 17.63\% |
| Torrid | 3,981 | \$136.30 | \$15.77 | \$0.00 | \$0.00 | \$15.77 | 11.57\% |
| Rue21 | 4,675 | \$114.47 | \$0.00 | \$3.99 | \$5.72 | \$9.71 | 8.48\% |
| Visionworks | 2,766 | \$284.84 | \$36.15 | \$4.22 | \$0.00 | \$40.37 | 14.17\% |
| Minimum | 2,766 | \$114.47 | -- | -- | -- | \$9.71 | 7.00\% |
| Maximum | 4,969 | \$325.96 | \$36.15 | \$25.14 | \$16.46 | \$40.37 | 17.63\% |
| Average | 4,082 | \$215.27 | \$12.01 | \$5.98 | \$4.78 | \$22.76 | 10.57\% |
| Compiled by CBRE |  |  |  |  |  |  |  |

Within this category, occupancy costs range from $7.00 \%$ to $17.63 \%$ with an average indication of $10.57 \%$. The average cost ratio of $10.57 \%$ is near the high-end of the acceptable Class C+ range of $9.50 \%$ to $10.50 \%$ per Korpacz, though the average is significantly impacted by Torrid and Rue 21 with low sales totals. Though a lower market rental rate is implied by the sales totals within this category of leases, we have considered the performance of slightly larger and smaller subject suites in our market rent estimate.

## RETAIL TENANTS 1,000-2,499 SF

Occupancy costs for tenants 1,000 to 2,499 square feet, where sales volumes were reported, are illustrated in the following table.

| OCCUPANCY COST ANALYSIS - INLINE 1,000-2,499 SF |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tenant | Square Feet | Sales PSF | Base Rent PSF | Recoveries PSF | Percentage Rent PSF | Total Rent PSF | Cost Ratio |
| Claire's Boutique | 1,381 | \$502.22 | \$105.54 | \$4.00 | \$3.46 | \$113.00 | 22.50\% |
| Journeys | 1,645 | \$356.86 | \$0.00 | \$4.83 | \$24.98 | \$29.81 | 8.35\% |
| Francesca's | 1,481 | \$275.63 | \$0.00 | \$4.65 | \$22.05 | \$26.70 | 9.69\% |
| Tradehome Shoes | 2,088 | \$1,080.41 | \$34.00 | \$22.31 | \$30.82 | \$87.13 | 8.06\% |
| Spencer Gifts | 1,937 | \$525.98 | \$30.98 | \$3.00 | \$21.62 | \$55.60 | 10.57\% |
| Pearle Vision | 2,222 | \$289.21 | \$27.67 | \$4.78 | \$0.00 | \$32.45 | 11.22\% |
| Zumiez | 2,132 | \$236.19 | \$23.45 | \$2.99 | \$0.00 | \$26.44 | 11.20\% |
| Valley View Nails \& | 1,259 | \$187.79 | \$46.36 | \$0.42 | \$0.00 | \$46.78 | 24.91\% |
| Minimum | 1,259 | \$187.79 | -- | \$0.42 | - | \$26.44 | 8.06\% |
| Maximum | 2,222 | \$1,080.41 | \$105.54 | \$22.31 | \$30.82 | \$113.00 | 24.91\% |
| Average | 1,768 | \$448.65 | \$31.57 | \$6.38 | \$13.06 | \$51.02 | 11.37\% |
| Compiled by CBRE |  |  |  |  |  |  |  |

Within this category, occupancy costs range from $8.06 \%$ to $24.91 \%$ with an average indication of $11.37 \%$. The average cost ratio is above the acceptable Class C+ range of $9.50 \%$ to $10.50 \%$ per Korpacz. However, as noted previously, this is not unusual for smaller than average tenant spaces.

RETAIL TENANTS $<1,000$ SF
Occupancy costs for tenants under 1,000 square feet, where sales volumes were reported, are illustrated in the following table.

| OCCUPANCY COST ANALYSIS - INLINE BELOW 1,000 SF |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tenant | Square Feet | Sales PSF | $\begin{gathered} \hline \text { Base Rent } \\ \text { PSF } \\ \hline \end{gathered}$ | Recoveries PSF | Percentage Rent PSF | $\begin{gathered} \hline \text { Total Rent } \\ \text { PSF } \\ \hline \end{gathered}$ | Cost Ratio |
| Gloria Jean's Coffee | 762 | \$624.90 | \$91.32 | \$34.14 | \$0.00 | \$125.46 | 20.08\% |
| GNC | 968 | \$546.33 | \$40.29 | \$5.50 | \$2.38 | \$48.17 | 8.82\% |
| GameStop | 750 | \$768.86 | \$86.67 | \$4.93 | \$0.00 | \$91.60 | 11.91\% |
| Minimum | 750 | \$546.33 | \$40.29 | \$4.93 | -- | \$48.17 | 8.82\% |
| Maximum | 968 | \$768.86 | \$91.32 | \$34.14 | \$2.38 | \$125.46 | 20.08\% |
| Average | 827 | \$637.77 | \$69.99 | \$14.13 | \$0.93 | \$85.05 | 13.34\% |
| Compiled by CBRE |  |  |  |  |  |  |  |

Within this category, occupancy costs range from $8.82 \%$ to $20.08 \%$ with an average indication of $13.34 \%$. The average cost ratio is above the acceptable Class C+ range of $9.50 \%$ to $10.50 \%$ per Korpacz. However, cost ratios for smaller tenant spaces are commonly higher than average. Nonetheless, the current average likely constrains rent growth potential for this category in the near-term and a market rental rate modestly below the average gross rent is appropriate.

FOOD COURT AND JEWELRY
Occupancy costs for lower level tenants, where sales volumes were reported, are illustrated in the following table.

| OCCUPANCY COST ANALYSIS - FOOD COURT / JEWELRY |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tenant | Square Feet | Sales PSF | Base Rent PSF | Recoveries PSF | Percentage Rent PSF | Total Rent PSF | Cost Ratio |
| China Max | 750 | \$321.69 | \$0.00 | \$1.69 | \$64.34 | \$66.03 | 20.53\% |
| Kobe Japan | 619 | \$547.07 | \$77.25 | \$38.54 | \$0.00 | \$115.79 | 21.17\% |
| Rogers \& Hollands | 1,683 | \$498.57 | \$78.80 | \$28.01 | \$0.00 | \$106.81 | 21.42\% |
| Zales Jewelers | 1,419 | \$731.45 | \$102.27 | \$25.00 | \$0.00 | \$127.27 | 17.40\% |
| Kay Jewelers | 1,645 | \$900.71 | \$85.11 | \$34.57 | \$0.00 | \$119.67 | 13.29\% |
| Minimum | 619 | \$321.69 | -- | \$1.69 | -- | \$66.03 | 13.29\% |
| Maximum | 1,683 | \$900.71 | \$102.27 | \$38.54 | \$64.34 | \$127.27 | 21.42\% |
| Average | 1,223 | \$643.98 | \$76.12 | \$26.91 | \$7.89 | \$110.93 | 17.23\% |

Compiled by CBRE
The average cost ratio for this category is above average at $17.23 \%$. However, investor expectations for food/restaurant and jewelry tenants are for higher cost ratios.

Typical of Class B/C malls, the subject features additional spaces leased on a short-term or temporary basis to predominantly local/regional tenants. Currently, there is 63,941 square feet of leased temporary space with an average contract rental rate of $\$ 10.59$ per square foot on a gross basis. Rather than assume the spaces will roll-over to higher market based rental rates, we have assumed the space will remain occupied on a temporary basis through the holding period.

## Summary

A summary of the subject's occupancy cost analysis by market leasing category is presented in the following chart.

| OCCUPANCY COST ANALYSIS - SUMMARY TABLE |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Min Cost Ratio | Max Cos $\dagger$ Ratio | Avg Cost Ratio | Avg Sales PSF | Avg SF |
| Anchor | 3.14\% | 3.14\% | 3.14\% | \$84.12 | 96,357 |
| Junior Anchor | 3.82\% | 3.82\% | 3.82\% | \$170.47 | 30,701 |
| Inline Above 5,000 SF | 5.35\% | 16.53\% | 9.59\% | \$381.06 | 39,406 |
| Inline 2,500-4,999 SF | 7.00\% | 17.63\% | 10.57\% | \$215.27 | 24,494 |
| Inline 1,000-2,499 SF | 8.06\% | 24.91\% | 11.37\% | \$448.65 | 14,145 |
| Inline Below 1,000 SF | 8.82\% | 20.08\% | 13.34\% | \$637.77 | 2,480 |
| Food Court / Jewelry | 13.29\% | 21.42\% | 17.23\% | \$643.98 | 6,116 |
| Total/Avg | 3.14\% | 24.91\% | 6.54\% | \$212.89 | 213,699 |

Compiled by CBRE
The highest cost ratios are indicated for food court and jewelry tenants which is anticipated by investors. The other leasing categories are considered typical of Class $\mathrm{C} / \mathrm{C}+$ malls.

## MARKET RENT ESTIMATE

The quoted terms and most recently executed leases within the subject have typically been consistent with trends exhibited in the competitive market and by the rent comparables. The concluded rate reflects an average rental rate for each category.

## Base Rental Rate

The estimate of base rental rates is shown in the following chart.

| BASE RENTAL RATES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category (\$/SF/Yr.) | Anchor | Junior Anchor | Inline > 5,000 SF | $\begin{gathered} \hline \text { Inline 2,500-4,999 } \\ \text { SF } \end{gathered}$ | $\begin{gathered} \hline \text { Inline 1,000-2,499 } \\ \text { SF } \end{gathered}$ | Inline < 1,000 Food Court / <br> SF Jewelry |
| Average In-Place Rent | \$5.63 | \$6.51 | \$15.10 | \$12.01 | \$31.57 | \$69.99 \$76.12 |
| Comparable Range | \$2.00 to \$13.00 | \$6.90 to \$17.50 | \$7.79 to \$38.78 | \$22.75 to \$54.29 | \$37.14 to \$65.28 | \$63.76 to \$160.77 |
| Comparable Average | \$9.03 | \$13.82 | \$25.82 | \$41.05 | \$49.64 | \$109.42 |
| CBRE Estimate | \$4.00 | \$15.00 | \$30.00 | \$32.00 | \$45.00 | \$80.00 \$110.00 |
| Compiled by CBRE |  |  |  |  |  |  |

As a cross-check, the following table utilizes reported tenant sales to estimate an appropriate range of market rental rates based on typical occupancy cost ratios.

| IMPLIED MARKET RENT FROM OCCUPANCY COSTS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Size (SF) |  |  |  |  |  |  |  |
| Market Leasing Category | Anchor | Junior Anchor | $\begin{aligned} & \hline \text { Inline }> \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \end{gathered}$ | $\begin{gathered} \hline \text { Inline } 1,000- \\ 2,499 \mathrm{SF} \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Number Tenants Reporting Sales | 2 | 1 | 6 | 6 | 8 | 3 | 5 |
| Low Sales PSF | \$84.12 | \$170.47 | \$175.31 | \$114.47 | \$187.79 | \$546.33 | \$321.69 |
| High Sales PSF | \$84.12 | \$170.47 | \$618.33 | \$325.96 | \$1,080.41 | \$768.86 | \$900.71 |
| Average Sales PSF | \$84.12 | \$170.47 | \$381.06 | \$215.27 | \$448.65 | \$637.77 | \$643.98 |
| Market Occupancy Cost - Low | 2.0\% | 8.5\% | 9.5\% | 9.5\% | 9.5\% | 14.0\% | 14.0\% |
| Market Occupancy Cost - Average | 3.0\% | 9.0\% | 10.0\% | 10.0\% | 10.0\% | 15.5\% | 15.5\% |
| Market Occupancy Cost - High | 4.0\% | 9.5\% | 10.5\% | 10.5\% | 10.5\% | 17.0\% | 17.0\% |
| Market Expense Reimursement PSF | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Implied Market Rent PSF - Low* | \$1.68 | \$14.49 | \$36.20 | \$20.45 | \$42.62 | \$89.29 | \$90.16 |
| Implied Market Rent PSF - Average* | \$2.52 | \$15.34 | \$38.11 | \$21.53 | \$44.86 | \$98.85 | \$99.82 |
| Implied Market Rent PSF - High* | \$3.36 | \$16.20 | \$40.01 | \$22.60 | \$47.11 | \$108.42 | \$109.48 |
| CBRE Market Rent Conclusion PSF | \$4.00 | \$15.00 | \$30.00 | \$32.00 | \$45.00 | \$80.00 | \$110.00 |
| *Based on average sales levels Compiled by CBRE |  |  |  |  |  |  |  |

Acceptable Class C+ occupancy costs are reported to range from $9.50 \%$ to $10.50 \%$ per Korpacz. However, occupancy cost tolerance has compressed in recent quarters per market participants. Additionally, smaller tenant spaces and specialized food/jewelry spaces can reasonably expect higher ratios. The prior chart applies reasonable occupancy cost ratios to the reported subject sales based on turbulent recent market conditions. The market rent indication for the 2,500 to 4,999 square feet is above the implied range based on tenant sales though the market rent estimates for inline spaces $>5,000$ square feet and under 1,000 square feet are below the implied ranges. Taken in conjunction with one-another, the conclusions appear reasonable.

## Concessions

The estimate of concessions is shown in the following chart.

| CONCESSIONS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \text { Inline > } \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \end{gathered}$ |  | $\begin{aligned} & \hline \text { ne 1,000- } \\ & , 499 \mathrm{SF} \end{aligned}$ |  | $\begin{aligned} & \text { nline < } \\ & 000 \mathrm{SF} \end{aligned}$ |  | od Court / Jewelry |
| Rent Comparable Data | 0 to 5 Months Free Rent |  |  |  |  |  |  |  |  |  |
| CBRE Estimate |  |  |  |  |  |  |  |  |  |  |
| New Tenants | 5 Months | 5 Months | 5 Months | 5 Months | 5 | Months | 5 | Months | 5 | Months |
| Renewals | 0 Months | 0 Months | 0 Months | 0 Months | 0 | Months |  | Months | 0 | Months |
| Compiled by CBRE |  |  |  |  |  |  |  |  |  |  |

Free rent up to one month per lease year is sometimes offered as a rental concession. The appraisal assumes a full market-oriented tenant improvement allowance for all new leasing. In conjunction with improving market conditions, free rent was assumed in years one and two of the holding period.

## Reimbursements

The estimate of reimbursements is shown in the following chart.

| REIMBURSEMENTS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \hline \text { Inline > } \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500 } \\ 4,999 \mathrm{SF} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Inline 1,000- } \\ 2,499 \mathrm{SF} \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Rent Comparable Data |  |  |  | NNN or None |  |  |  |
| CBRE Estimate | None | None | None | None | None | None | None |

Compiled by CBRE
Given the wide variety of reimbursement levels, for speculative leases we have assumed a gross rental rate. This makes it easier to tether the selected rental rates with actual tenant sales. Consequently, over the term of the cash flow, base rental rates will increase at a rate offsetting the declining reimbursement totals as spaces roll to market. In the direct capitalization method, our estimated reimbursement total is based on year one of the DCF cash flow as several of the tenants with net lease agreement have near-term expiration dates.

## Escalations

The estimate of escalations is shown in the following chart.

| ESCALATIONS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \hline \text { Inline > } \\ & 5,000 \mathrm{SF} \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \end{gathered}$ | $\begin{gathered} \text { Inline 1,000- } \\ 2,499 \mathrm{SF} \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Rent Comparable Data | 0.00\% to 3.00\%/Yr |  |  |  |  |  |  |
| CBRE Estimate | 10\% Mid-Term | 10\% Mid-Term | 2.00\% / Yr | 2.00\% /Yr | 2.00\% /Yr | 2.00\% /Yr | 2.00\% /Yr |
| Compiled by CBRE |  |  |  |  |  |  |  |

Annual rent or mid-term escalations in-line with our estimated market rent growth rate were used for all leasing categories.

## Tenant Improvements

The estimate of tenant improvements is shown in the following chart.

| TENANT IMPROVEMENTS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \text { Inline > } \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \end{gathered}$ | $\begin{gathered} \hline \text { Inline } 1,000- \\ 2,499 \mathrm{SF} \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Rent Comparable Data |  |  |  |  |  |  |  |
| New Tenants | \$5.00 to \$75.00 |  |  |  |  |  |  |
| Renewals | \$0.00 to \$10.00 |  |  |  |  |  |  |
| CBRE Estimate |  |  |  |  |  |  |  |
| New Tenants | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 |
| Renewals | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Compiled by CBRE |  |  |  |  |  |  |  |

Tenant improvement allowances account for potential alteration expenses to maintain or attract new tenants. Tenant improvements vary widely on a tenant-by-tenant basis. Tenant improvement allowances in comparable second tier malls generally range from $\$ 0.00$ to as high as $\$ 75.00$ per square foot, with the majority towards the lower to middle portion of the range.

Notably, temporary, specialty and other short-term leases typically have little to no tenant allowance allocated. Given declining market conditions and achievable rental rates, relatively modest tenant improvement allowances are assumed moving forward. Though permanent leasing has been minimal in recent years, management is quoting nominal tenant improvement allowance for new tenants (effectively vanilla box condition with modest repairs, painting, etc.).

## Lease Term

The estimate of lease terms is shown in the following chart.

| LEASE TERM |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \hline \text { Inline > } \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Inline } 1,000- \\ 2,499 \mathrm{SF} \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Rent Comparable Data | 36 to 120 Months |  | 12 to 180 Months |  |  | 12 to 120 Months |  |
| CBRE Estimate | 120 Months | 120 Months | 60 Months | 60 Months | 60 Months | 60 Months | 60 Months |

Compiled by CBRE

## MARKET RENT CONCLUSIONS

The following chart shows the market rent conclusions for the subject:

| MARKET RENT CONCLUSIONS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \hline \text { Inline > } \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \end{gathered}$ | $\begin{gathered} \text { Inline } 1,000- \\ 2,499 \mathrm{SF} \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Gross Leasable Area (SF) | 160,298 | 30,701 | 39,406 | 41,793 | 18,992 | 5,412 | 9,638 |
| Percent of Total SF | 52.3\% | 10.0\% | 12.9\% | 13.6\% | 6.2\% | 1.8\% | 3.1\% |
| Market Rent (\$/SF/Yr.) | \$4.00 | \$15.00 | \$30.00 | \$32.00 | \$45.00 | \$80.00 | \$110.00 |
| Weighted Average In-place Rent | \$5.63 | \$6.51 | \$15.10 | \$12.01 | \$31.57 | \$69.99 | \$76.12 |
| Concessions (New Tenants) | 5 Months | 5 Months | 5 Months | 5 Months | 5 Months | 5 Months | 5 Months |
| Concessions (Renewals) | 0 Months | 0 Months | 0 Months | 0 Months | 0 Months | 0 Months | 0 Months |
| Reimbursements | None | None | None | None | None | None | None |
| Escalations | 10\% Mid-Term | 10\% Mid-Term | 2.00\% /Yr | 2.00\% / Yr | 2.00\% /Yr | 2.00\% / Yr | 2.00\% / Yr |
| Tenant Improvements (New Tenants) | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 |
| Tenant Improvements (Renewals) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Average Lease Term | 120 Months | 120 Months | 60 Months | 60 Months | 60 Months | 60 Months | 60 Months |
| Leasing Commissions (New Tenants) | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% |
| Leasing Commissions (Renewals) | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |
| Compiled by CBRE |  |  |  |  |  |  |  |

Conversations with market participants have been carried out with professionals in the investment sales, leasing and mortgage brokerage lines of the real estate profession. We have included some items below that are applicable to the subject property. While to overall impact of COVID19 has diminished with respect to most property types, mall leasing continues to be challenging outside of core properties. The steps taken are an effort to best reflect and adjust for current market uncertainty.

- We have assumed $1.0 \%$ market rent growth in year 1, with $1.5 \%$ growth in year two and $2.0 \%$ growth thereafter, compared to expenses growing at $3.0 \%$.
- We have assumed tenant improvement allowances for all new tenants.
- No automatic renewals were assumed for current subject tenants regardless of renewal option rent or recent performance. In a related assumption, a $65 \%$ renewal probability was applied.
- Finally, our cash flow analysis does not lease-up current vacant spaces and effectively employees a $10 \%$ vacancy factor on top of any downtime due to traditional rollover. Also, the occupied temporary spaces remain in occupancy at below market contract rents.


## Temporary Tenants and Percent in Lieu Tenants

Based on the rent roll and information provided in conjunction with the preparation of the appraisal, there are eight tenants totaling 63,941 square feet leased on a short-term or temporary basis. Rather than assuming the tenants will roll to market-oriented lease rates, we have assumed a continuation of the current below-market contract rents through the holding period.

## RENT ROLL ANALYSIS

The subject's rent roll is illustrated as follows:

| RENT ROLL ANALYSIS FOR VALLEY VIEW MALL |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Suite | Tenant | Tenant Type | Lease <br> Start | $\begin{gathered} \hline \text { Lease } \\ \text { Expiration } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Term } \\ \text { (Mos.) } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Size (GLA) } \\ \text { SF } \\ \hline \end{gathered}$ | \% Total | Market Rent |  | Contract Rent |  |
|  |  |  |  |  |  |  |  | \$/SF/Yr. | \$/Yr. | \$/SF/Yr. | \$/Yr. |
| 2002 | JCPenney | Anchor | Aug-80 | Jul-25 | 540 | 96,357 | 31.4\% | \$4.00 | \$385,428 | \$2.34 | \$225,000 |
| Various | Temporary Tenants |  |  |  |  | 63,941 | 20.9\% |  |  | \$10.59 | \$677,112 |
| FC7 | China Max | Food Court / Jewelry | Jun-12 | Jan-24 | 140 | 750 | 0.2\% | \$110.00 | \$82,500 | --- | PIL |
| FC1 | Kobe Japan | Food Court / Jewelry | Jul-17 | Jun-27 | 120 | 619 | 0.2\% | \$110.00 | \$68,090 | \$77.25 | \$47,818 |
| 173 | Rogers \& Hollands | Food Court / Jewelry | Feb-14 | Dec-23 | 119 | 1,683 | 0.5\% | \$110.00 | \$185,130 | \$78.80 | \$132,620 |
| 129 | Zales Jewelers | Food Court / Jewelry | May-04 | Jan-24 | 237 | 1,419 | 0.5\% | \$110.00 | \$156,090 | \$102.27 | \$145,121 |
| 125 | Kay Jewelers | Food Court / Jewelry | Feb-13 | Jan-24 | 132 | 1,645 | 0.5\% | \$110.00 | \$180,950 | \$85.11 | \$140,000 |
| 167 | Gloria Jean's Coffee | Inline < 1,000 SF | Oct-21 | Sep-23 | 24 | 762 | 0.2\% | \$80.00 | \$60,960 | \$91.32 | \$69,586 |
| 176 | GNC | Inline < 1,000 SF | Jul-22 | Jun-24 | 24 | 968 | 0.3\% | \$80.00 | \$77,440 | \$40.29 | \$39,000 |
| 166 | GameStop | Inline < 1,000 SF | Feb-21 | Jan-24 | 36 | 750 | 0.2\% | \$80.00 | \$60,000 | \$86.67 | \$65,000 |
| 175 | Claire's Boutique | Inline 1,000-2,499 SF | Sep-21 | Aug-23 | 24 | 1,381 | 0.5\% | \$45.00 | \$62,145 | \$105.54 | \$145,753 |
| 130 | Journeys | Inline 1,000-2,499 SF | Feb-21 | Jan-24 | 36 | 1,645 | 0.5\% | \$45.00 | \$74,025 | .-- | PIL |
| 163 | Francesca's | Inline 1,000-2,499 SF | Feb-23 | Jan-24 | 12 | 1,481 | 0.5\% | \$45.00 | \$66,645 | --- | PIL |
| 154 | Tradehome Shoes | Inline 1,000-2,499 SF | Feb-21 | Jan-26 | 60 | 2,088 | 0.7\% | \$45.00 | \$93,960 | \$34.00 | \$70,992 |
| 123 | Spencer Gifts | Inline 1,000-2,499 SF | Feb-21 | Jan-24 | 36 | 1,937 | 0.6\% | \$45.00 | \$87,165 | \$30.98 | \$60,000 |
| 112 | Pearle Vision | Inline 1,000-2,499 SF | Jun-13 | May-23 | 120 | 2,222 | 0.7\% | \$45.00 | \$99,990 | \$27.67 | \$61,483 |
| 179 | Zumiez | Inline 1,000-2,499 SF | Feb-09 | Jan-24 | 180 | 2,132 | 0.7\% | \$45.00 | \$95,940 | \$23.45 | \$50,000 |
| 145 | Valley View Nails \& Spa | Inline 1,000-2,499 SF | Jan-21 | Dec-24 | 48 | 1,259 | 0.4\% | \$45.00 | \$56,655 | \$46.36 | \$58,366 |
| 104 | Famous Footwear | Inline 2,500-4,999 SF | Mar-21 | Feb-25 | 48 | 4,011 | 1.3\% | \$32.00 | \$128,352 | \$17.45 | \$70,000 |
| 148 | HuHot Grill | Inline 2,500-4,999 SF | Jun-22 | Dec-23 | 19 | 4,969 | 1.6\% | \$32.00 | \$159,008 | --- | PIL |
| 133 | Foot Locker | Inline 2,500-4,999 SF | Jun-21 | May-23 | 24 | 4,092 | 1.3\% | \$32.00 | \$130,944 | \$15.00 | \$61,380 |
| 107 | Torrid | Inline 2,500-4,999 SF | Nov-17 | Oct-27 | 120 | 3,981 | 1.3\% | \$32.00 | \$127,392 | \$15.77 | \$62,781 |
| 169 | Rue21 | Inline 2,500-4,999 SF | Feb-23 | Jan-24 | 12 | 4,675 | 1.5\% | \$32.00 | \$149,600 | --- | PIL |
| 153 | Visionworks | Inline 2,500-4,999 SF | Feb-22 | Jan-25 | 36 | 2,766 | 0.9\% | \$32.00 | \$88,512 | \$36.15 | \$100,000 |
| 122 | Bath \& Body Works | Inline > 5,000 SF | Feb-17 | Jan-27 | 120 | 5,000 | 1.6\% | \$30.00 | \$150,000 | --- | PIL |
| 116 | Buckle | Inline > 5,000 SF | Feb-20 | Jan-26 | 72 | 6,664 | 2.2\% | \$30.00 | \$199,920 | \$30.01 | \$200,000 |
| 115 | Express | Inline > 5,000 SF | Feb-23 | Jan-24 | 12 | 5,270 | 1.7\% | \$30.00 | \$158,100 | --- | PIL |
| 157 | ULTA | Inline > 5,000 SF | Oct-14 | Feb-25 | 125 | 10,966 | 3.6\% | \$30.00 | \$328,980 | \$0.00 | \$0 |
| 105 | Maurices | Inline > 5,000 SF | Oct-22 | Sep-25 | 36 | 6,175 | 2.0\% | \$30.00 | \$185,250 | \$20.24 | \$125,000 |
| 142 | American Eagle | Inline > 5,000 SF | Feb-23 | Jan-24 | 12 | 5,331 | 1.7\% | \$30.00 | \$159,930 | \$50.65 | \$270,000 |
| 180 | Barnes \& Noble | Junior Anchor | Feb-22 | Jan-27 | 60 | 30,701 | 10.0\% | \$15.00 | \$460,515 | \$6.51 | \$200,000 |
| Occupied Subtotals |  |  |  |  |  | 277,640 | 90.6\% | \$15.56 | \$4,319,616 | \$11.08 | \$3,077,012 |
| 113 | Vacant | Food Court / Jewelry | --- | --- | --- | 1,490 | 0.5\% | \$110.00 | \$163,900 | --- | \$163,900 |
| FC6 | Vacant | Food Court / Jewelry | --- | --- | --- | 789 | 0.3\% | \$110.00 | \$86,790 | --- | \$86,790 |
| FC3 | Vacant | Food Court / Jewelry | --- | --- | --- | 533 | 0.2\% | \$110.00 | \$58,630 | --- | \$58,630 |
| FC8 | Vacant | Food Court / Jewelry | --- | --- | --- | 710 | 0.2\% | \$80.00 | \$56,800 | --- | \$56,800 |
| 165 | Vacant | Inline < 1,000 SF | --- | --- | --- | 750 | 0.2\% | \$80.00 | \$60,000 | --- | \$60,000 |
| 193 | Vacant | Inline < 1,000 SF | --- | --- | --- | 1,000 | 0.3\% | \$80.00 | \$80,000 | --- | \$80,000 |
| 189 | Vacant | Inline < 1,000 SF | --- | --- | --- | 594 | 0.2\% | \$80.00 | \$47,520 | --- | \$47,520 |
| 134 | Vacant | Inline < 1,000 SF | --- | --- | --- | 588 | 0.2\% | \$80.00 | \$47,040 | --- | \$47,040 |
| 151 | Vacant | Inline 1,000-2,499 SF | --- | --- | --- | 1,358 | 0.4\% | \$45.00 | \$61,110 | --- | \$61,110 |
| 143 | Vacant | Inline 1,000-2,499 SF | --- | --- | --- | 2,274 | 0.7\% | \$45.00 | \$102,330 | --- | \$102,330 |
| 170 | Vacant | Inline 1,000-2,499 SF | --- | --- | --- | 1,215 | 0.4\% | \$45.00 | \$54,675 | --- | \$54,675 |
| 178 | Vacant | Inline 2,500-4,999 SF | --- | --- | --- | 4,069 | 1.3\% | \$45.00 | \$183,105 | --- | \$183,105 |
| 146 | Vacant | Inline 2,500-4,999 SF | --- | --- | --- | 4,054 | 1.3\% | \$45.00 | \$182,430 | --- | \$182,430 |
| 114 | Vacant | Inline 2,500-4,999 SF | --- | --- | --- | 3,036 | 1.0\% | \$80.00 | \$242,880 | --- | \$242,880 |
| 171 | Vacant | Inline 2,500-4,999 SF | --- | --- | --- | 3,615 | 1.2\% | \$32.00 | \$115,680 | --- | \$115,680 |
| 111 | Vacant | Inline 2,500-4,999 SF | --- | --- | --- | 2,525 | 0.8\% | \$32.00 | \$80,800 | --- | \$80,800 |
| 3502 | Vacant | Kiosk | --- | --- | --- | 181 | 0.1\% | \$32.00 | \$40,000 | --- | \$40,000 |
| 3505 | Vacant | Kiosk | --- | --- | --- | 192 | 0.1\% | \$32.00 | \$40,000 | --- | \$40,000 |
| Property Totals - Contract Rent |  |  |  |  |  | 306,613 | 100.0\% |  | --- | \$15.59 | \$4,780,702 |
| Property Totals - Market Rent |  |  |  |  |  | 306,613 | 100.0\% | \$19.64 | \$6,023,306 | \$19.64 |  |
| Compiled by CBRE |  |  |  |  |  |  |  |  |  |  |  |

No new permanent leasing was reported fore the subject at previously vacant spaces. Several existing tenants have been extended for various terms. Tenants currently paying percentage rent in lieu of base rent include China Max, Journeys, Francesca's, HuHot Grill, Rue21, Bath \& Body Works and Express. The tenants include a PIL notation under the contract rent column in the previous table.

## Specific Anticipated Changes to Rent Roll

ULTA has indicated its intention to relocate to a new destination in the local market in fall 2023. We have assumed the tenant will vacate as of September 2023. Given the limited remaining term, no base rental income was attributed to the tenant in the direct capitalization method. Other than the relocation of ULTA previously noted, no significant anticipated changes to the rent roll due to defaults and/or non-renewals or additional leasing activity were reported.

Though not part of the owned subject asset, the recently completed Hy-Vee grocery store and anticipated Macy's parcel development project is anticipated to bring additional shoppers to the mall site.

## Lease Expiration Schedule

The subject's scheduled lease expiration for the holding period is shown as follows:

| LEASE EXPIRATION SCHEDULE |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Ending | ---- Contract $^{\text {SF }}$$\mathrm{SF}^{*}$ | Only ----\% of Total | ----- Cumulative ----- |  |
|  |  |  |  | SF* | \% of Total |
| Year 1 | Feb-24 | 42,144 | 13.7\% | 42,144 | 13.7\% |
| Year 2 | Feb-25 | 4,993 | 1.6\% | 47,137 | 15.4\% |
| Year 3 | Feb-26 | 126,261 | 41.2\% | 173,398 | 56.6\% |
| Year 4 | Feb-27 | 35,701 | 11.6\% | 209,099 | 68.2\% |
| Year 5 | Feb-28 | 4,600 | 1.5\% | 213,699 | 69.7\% |
| *Results only reflect spaces that are currently occupied |  |  |  |  |  |
| Compiled by CBRE |  |  |  |  |  |

## POTENTIAL RENTAL INCOME CONCLUSION

Within this analysis, potential rental income is estimated based upon the actual income in-place for the occupied space, with market rental rates utilized for vacant space. This method of calculating rental income is most prevalent in the local market and is consistent with the method used to derive overall capitalization rates from the comparable sales data.

| POTENTIAL RENTAL INCOME |  |  |  |
| :--- | ---: | ---: | ---: |
| Year |  | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |
| 2020 | $\$ 2,614,170$ | $\$ 8.53$ |  |
| 2021 | $\$ 1,885,838$ | $\$ 6.15$ |  |
| 2022 | $\$ 2,037,046$ | $\$ 6.64$ |  |
| 2022 Budget | $\$ 2,020,453$ | $\$ 6.59$ |  |
| CBRE Estimate | $\mathbf{\$ 3 , 0 7 7 , 0 1 2}$ | $\mathbf{\$ 1 0 . 0 4}$ |  |
| Compiled by CBRE |  |  |  |

Operating data for 2021 was significantly impacted by COVID-related closures and abatements. Assuming a resumption of typical operations a potential rental total above the trailing 2021 indication is reasonable and supported by the operating history and an increase in temporary
leasing. Additionally, as conventional leases roll to market, our analysis incorporates higher base rent and declining percentage rent and expense reimbursements.

## VACANCY AND CREDIT LOSS

The subject's estimated stabilized occupancy rate was previously discussed in the market analysis. The subject's occupancy/vacancy is detailed as follows:

| OCCUPANCY CONCLUSIONS |  |
| :--- | :--- |
| LaCrosse MSA Retail Market | $98.2 \%$ |
| Availability One-Mile Radius | $97.7 \%$ |
| Availability Three-Mile Radius | $97.6 \%$ |
| Availability Five-Mile Radius | $97.8 \%$ |
| Subject's Current Occupancy | $90.6 \%$ |
| Subject's Stabilized Occupancy | $90.0 \%$ |
| Compiled by CBRE |  |

In lieu of assuming the lease-up of the remaining vacant space and applying a vacancy factor, we have applied no rental income to the current vacant space. In light of the current subject occupancy rate, this approximates a stabilized occupancy position of approximately $90 \%$. The methodology is informed by market participants who indicate buyers are not paying for upside relating to the ability to increase occupancy. NOI for capitalization purposes is based on an estimate of sustainable rental income tied to current tenancy.

## OTHER INCOME

Other income is supplemental to that derived from leasing of the improvements. This includes categories such as forfeited deposits, late charges, etc. The subject's income is detailed as follows:

| OTHER INCOME |  |  |  |
| :--- | ---: | ---: | :---: |
| Year |  |  |  |
| 2020 | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |  |
| 2021 | $\$ 290,706$ | $\$ 0.95$ |  |
| 2022 | $\$ 62,327$ | $\$ 0.20$ |  |
| 2022 Budget | $\$ 19,106$ | $\$ 0.06$ |  |
| CBRE Estimate | $\$ 0$ | $\$ 0.00$ |  |

Compiled by CBRE

## PERCENTAGE RENT INCOME

According to the lease documents, some of the leases have a provision requiring percentage rent payments. That is, in addition to the base rental charges, the tenant is responsible for paying the landlord additional rent equal to a specified percentage of the tenant's gross sales made in, upon, or from the premises. Typically, percentage rent is paid only if the gross sales exceed a
breakpoint factor, usually calculated based on the annual basic rental charge divided by the percentage rent amount. Percentage rent clauses are negotiable, however, and can vary significantly between tenants and shopping centers.

Percentage rents are not typically included in discounted flow analyses performed by investors in the current market when analyzing perspective centers for acquisition, unless substantial historical data supports otherwise. Therefore, for this assignment, we have not included any percentage rental income due to the uncertainty involved. The subject's historical and pro forma percentage rent income is detailed as follows:

| PERCENTAGE RENT INCOME |  |  |  |
| :--- | ---: | ---: | ---: |
| Year | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |  |
| 2020 | $\$ 774,153$ | $\$ 2.52$ |  |
| 2021 | $\$ 1,066,128$ | $\$ 3.48$ |  |
| 2022 | $\$ 1,144,236$ | $\$ 3.73$ |  |
| 2022 Budget | $\$ 941,764$ | $\$ 3.07$ |  |
| CBRE Estimate | $\mathbf{\$ 6 9 0 , 4 2 7}$ | $\mathbf{\$ 2 . 2 5}$ |  |

Compiled by CBRE
The CBRE estimate is based on year one of the DCF analysis with tenant sales based on trailing 12 month indications. As leases currently paying percentage rent roll to market over the holding period, percentage rent totals decline and higher base rent is achieved.

## EXPENSE REIMBURSEMENTS

The subject's expense reimbursements are detailed as follows:

| EXPENSE REIMBURSEMENTS |  |  |  |
| :--- | ---: | ---: | ---: |
| Year | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |  |
| 2020 | $\$ 1,408,806$ | $\$ 4.59$ |  |
| 2021 | $\$ 978,776$ | $\$ 3.19$ |  |
| 2022 | $\$ 714,464$ | $\$ 2.33$ |  |
| 2022 Budget | $\$ 969,273$ | $\$ 3.16$ |  |
| CBRE Estimate | $\mathbf{\$ 5 9 2 , 2 3 3}$ | $\mathbf{\$ 1 . 9 3}$ |  |

## Compiled by CBRE

The lower subject estimate is primarily a function of a lower stabilized real estate tax estimate (and consequently lower reimbursement total) based on the recent assessment data. In addition, we have assumed gross lease structures for all new tenants and multiple tenants historically paying reimbursements now feature gross or percent in lieu leases.

## SPECIALTY LEASING

The subject's income is detailed as follows:

| SPECIALTY LEASING |  |  |
| :--- | ---: | ---: |
| Year |  |  |
| 2020 | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |
| 2021 | $\$ 421,050$ | $\$ 1.37$ |
| 2022 | $\$ 396,240$ | $\$ 1.29$ |
| 2022 Budget | $\$ 529,706$ | $\$ 1.73$ |
| CBRE Estimate | $\$ 550,000$ | $\$ 1.79$ |

Compiled by CBRE
Primary reliance was placed on the current operating budget and 2022 indication.

## EFFECTIVE GROSS INCOME

The subject's effective gross income is detailed as follows:

| EFFECTIVE GROSS INCOME |  |  |
| :---: | :---: | :---: |
| Year | Total | \$/SF/Yr |
| 2020 | \$5,508,885 | \$17.97 |
| 2021 | \$4,389,309 | \$14.32 |
| 2022 | \$4,444,558 | \$14.50 |
| 2022 Budget | \$4,481,490 | \$14.62 |
| Expense Comparable 1 | --- | \$6.23 |
| Expense Comparable 2 | --- | \$35.63 |
| Expense Comparable 3 | --- | \$5.31 |
| Expense Comparable 4 | --- | \$22.78 |
| CBRE Estimate | \$4,926,905 | \$16.07 |

Compiled by CBRE
The overall effective gross income is bracketed by the most recent year and pre-COVID totals. The planned Macy's development activity and new Hy-Vee store are positive factors impacting the subject.

## OPERATING HISTORY

The following table presents available operating data for the subject.

| OPERATING HISTORY |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year-Occupancy | 2020 |  | 2021 |  | 2022 |  | 2022 Budget |  |
|  | Total | \$/SF | Total | \$/SF | Total | \$/SF | Total | \$/SF |
| INCOME |  |  |  |  |  |  |  |  |
| Potential Rental Income | \$2,614,170 | \$8.53 | \$1,885,838 | \$6.15 | \$2,037,046 | \$6.64 | \$2,020,453 | \$6.59 |
| Other Income | 290,706 | 0.95 | 62,327 | 0.20 | 19,106 | 0.06 | - | - |
| Percentage Rent Income | 774,153 | 2.52 | 1,066,128 | 3.48 | 1,144,236 | 3.73 | 941,764 | 3.07 |
| Expense Reimbursements | 1,408,806 | 4.59 | 978,776 | 3.19 | 714,464 | 2.33 | 969,273 | 3.16 |
| Specialty Leasing | 421,050 | 1.37 | 396,240 | 1.29 | 529,706 | 1.73 | 550,000 | 1.79 |
| Effective Gross Income | \$5,508,885 | \$17.97 | \$4,389,309 | \$14.32 | \$4,444,558 | \$14.50 | \$4,481,490 | \$14.62 |
| EXPENSE |  |  |  |  |  |  |  |  |
| Real Estate Taxes | \$841,834 | \$2.75 | \$701,296 | \$2.29 | \$707,022 | \$2.31 | \$722,335 | \$2.36 |
| Property Insurance | 117,616 | 0.38 | 25,622 | 0.08 | - | - | 160,108 | 0.52 |
| Common Area Maintenance | 1,934,115 | 6.31 | 1,620,369 | 5.28 | 1,624,798 | 5.30 | 1,879,077 | 6.13 |
| Management Fee | 82,917 | 0.27 | 106,734 | 0.35 | 100,010 | 0.33 | 117,945 | 0.38 |
| Non-Reimbursable | 84,734 | 0.28 | 208,763 | 0.68 | 93,731 | 0.31 | 81,919 | 0.27 |
| Total Operating Expenses | \$3,061,216 | \$9.98 | \$2,662,784 | \$8.68 | \$2,525,561 | \$8.24 | \$2,961,384 | \$9.66 |
| Net Operating Income | \$2,447,669 | \$7.98 | \$1,726,525 | \$5.63 | \$1,918,997 | \$6.26 | \$1,520,106 | \$4.96 |
| Management Fee \% of EGI | 1.5\% |  | 2.4\% |  | 2.3\% |  | 2.6\% |  |
| Source: Operating statements |  |  |  |  |  |  |  |  |

## OPERATING EXPENSE ANALYSIS

## Expense Comparables

The following chart summarizes expenses obtained from recognized industry publications and/or comparable properties.

| EXPENSE COMPARABLES |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Comparable Number | 1 | 2 | 3 | 4 |
| Location | Midwest | Midwest | Midwest | Midwest |
| GLA (SF) Range | 500,001-750,000 | 500,001-750,000 | 500,001-750,000 | 500,001-750,000 |
| Year Built | 1970's | 1980's | 1970's | 1970's |
| Type | Regional Mall | Regional Mall | Regional Mall | Regional Mall |
| Period | 2022 | 2021 Budget | 2022 | 2022 |
| Revenues | \$/SF | \$/SF | \$/SF | \$/SF |
| Potential Rental Income | \$6.23 | \$35.63 | \$5.31 | \$22.78 |
| Effective Gross Income | \$6.23 | \$35.63 | \$5.31 | \$22.78 |
| Expenses |  |  |  |  |
| Real Estate Taxes | \$1.25 | \$2.42 | \$0.40 | \$2.89 |
| Property Insurance | 0.58 | 0.22 | 0.23 | 0.39 |
| Common Area Maintenance | 2.62 | 5.63 | 2.06 | 7.63 |
| Management Fee | 0.19 |  | 0.41 | 0.50 |
| Non-Reimbursable | 0.06 | 0.16 | 0.17 | 0.65 |
| Total Operating Expenses | \$4.70 | \$8.43 | \$3.27 | \$12.06 |
| Operating Expenses Excluding Taxes | \$3.45 | \$6.01 | \$2.87 | \$9.17 |
| Operating Expense Ratio | 75.4\% | 23.7\% | 61.6\% | 52.9\% |
| Management Fee \% of EGI | 3.0\% |  | 7.7\% | 2.2\% |
| Compiled by CBRE |  |  |  |  |

A discussion of each expense category is presented on the following pages.

## Real Estate Taxes

The comparable data and projections for the subject are summarized as follows:

| REAL ESTATE TAXES |  |  |
| :---: | :---: | :---: |
| Year | Total | \$/SF/Yr |
| 2020 | \$841,834 | \$2.75 |
| 2021 | \$701,296 | \$2.29 |
| 2022 | \$707,022 | \$2.31 |
| 2022 Budget | \$722,335 | \$2.36 |
| Expense Comparable 1 | --- | \$1.25 |
| Expense Comparable 2 | --- | \$2.42 |
| Expense Comparable 3 | --- | \$0.40 |
| Expense Comparable 4 | --- | \$2.89 |
| CBRE Estimate | \$547,321 | \$1.79 |
| Compiled by CBRE |  |  |

Our estimate reflects a $3.0 \%$ increase over the actual taxes reported for 2022 pay 2023.

## Property Insurance

Property insurance expenses typically include fire and extended coverage and owner's liability coverage. The comparable data and projections for the subject are summarized as follows:

|  | PROPERTY INSURANCE |  |  |
| :--- | ---: | ---: | ---: |
| Year | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |  |
| 2020 | $\$ 117,616$ | $\$ 0.38$ |  |
| 2021 | $\$ 25,622$ | $\$ 0.08$ |  |
| 2022 | $\$ 0$ | $\$ 0.00$ |  |
| 2022 Budget | $\$ 160,108$ | $\$ 0.52$ |  |
| Expense Comparable 1 | -- | $\$ 0.58$ |  |
| Expense Comparable 2 | --- | $\$ 0.22$ |  |
| Expense Comparable 3 | --- | $\$ 0.23$ |  |
| Expense Comparable 4 | --- | $\$ 0.39$ |  |
| CBRE Estimate | $\mathbf{\$ 1 5 3 , 3 0 7}$ | $\mathbf{\$ 0 . 5 0}$ |  |

Compiled by CBRE
Greatest reliance was placed on the 2022 operating budget. Management reports inconsistent history for property insurance based on the timing of premium payments.

## Common Area Maintenance

Common area maintenance expenses typically include utilities, parking lot sweeping and maintenance, and routine repairs and maintenance of the building and site improvements. The comparable data and projections for the subject are summarized as follows:

| COMMON AREA MAINTENANCE |  |  |
| :---: | :---: | :---: |
| Year | Total | \$/SF/Yr |
| 2020 | \$1,934,115 | \$6.31 |
| 2021 | \$1,620,369 | \$5.28 |
| 2022 | \$1,624,798 | \$5.30 |
| 2022 Budget | \$1,879,077 | \$6.13 |
| Expense Comparable 1 | --- | \$2.62 |
| Expense Comparable 2 | --- | \$5.63 |
| Expense Comparable 3 | --- | \$2.06 |
| Expense Comparable 4 | --- | \$7.63 |
| CBRE Estimate | \$1,686,372 | \$5.50 |

Compiled by CBRE
The recent operating history has averaged $\$ 5.76$ per square foot. With greater reliance on the actual 2022, a slightly lower estimate was used for the subject. This is above the average of the range indicated by the comparables.

## Management Fee

Professional management fees in the local market range from $1.0 \%$ to $5.0 \%$ for comparable properties. Given the subject's size and the competitiveness of the local market area, we believe an appropriate management expense for the subject would be towards the lower-portion of the range. The comparable data and projections for the subject are summarized as follows:

| MANAGEMENT FEE |  |  |
| :---: | :---: | :---: |
| Year | Total | \% of EGI |
| 2020 | \$82,917 | 1.5\% |
| 2021 | \$106,734 | 2.4\% |
| 2022 | \$100,010 | 2.3\% |
| 2022 Budget | \$117,945 | 2.6\% |
| Expense Comparable 1 |  | 3.0\% |
| Expense Comparable 2 | --- | 0.0\% |
| Expense Comparable 3 | --- | 7.7\% |
| Expense Comparable 4 | --- | 2.2\% |
| CBRE Estimate | \$123,173 | 2.5\% |

Compiled by CBRE

## Non-Reimbursable

The comparable data and projections for the subject are summarized as follows:

| NON-REIMBURSABLE |  |  |
| :---: | :---: | :---: |
| Year | Total | \$/SF/Yr |
| 2020 | \$84,734 | \$0.28 |
| 2021 | \$208,763 | \$0.68 |
| 2022 | \$93,731 | \$0.31 |
| 2022 Budget | \$81,919 | \$0.27 |
| Expense Comparable 1 | --- | \$0.06 |
| Expense Comparable 2 | --- | \$0.16 |
| Expense Comparable 3 | --- | \$0.17 |
| Expense Comparable 4 | --- | \$0.65 |
| CBRE Estimate | \$76,653 | \$0.25 |
| Compiled by CBRE |  |  |

Though we have assumed a gross lease structure, historical operating statements have included expenses categorized as non-reimbursable. Greatest reliance was placed on 2022 actual and budgeted data as totals have ranged significantly in recent years.

## Reserves for Replacement

Based on discussions with brokers active in the marketplace, replacement reserves generally range from $\$ 0.15$ to $\$ 1.00$ per square foot. Given the condition of the subject, we have applied an allowance of $\$ 0.50$ per square foot. Based upon discussions with knowledgeable real estate professionals, potential capital expense are a significant risk factor for regional mall properties. Therefore, we have included the expense in our direct capitalization method as well as the DCF analysis.

## OPERATING EXPENSE CONCLUSION

The comparable data and projections for the subject are summarized as follows:

|  | TOTAL OPERATING EXPENSES |  |  |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Year | Total | $\$ / \mathrm{SF} / \mathrm{Yr}$ |  |
| 2020 | $\$ 3,061,216$ | $\$ 9.98$ |  |
| 2021 | $\$ 2,662,784$ | $\$ 8.68$ |  |
| 2022 | $\$ 2,525,561$ | $\$ 8.24$ |  |
| 2022 Budget | $\$ 2,961,384$ | $\$ 9.66$ |  |
| Expense Comparable 1 | -- | $\$ 4.70$ |  |
| Expense Comparable 2 | -- | $\$ 8.43$ |  |
| Expense Comparable 3 | -- | $\$ 3.27$ |  |
| Expense Comparable 4 | --- | $\$ 12.06$ |  |
| CBRE Estimate | $\mathbf{\$ 2 , 7 4 0 , 1 3 1}$ | $\mathbf{\$ 8 . 9 4}$ |  |

Compiled by CBRE

## NET OPERATING INCOME CONCLUSION

The comparable data and projections for the subject are summarized as follows:

| NET OPERATING INCOME |  |  |
| :---: | :---: | :---: |
| Year | Total | \$/SF/Yr |
| 2020 | \$2,447,669 | \$7.98 |
| 2021 | \$1,726,525 | \$5.63 |
| 2022 | \$1,918,997 | \$6.26 |
| 2022 Budget | \$1,520,106 | \$4.96 |
| Expense Comparable 1 |  | \$1.53 |
| Expense Comparable 2 | --- | \$27.20 |
| Expense Comparable 3 | --- | \$2.04 |
| Expense Comparable 4 | --- | \$10.72 |
| CBRE Estimate | \$2,186,774 | \$7.13 |
| Compiled by CBRE |  |  |

## DIRECT CAPITALIZATION

Direct capitalization is a method used to convert a single year's estimated stabilized net operating income into a value indication. The following subsections represent different techniques for deriving an overall capitalization rate.

## Comparable Sales

The overall capitalization rates (OARs) confirmed for the comparable sales analyzed in the sales comparison approach are as follows:

| COMPARABLE CAPITALIZATION RATES |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sale | Sale Price |  | OAR |  |
| Sale | Date | PSF | Occupancy | Buyer's Primary Analysis | $23.77 \%$ |
| 1 | Aug-22 | $\$ 28.38$ | $0 \%$ | Trailing Actuals | $12.00 \%$ |
| 2 | Jun-22 | $\$ 60.56$ | $0 \%$ | Trailing Actuals | $18.75 \%$ |
| 3 | May-22 | $\$ 51.35$ | $88 \%$ | Trailing Actuals | $9.41 \%$ |
| 4 | Jul-21 | $\$ 18.62$ | $66 \%$ | Other (see comments) | $12.00 \%$ |
| 5 | Jul-21 | $\$ 47.12$ | $90 \%$ | Pro Forma (Stabilized) | $15.80 \%$ |
| 6 | Apr-21 | $\$ 78.33$ | $89 \%$ | Other (see comments) | $17.17 \%$ |
| 7 | Mar-21 | $\$ 20.00$ | $57 \%$ | Trailing Actuals | $16.92 \%$ |
| 8 | Mar-21 | $\$ 20.18$ | $39 \%$ | Trailing Actuals | $9.41 \%$ to $23.77 \%$ |
| Indicated OAR: |  |  |  |  |  |

The surveyed sales represent recent sales of Class $C$ retail assets. Surveyed capitalization rates among the sales ranged from $9.41 \%$ to $23.77 \%$ with an average indication of $15.73 \%$. The subject features upside potential in the opening of a connected grocery store and potential anchor-entertainment/restaurant/retail users at the Macy's space. Therefore, we have used a capitalization rate near the average of the comparables.

## Published Investor Surveys

The results of the most recent investor surveys are summarized in the following chart.

OVERALL CAPITALIZATION RATES

| Investment Type | OAR Range | Average |  |
| :--- | :--- | :--- | ---: |
| PwC Regional Mall |  |  |  |
| $\quad$ National Data | $5.00 \%-$ | $12.50 \%$ | $7.33 \%$ |
| Indicated OAR: |  | $14.00 \%$ to $15.00 \%$ |  |
| Compiled by CBRE |  |  |  |

The PwC survey is more reflective of Class $A / B$ investment-grade assets. An upward adjustment is warranted for the subject.

## Market Participants

The following summarizes recurrent themes in the current investment market from conversations with multiple market participants:

- Increasingly strict underwriting typically accounts for tenants with high or unsustainable occupancy costs, co-tenancy risk, kickout risk, and the health of the anchor tenants. A typical lower cap rate assumes growing, stable NOI over time; however, NOIs have been decreasing, making it challenging to underwrite. This can result in a disconnect between buyer and seller NOIs. This factor was considered in our market rental rate selections which tend to be below in-place gross rent averages
- Investors are targeting malls that are well located with the potential for redevelopment. Control of the anchor sites is an increasingly important factor as not having control of the anchor spaces can prohibit any significant redevelopment.
- There is oversupply of mall space. Interior mall tenants are reducing square footage, store count, or rent or a combination of these factors. Currently healthy tenants are pushing to decrease occupancy costs, as the demand/supply equation remains unbalanced. However, there has been leasing momentum, Simon Properties reported signing nearly 3 million square feet of leases across its portfolio in Q3, which was down from 4 million square feet in Q2.
- Several participants noted pending capital expenditures (deferred maintenance) could immediately require up to an additional $20 \%$ of capital for the average mall.
- The pool of potential buyers in the market for malls is limited and the few buyers in the market have very specific plays. They are pricing at $15 \%$ and $20 \%$ cap rates for Class B/C properties or are targeting Class A deals. One participant noted virtually no financing available for Class B malls with in-line sales under $\$ 600$ per square foot in secondary/tertiary markets.
- Over the next three years, buyers see the market continuing to favor their direction.

One broker indicated that an appropriate capitalization rate for the subject mall would be in the $15 \%$ to $20 \%$ range.

## Band of Investment

The band of the investment technique has been utilized as a crosscheck to the foregoing techniques. The Mortgage Interest Rate and the Equity Dividend Rate (EDR) are based upon current market yields for similar investments. The analysis is shown in the following table.

| BAND OF INVESTMENT |  |  |  |
| :---: | :---: | :---: | :---: |
| Mortgage Interest Rate | 8.56\% |  |  |
| Mortgage Term (Amortization Period) | 15 Years |  |  |
| Mortgage Ratio (Loan-to-Value) | 50\% |  |  |
| Mortgage Constant (monthly payments) | 0.11859 |  |  |
| Equity Dividend Rate (EDR) | 17.45\% |  |  |
| Mortgage Requirement | 50\% | 0.11859 | 0.05930 |
| Equity Requirement | 50\% | 0.17450 | 0.08725 |
|  | 100\% |  | 0.14655 |
| Indicated OAR: |  |  | 14.70\% |
| Source: RealtyRates Investor Survey (All Retail Maximum) |  |  |  |

## Capitalization Rate Conclusion

The following chart summarizes the OAR conclusions.

| OVERALL CAPITALIZATION RATE - CONCLUSION |  |
| :--- | ---: |
| Source | Indicated OAR |
| Comparable Sales | $9.41 \%$ to $23.77 \%$ |
| Comparable Sales (Average) | $15.30 \%$ |
| Published Surveys | $14.00 \%$ to $15.00 \%$ |
| Market Participants | $15.00 \%$ to $20.00 \%$ |
| Band of Investment | $14.70 \%$ |
| CBRE Estimate | $\mathbf{1 5 . 2 5 \%}$ |

Compiled by CBRE
We have also considered recent events and prevailing market conditions with respect to capitalization rates. This includes a combination of inflationary pressures and higher cost of capital (considering interest rates as well as risk spreads). While the overall long-term outlook for commercial real estate remains positive, the full effect of these factors may not yet be reflected in transactional data. Overall, we view uncertainty and the higher cost of capital to have an upward influence on capitalization rates which is considered with respect to our conclusion herein.

## Direct Capitalization Summary

A summary of the direct capitalization is illustrated in the following chart.

| DIRECT CAPITALIZATION SUMMARY |  |  |  |
| :---: | :---: | :---: | :---: |
| Income |  | \$/SF/Yr | Total |
| Potential Rental Income |  | \$10.04 | \$3,077,012 |
| Vacancy and Credit Loss | 0.0\% | 0.00 | - |
| Net Rental Income |  | \$10.04 | \$3,077,012 |
| Other Income |  | \$0.10 | \$30,661 |
| Percentage Rent Income |  | 2.25 | 690,427 |
| Expense Reimbursements |  | 1.93 | 592,233 |
| Specialty Leasing |  | 1.75 | 536,573 |
| Vacancy and Credit Loss | 0.0\% | 0.00 | - |
| Subtotal Other Income |  | \$6.03 | \$1,849,893 |
| Effective Gross Income |  | \$16.07 | \$4,926,905 |
| Expenses |  |  |  |
| Real Estate Taxes |  | \$1.79 | \$547,321 |
| Property Insurance |  | 0.50 | 153,307 |
| Common Area Maintenance |  | 5.50 | 1,686,372 |
| Management Fee | 2.5\% | 0.40 | 123,173 |
| Non-Reimbursable |  | 0.25 | 76,653 |
| Reserves for Replacement |  | 0.50 | 153,307 |
| Total Operating Expenses |  | \$8.94 | \$2,740,131 |
| Operating Expenses Excluding Taxes |  | \$7.15 | \$2,192,810 |
| Operating Expense Ratio |  |  | 55.62\% |
| Net Operating Income |  | \$7.13 | \$2,186,774 |
| OAR |  | $\div$ | 15.25\% |
| Indicated Stabilized Value |  |  | \$14,339,504 |
| Deferred Maintenance |  |  | $(692,000)$ |
| Indicated Value As Is | February 11, 2023 |  | \$13,647,504 |
| Rounded |  |  | \$13,600,000 |
| Value Per SF |  |  | \$44.36 |
| Compiled by CBRE |  |  |  |

## DISCOUNTED CASH FLOW ANALYSIS (DCF)

The DCF assumptions for the subject are summarized as follows:

| SUMMARY OF DISCOUNTED CASH FLOW ASSUMPTIONS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| General |  |  |  |  |  |  |
| Start Date | Feb-23 |  |  |  |  |  |
| Hold Period | 10 Years |  |  |  |  |  |
| Basis | Fiscal |  |  |  |  |  |
| Software | Argus Enterprise |  |  |  |  |  |
| Growth Rates |  |  |  |  |  |  |
| Growth Category | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6+ |
| General Inflation Rate | 3.0\% | 3.0\% | 3.0\% | 3.0\% | 3.0\% | 3.0\% |
| Market Inflation Rate | 1.0\% | 1.5\% | 2.0\% | 2.0\% | 2.0\% | 2.0\% |
| Expense Inflation Rate | 3.0\% | 3.0\% | 3.0\% | 3.0\% | 3.0\% | 3.0\% |
| Market Leasing Assumptions |  |  |  |  |  |  |
| Leasing Category | Market Rent Lease Months |  | Basis | Escalations | Free Rent |  |
| Anchor | \$4.00 | 120 | None 10\% Mid-Term |  | 5 |  |
| Junior Anchor | \$15.00 | 120 | None 10\% Mid-Term |  | 5 |  |
| Inline > 5,000 SF | \$30.00 | 60 | None | 2.00\% / Yr | 5 |  |
| Inline 2,500-4,999 SF | \$32.00 | 60 | None | 2.00\% /Yr | 5 |  |
| Inline 1,000-2,499 SF | \$45.00 | 60 | None | 2.00\% /Yr | 5 |  |
| Inline < 1,000 SF | \$80.00 | 60 | None | 2.00\% /Yr | 5 |  |
| Food Court / Jewelry | \$110.00 | 60 | None | 2.00\% /Yr | 5 |  |
| Kiosk | \$40,000.00 | 60 | None | 2.00\% /Yr | 0 |  |
| Leasing Category | TI's New | Tl's Renewal | Downtime | LC New | LC Renewal | Renewal |
| Anchor | \$10.00 | \$0.00 | 24 | 6.00\% | 3.00\% | 65\% |
| Junior Anchor | \$10.00 | \$0.00 | 12 | 6.00\% | 3.00\% | 65\% |
| Inline > 5,000 SF | \$10.00 | \$0.00 | 12 | 6.00\% | 3.00\% | 65\% |
| Inline 2,500-4,999 SF | \$10.00 | \$0.00 | 12 | 6.00\% | 3.00\% | 65\% |
| Inline 1,000-2,499 SF | \$10.00 | \$0.00 | 12 | 6.00\% | 3.00\% | 65\% |
| Inline < 1,000 SF | \$10.00 | \$0.00 | 12 | 6.00\% | 3.00\% | 65\% |
| Food Court / Jewelry | \$10.00 | \$0.00 | 12 | 6.00\% | 3.00\% | 65\% |
| Kiosk | None | None | 12 | 6.00\% | 3.00\% | 65\% |
| Economic Assumptions |  |  |  |  |  |  |
| Stabilized Operating Expenses PSF | \$8.94 |  |  |  |  |  |
| Current Occupancy | 90.6\% |  |  |  |  |  |
| Stabilized Occupancy | 90.0\% |  |  |  |  |  |
| Credit Loss | 0.0\% |  |  |  |  |  |
| Stabilized Occupancy (w/Credit Loss) | 90.0\% |  |  |  |  |  |
| Estimated Absorption Period | 0 Months |  |  |  |  |  |
| Tenant |  |  |  |  |  |  |
| General Tenant Assumptions | One additional year of term assumed for current holdover tenants |  |  |  |  |  |
| Specific Tenant Assumptions | ULTA modeled to vacate at lease expiration |  |  |  |  |  |
| Financial | Rate |  |  |  |  |  |
| Discount Rate | 16.00\% |  |  |  |  |  |
| Terminal Capitalization Rate | 15.25\% |  |  |  |  |  |
| Cost of Sale | 1.00\% |  |  |  |  |  |
| Capital Expenditures | \$692,000 |  |  |  |  |  |
| Compiled by CBRE |  |  |  |  |  |  |

Provided on the following pages is a discussion of additional assumptions used in the discounted cash flow analysis.

## General Assumptions

The DCF analysis utilizes a ten-year projection period. This is consistent with current investor assumptions.

## Growth Rate Assumptions

Published investor surveys are shown below.
SUMMARY OF GROWTH RATES

| Investment Type | Rent |  | Expenses |  | Inflation |
| :--- | :---: | :--- | :--- | :--- | :--- |
| U.S. Bureau of Labor Statistics (CPI-U) |  |  |  |  |  |
|  |  |  |  |  |  |
| 10-Year Snapshot Average as of | Dec-21 |  |  |  |  |
|  |  |  | $2.7 \%$ |  |  |
| PwC Regional Mall Market |  |  |  |  |  |
| National Data - Range | $0.0 \%$ | to | $3.0 \%$ | $2.0 \%$ | to |
| National Data - Average |  | $60.0 \%$ |  |  |  |
| CBRE Estimate |  | $\mathbf{1 . 0 \%}$ |  | $3.7 \%$ |  |

Compiled by CBRE

## Leasing Assumptions

The contract lease terms for the existing tenants are utilized within the DCF analysis, with market leasing assumptions applied for renewals and absorption tenants. The previously concluded pro forma income and expenses have been utilized as the basis for market leasing projected in Year 1 of the holding period. All subsequent years vary according to the growth rate assumptions applied to the Year 1 estimate.

## LEASING COMMISSIONS

The following table presents the leasing commissions quoted for the subject, those prevalent in the market as derived through the comparable properties, and our pro forma estimate.

| LEASING COMMISSIONS |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category | Anchor | Junior Anchor | $\begin{aligned} & \hline \text { Inline > } \\ & 5,000 \mathrm{SF} \end{aligned}$ | $\begin{gathered} \hline \text { Inline 2,500- } \\ 4,999 \mathrm{SF} \end{gathered}$ | $\begin{gathered} \hline \text { Inline } 1,000- \\ 2,499 \mathrm{SF} \end{gathered}$ | $\begin{aligned} & \hline \text { Inline < } \\ & 1,000 \mathrm{SF} \end{aligned}$ | Food Court / Jewelry |
| Rent Comparable Data |  |  |  |  |  |  |  |
| New Tenants |  |  |  | 4.00\% to 6.00\% |  |  |  |
| Renewals |  |  |  | 2.00\% to 3.00\% |  |  |  |
| CBRE Estimate |  |  |  |  |  |  |  |
| New Tenants | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% |
| Renewals | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |
| Compiled by CBRE |  |  |  |  |  |  |  |

## RENEWAL PROBABILITY

The renewal probability incorporated within the market leasing assumptions has been estimated at $65 \%$.

## DOWNTIME BETWEEN LEASES

Vacancy and collection loss has been accounted for by holding currently vacant suites vacant during the holding period with a 12 month downtime between leases for currently occupied spaces ( 24 months for the anchor suite).

## Occupancy Assumptions

For purposes of this analysis, CBRE has used downtime between leases to derive a vacancy estimate.

## Financial Assumptions

## DISCOUNT RATE ANALYSIS

The results of the most recent investor surveys are summarized in the following chart.

## DISCOUNT RATES

| Investment Type | Range | Average |  |
| :--- | ---: | ---: | ---: |
| PwC Regional Mall Market |  |  |  |
| $\quad$ National Data | $6.00 \%$ | - | $13.00 \%$ |
| CBRE Estimate |  |  | $\mathbf{7 . 8 8 \%}$ |

Compiled by CBRE
The above table summarizes the investment parameters of some of the most prominent investors currently acquiring similar investment properties in the United States. We realize that this type of survey reflects target rather than transactional rates. Transactional rates are usually difficult to obtain in the verification process and are actually only target rates of the buyer at the time of sale. The property's performance will ultimately determine the actual yield at the time of sale after a specific holding period. We have found that, in improving markets or with above average properties, demand will be high and transactional rates may be lower than target rates that are quoted in surveys. We attempted to recognize this factor in our choice of a discount rate in our cash flow model.

We have also considered prevailing market conditions (including inflationary pressures, cost of capital, etc.) in concluding an appropriate discount rate. While the overall long-term outlook for commercial real estate remains positive, these factors are impacting price discovery and underwriting for buyers. The impact can vary depending on location and asset class, and in some cases is yielding smaller buyer pools. Overall, we view this investment environment to have some potential upward influence on yields. Our discount rate conclusion considers available information and our view of market/investment conditions.

## TERMINAL CAPITALIZATION RATE

The reversionary value of the subject is based on an assumed sale at the end of the holding period based on capitalizing the Year 11 NOI at a terminal capitalization rate.

| TERMINAL CAPITALIZATION RATES |  |  |  |
| :--- | ---: | ---: | ---: |
| Investment Type | Rate Range | Average |  |
| PwC Regional Mall Market |  |  |  |
| National Data - OAR | $5.00 \%-$ | $12.50 \%$ | $7.33 \%$ |
| National Data - Residual OAR | $5.00 \%-$ | $12.50 \%$ | $7.40 \%$ |
| Spread: Basis Points (BP) | $0-$ | 0 | 7 |
| Concluded BP Spread |  | 0 |  |
| CBRE Estimate |  | $\mathbf{1 5 . 2 5 \%}$ |  |
| Compiled by CBRE |  |  |  |

As discussed in our going in rate (OAR) analysis previously, we have considered recent inflation, increase in interest rates, and geopolitical issues in our valuation.

With respect to the terminal rate, it is conceivable that there is little or no spread between going in and terminal rates; there is the case for entry and exit cap rates to be the same given the expectation that the cost of capital will be lower at the conclusion of a typical hold relative to today.

## Discounted Cash Flow Conclusion

The DCF schedule(s) and value conclusions are depicted on the following page(s).

|  |  | FINANCIAL SUMMARY |
| :--- | :--- | :--- | :--- | :--- | :--- |



## SUMMARY OF DISCOUNTED CASH FLOW VALUES

The as is value indication is summarized in the following table.

| DCF VALUE CONCLUSION - AS IS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Analysis Period <br> Period Ending | P.V. of Cash Flow @ 15.00 \% | P.V. of Cash Flow @ 15.50 \% | P.V. of Cash Flow @ 16.00 \% | P.V. of Cash Flow <br> @ 16.50 \% | P.V. of Cash Flow <br> @ 17.00 \% |
| Year 1 Jan-24 | \$1,149,355 | \$1,144,380 | \$1,139,447 | \$1,134,557 | \$1,129,708 |
| Year 2 Jan-25 | \$579,965 | \$574,955 | \$570,009 | \$565,127 | \$560,307 |
| Year 3 Jan-26 | \$1,424,851 | \$1,406,426 | \$1,388,318 | \$1,370,519 | \$1,353,023 |
| Year 4 Jan-27 | \$940,711 | \$924,527 | \$908,690 | \$893,190 | \$878,020 |
| Year 5 Jan-28 | \$1,055,424 | \$1,032,776 | \$1,010,709 | \$989,206 | \$968,249 |
| Year 6 Jan-29 | \$1,170,856 | \$1,140,772 | \$1,111,585 | \$1,083,266 | \$1,055,785 |
| Year 7 Jan-30 | \$553,003 | \$536,462 | \$520,483 | \$505,046 | \$490,130 |
| Year $8 \quad$ Jan-31 | \$820,786 | \$792,787 | \$765,858 | \$739,955 | \$715,032 |
| Year 9 Jan-32 | \$724,803 | \$697,048 | \$670,469 | \$645,011 | \$620,623 |
| Year 10 Jan-33 | \$697,772 | \$668,148 | \$639,900 | \$612,961 | \$587,264 |
| Totals | \$9,117,527 | \$8,918,280 | \$8,725,469 | \$8,538,837 | \$8,358,141 |
| Resale @ 15.25\% Cap Rate | \$5,036,558 | \$4,822,724 | \$4,618,834 | \$4,424,386 | \$4,238,904 |
| Unleveraged Present Value | \$14,154,084 | \$13,741,003 | \$13,344,302 | \$12,963,223 | \$12,597,045 |
| Percentage Value Distribution |  |  |  |  |  |
| Income | 64.4\% | 64.9\% | 65.4\% | 65.9\% | 66.4\% |
| Net Sale Price | 35.6\% | 35.1\% | 34.6\% | 34.1\% | 33.6\% |
|  | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

Compiled by CBRE

## CONCLUSION OF INCOME CAPITALIZATION APPROACH

The conclusions via the valuation methods employed for this approach are as follows:

|  | INCOME CAPITALIZATION APPROACH VALUES |  |  |  |
| :--- | :---: | :---: | :---: | ---: |
|  | As of Date | Direct <br> Capitalization | DCF Analysis | Reconciled Value |
| Premise | February 11,2023 | $\$ 13,600,000$ | $\$ 13,300,000$ | $\$ 13,500,000$ |
| As Is |  |  |  |  |
| Compiled by CBRE |  |  |  |  |

Roughly equal emphasis has been placed on the discounted cash flow direct capitalization method.

## Reconciliation of Value

The value indications from the approaches to value are summarized as follows:

| SUMMARY OF VALUE CONCLUSIONS |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Premise | As of Date | Sales Comparison |  |  |
| As Is | Approach | Income Approach | Reconciled Value |  |
| Compruary 11, 2023 | $\$ 13,300,000$ | $\$ 13,500,000$ | $\$ 13,500,000$ |  |

The cost approach typically gives a reliable value indication when there is strong support for the replacement cost estimate and when there is minimal depreciation. Considering the substantial amount of depreciation present in the property, the reliability of the cost approach is considered diminished. Therefore, the cost approach is considered less applicable to the subject and has not been developed in the analysis.

In the sales comparison approach, the subject is compared to similar properties that have been sold recently or for which listing prices or offers are known. The sales used in this analysis are considered comparable to the subject, and the required adjustments were based on reasonable and well-supported rationale. In addition, market participants are currently analyzing purchase prices on investment properties as they relate to available substitutes in the market. Therefore, the sales comparison approach is considered to provide a reliable value indication but has been given secondary emphasis in the final value reconciliation.

The income capitalization approach is applicable to the subject since it is an income producing property leased in the open market. Market participants are primarily analyzing properties based on their income generating capability. Therefore, the income capitalization approach is considered a reasonable and substantiated value indicator and has been given primary emphasis in the final value estimate.

Based on the foregoing, the market value of the subject has been concluded as follows:

| MARKET VALUE CONCLUSION |  |  |  |
| :---: | :---: | :---: | :---: |
| Appraisal Premise | Interest Appraised | Date of Value | Value Conclusion |
| As Is | Leased Fee Interest | February 11, 2023 | $\$ 13,500,000$ |
| Compiled by CBRE |  |  |  |

## Assumptions and Limiting Conditions

1. CBRE, Inc. through its appraiser (collectively, "CBRE") has inspected through reasonable observation the subject property. However, it is not possible or reasonably practicable to personally inspect conditions beneath the soil and the entire interior and exterior of the improvements on the subject property. Therefore, no representation is made as to such matters.
2. The report, including its conclusions and any portion of such report (the "Report"), is as of the date set forth in the letter of transmittal and based upon the information, market, economic, and property conditions and projected levels of operation existing as of such date. The dollar amount of any conclusion as to value in the Report is based upon the purchasing power of the U.S. Dollar on such date. The Report is subject to change as a result of fluctuations in any of the foregoing. CBRE has no obligation to revise the Report to reflect any such fluctuations or other events or conditions which occur subsequent to such date.
3. Unless otherwise expressly noted in the Report, CBRE has assumed that:
(i) Title to the subject property is clear and marketable and that there are no recorded or unrecorded matters or exceptions to title that would adversely affect marketability or value. CBRE has not examined title records (including without limitation liens, encumbrances, easements, deed restrictions, and other conditions that may affect the title or use of the subject property) and makes no representations regarding title or its limitations on the use of the subject property. Insurance against financial loss that may arise out of defects in title should be sought from a qualified title insurance company.
(ii) Existing improvements on the subject property conform to applicable local, state, and federal building codes and ordinances, are structurally sound and seismically safe, and have been built and repaired in a workmanlike manner according to standard practices; all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; and the roof and exterior are in good condition and free from intrusion by the elements. CBRE has not retained independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, makes no representations relative to the condition of improvements. CBRE appraisers are not engineers and are not qualified to judge matters of an engineering nature, and furthermore structural problems or building system problems may not be visible. It is expressly assumed that any purchaser would, as a precondition to closing a sale, obtain a satisfactory engineering report relative to the structural integrity of the property and the integrity of building systems.
(iii) Any proposed improvements, on or off-site, as well as any alterations or repairs considered will be completed in a workmanlike manner according to standard practices.
(iv) Hazardous materials are not present on the subject property. CBRE is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater, mold, or other potentially hazardous materials may affect the value of the property.
(v) No mineral deposit or subsurface rights of value exist with respect to the subject property, whether gas, liquid, or solid, and no air or development rights of value may be transferred. CBRE has not considered any rights associated with extraction or exploration of any resources, unless otherwise expressly noted in the Report.
(vi) There are no contemplated public initiatives, governmental development controls, rent controls, or changes in the present zoning ordinances or regulations governing use, density, or shape that would significantly affect the value of the subject property.
(vii) All required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be readily obtained or renewed for any use on which the Report is based.
(viii) The subject property is managed and operated in a prudent and competent manner, neither inefficiently or super-efficiently.
(ix) The subject property and its use, management, and operation are in full compliance with all applicable federal, state, and local regulations, laws, and restrictions, including without limitation environmental laws, seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, and licenses.
(x) The subject property is in full compliance with the Americans with Disabilities Act (ADA). CBRE is not qualified to assess the subject property's compliance with the ADA, notwithstanding any discussion of possible readily achievable barrier removal construction items in the Report.
(xi) All information regarding the areas and dimensions of the subject property furnished to CBRE are correct, and no encroachments exist. CBRE has neither undertaken any survey of the boundaries of the subject property nor reviewed or confirmed the accuracy of any legal description of the subject property.
Unless otherwise expressly noted in the Report, no issues regarding the foregoing were brought to CBRE's attention, and CBRE has no knowledge of any such facts affecting the subject property. If any information inconsistent with any of the foregoing assumptions is discovered, such information could have a substantial negative impact on the Report. Accordingly, if any such information is subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. CBRE assumes no responsibility for any conditions regarding the foregoing, or for any expertise or knowledge required to discover them. Any user of the Report is urged to retain an expert in the applicable field(s) for information regarding such conditions.
4. CBRE has assumed that all documents, data and information furnished by or behalf of the client, property owner, or owner's representative are accurate and correct, unless otherwise expressly noted in the Report. Such data and information include, without limitation, numerical street addresses, lot and block numbers, Assessor's Parcel Numbers, land dimensions, square footage area of the land, dimensions of the improvements, gross building areas, net rentable areas, usable areas, unit count, room count, rent schedules, income data, historical operating expenses, budgets, and related data. Any error in any of the above could have a substantial impact on the Report. Accordingly, if any such errors are subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. The client and intended user should carefully review all assumptions, data, relevant calculations, and conclusions of the Report and should immediately notify CBRE of any questions or errors within 30 days after the date of delivery of the Report.
5. CBRE assumes no responsibility (including any obligation to procure the same) for any documents, data or information not provided to CBRE, including without limitation any termite inspection, survey or occupancy permit.
6. All furnishings, equipment and business operations have been disregarded with only real property being considered in the Report, except as otherwise expressly stated and typically considered part of real property.
7. Any cash flows included in the analysis are forecasts of estimated future operating characteristics based upon the information and assumptions contained within the Report. Any projections of income, expenses and economic conditions utilized in the Report, including such cash flows, should be considered as only estimates of the expectations of future income and expenses as of the date of the Report and not predictions of the future. Actual results are affected by a number of factors outside the control of CBRE, including without limitation fluctuating economic, market, and property conditions. Actual results may ultimately differ from these projections, and CBRE does not warrant any such projections.
8. The Report contains professional opinions and is expressly not intended to serve as any warranty, assurance or guarantee of any particular value of the subject property. Other appraisers may reach different conclusions as to the value of the subject property. Furthermore, market value is highly related to exposure time, promotion effort, terms, motivation, and conclusions surrounding the offering of the subject property. The Report is for the sole purpose of providing the intended user with CBRE's independent professional opinion of the value of the subject property as of the date of the Report. Accordingly, CBRE shall not be liable for any losses that arise from any investment or lending decisions based upon the Report that the client, intended user, or any buyer, seller, investor, or lending institution may undertake related to the subject property, and CBRE has not been compensated to assume any of these risks. Nothing contained in the Report shall be construed as any direct or indirect recommendation of CBRE to buy, sell, hold, or finance the subject property.
9. No opinion is expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers. Any user of the Report is advised to retain experts in areas that fall outside the scope of the real estate appraisal profession for such matters.
10. CBRE assumes no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.
11. Acceptance or use of the Report constitutes full acceptance of these Assumptions and Limiting Conditions and any special assumptions set forth in the Report. It is the responsibility of the user of the Report to read in full, comprehend and thus become aware of all such assumptions and limiting conditions. CBRE assumes no responsibility for any situation arising out of the user's failure to become familiar with and understand the same.
12. The Report applies to the property as a whole only, and any pro ration or division of the title into fractional interests will invalidate such conclusions, unless the Report expressly assumes such pro ration or division of interests.
13. The allocations of the total value estimate in the Report between land and improvements apply only to the existing use of the subject property. The allocations of values for each of the land and improvements are not intended to be used with any other property or appraisal and are not valid for any such use.
14. The maps, plats, sketches, graphs, photographs, and exhibits included in this Report are for illustration purposes only and shall be utilized only to assist in visualizing matters discussed in the Report. No such items shall be removed, reproduced, or used apart from the Report.
15. The Report shall not be duplicated or provided to any unintended users in whole or in part without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Exempt from this restriction is duplication for the internal use of the intended user and its attorneys, accountants, or advisors for the sole benefit of the intended user. Also exempt from this restriction is transmission of the Report pursuant to any requirement of any court, governmental authority, or regulatory agency having jurisdiction over the intended user, provided that the Report and its contents shall not be published, in whole or in part, in any public document without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Finally, the Report shall not be made available to the public or otherwise used in any offering of the property or any security, as defined by applicable law. Any unintended user who may possess the Report is advised that it shall not rely upon the Report or its conclusions and that it should rely on its own appraisers, advisors and other consultants for any decision in connection with the subject property. CBRE shall have no liability or responsibility to any such unintended user.

Addendum A

## LAND SALE DATA SHEETS

Property Name

94925 1/2 St
Address
94925 1/2 St
Chetek, WI 54728
United States
Government Tax Agency Barron
Govt./Tax ID
012-1700-05-000; 012-1700-13-000; 012-1700-31-000

## Site/Government Regulations

|  |  | Acres |
| :--- | :--- | ---: |
| Land Area Net | 39.070 | Square feet <br> $1,701,889$ |
| Land Area Gross | 39.070 | $1,701,889$ |
| Site Development Status | Raw |  |
| Shape | Irregular |  |
| Topography | Generally Level |  |
| Utilities | Available at sites |  |


| Maximum FAR |  |
| :--- | :--- |
| Min Land to Bldg Ratio |  |
| Maximum Density |  |
| Frontage Distance/Street |  |
|  | N/A |
| General Plan | N/A |
| Specific Plan | R1 |
| Zoning | N/A |


| Sale Summary |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Recorded Buyer | Grand Pokegama Estate LLC |  | Marketing Time | N/A |  |
| True Buyer | Caleb Prusinski |  | Buyer Type | N/A |  |
| Recorded Seller | The James V. Larsen \& Therese A. RossLarsen Trust |  | Seller Type | N/A |  |
| True Seller | James V Larsen |  | Primary Verification | Costar, public records |  |
| Interest Transferred | Fee Simple/Freehold |  | Type | Sale |  |
| Current Use | N/A |  | Date | 4/8/2022 |  |
| Proposed Use | N/A |  | Sale Price | \$1,566,496 |  |
| Listing Broker | N/A |  | Financing | Cash to Seller |  |
| Selling Broker | N/A |  | Cash Equivalent | \$1,566,496 |  |
| Doc \# | 000000886954 |  | Capital Adjustment | \$0 |  |
|  |  |  | Adjusted Price | \$1,566,496 |  |
| Transaction Summary plus Five-Year CBRE View History |  |  |  |  |  |
| Transaction Date | Transaction Type | Buyer | Seller | Price | Price/ac and /sf |
| 04/2022 | Sale | Grand Pokegama Estate LLC | The James V. Larsen \& Therese A. Ross-Larsen Trust | \$1,566,496 | \$40,095 / \$0.92 |

Units of Comparison

| $\qquad$$\$ 0.92 / \mathrm{sf}$ <br> $\$ 40,094.60 / \mathrm{ac}$ |
| :--- |
| Map \& Comments |

\(\left.$$
\begin{array}{ll}\text { Property Name } & \begin{array}{l}\text { The Lodge at Overland } \\
\text { Address }\end{array} \\
\begin{array}{ll}6500 \text { Overland Dr NW } \\
\text { Rochester, MN 55901 }\end{array}
$$ <br>

United States\end{array}\right\}\)| Government Tax Agency | Olmsted |
| :--- | :--- |
| Govt./Tax ID | 74.04 .44 .086605 |

## Site/Government Regulations

|  | Acres | Square feet <br> $1,383,054$ |  |
| :--- | ---: | ---: | ---: |
| Land Area Net | 31.751 | 31.751 | $1,383,054$ |
| Land Area Gross |  |  |  |
| Site Development Status | Raw |  |  |
| Shape | Irregular |  |  |
| Topography | Rolling |  |  |
| Utilities | All utilities available to site |  |  |


| Maximum FAR | N/A |
| :--- | :--- |
| Min Land to Bldg Ratio | N/A |
| Maximum Density | 7.46 per ac |
|  |  |
| Frontage Distance/Street | 575 ft Overland Dr NW |
|  |  |
| General Plan | $\mathrm{N} / \mathrm{A}$ |
| Specific Plan | $\mathrm{N} / \mathrm{A}$ |
| Zoning | R-2 LOW DENSITY RESIDENTIAL |
| Entitlement Status | $\mathrm{N} / \mathrm{A}$ |



| Sale Summary |  |  |  |
| :---: | :---: | :---: | :---: |
| Recorded Buyer | TF Rochester, LLC | Marketing Time | N/A |
| True Buyer | Trilogy | Buyer Type | Developer |
| Recorded Seller | Redhawk Lodge LLC | Seller Type | Developer |
| True Seller | Redhawk Lodge LLC | Primary Verification | Knowledgeable 3rd Party |
| Interest Transferred | Fee Simple/Freehold | Type | Sale |
| Current Use | Vacant land | Date | 7/7/2021 |
| Proposed Use | Multifamily Residential | Sale Price | \$3,555,000 |
| Listing Broker | N/A | Financing | All Cash |
| Selling Broker | N/A | Cash Equivalent | \$3,555,000 |
| Doc \# | 1283244 | Capital Adjustment | \$0 |
|  |  | Adjusted Price | \$3,555,000 |


| Transaction Summary plus Five-Year CBRE View History |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Transaction Date | Transaction Type | Buyer | Seller | Price | Price/ac and /sf |
| 07/2021 | Sale | TF Rochester, LLC | Redhawk Lodge LLC | \$3,555,000 | \$111,966/\$2.57 |

## Units of Comparison

| $\$ 2.57 /$ sf | N/A / Unit |
| :---: | :---: |
| $\$ 111,966.39 /$ ac | $\$ 15,000 /$ Allowable Bldg. Units |
|  | N/A / Building Area |

No information recorded
Map \& Comments


Approximately 32 acres of land in Rochester, MN sold in July 2021 for $\$ 3,555,000$. Preliminary plans call for 48 "townhouse-style" units in 12 buildings and 189 apartment units in six (6) three-story buildings. The project will have 237 units once complete. Amenities will include a community park and gardens, tennis court, shared remote-work offices, electric car charging ports, dog park, fitness room, children's play area, gathering spaces, clubhouse, pool, walking paths, and bocce ball lot.


| $\$ 2.22 /$ sf | N/A / Unit |
| ---: | :--- |
| $\$ 96,782.00 /$ ac | N/A / Allowable Bldg. Units |
|  | N/A / Building Area |

## No information recorded

This comparable represents the sale of 41.33 acres of commercial land located in northern Rochester, MN. The sale took place on $6 / 25 / 2021$ for $\$ 4,000,000.00$, or $\$ 2.22 / \mathrm{SF}$. This was an investment sale and was financed. The seller represented themselves in this sale.

| Property Name | Commercial Land Site <br> Along Gopher Drive <br> Address |
| :--- | :--- |
|  | Tomah, WI 54660 |
| United States |  |

## Site/Government Regulations

|  | Acres |  |  | Square feet |
| :--- | ---: | ---: | :---: | :---: |
| Land Area Net | 44.010 | $1,917,076$ |  |  |
| Land Area Gross | 44.010 | $1,917,076$ |  |  |
| Site Development Status | Raw |  |  |  |
| Shape | Triangular |  |  |  |
| Topography | Generally Level |  |  |  |
| Utilities | Assumed Available |  |  |  |


| Maximum FAR | N/A |
| :--- | :--- |
| Min Land to Bldg Ratio | N/A |
| Maximum Density | N/A |
| Frontage Distance/Street | N/A Gopher Drive |
| Frontage Distance/Street | N/A Interstate 90 |


| General Plan | N/A |
| :--- | :--- |
| Specific Plan | N/A |
| Zoning | Highway Business District |
| Entitlement Status | N/A |



Units of Comparison

| $\$ 0.48 /$ sf | N/A / Unit |
| :---: | :--- |
| $\$ 21,017.95 /$ ac | N/A / Allowable Bldg. Units |
|  | N/A / Building Area |

N/A / Allowable Bldg. Units
N/A / Building Area
Map \& Comments
Google Map data (02023

This land sale represents the acquisition of a 44.01 -acre site located along Gopher Drive in Spa Tomah, Monroe County, Wisconsin. The site is generally triangular in shape, generally level at street grade and is zoned highway business district. In March 2021, the site was purchased for $\$ 925,000$ or $\$ 0.48$ per square foot. The property was purchased for future commercial development.

Addendum B

## IMPROVED SALE DATA SHEETS

| Property Name | Northwoods Mall |
| :--- | :--- |
| Address | 2200 War Memorial Drive |
|  | Peoria, IL 61613 <br> United States |
| Government Tax Agency | Peoria |
| Govt./Tax ID | N/A |

Site/Government Regulations

|  | Acres | Square feet |
| :---: | :---: | :---: |
| Land Area Net | 33.600 | 1,463,616 |
| Land Area Gross | 33.600 | 1,463,616 |
| Excess Land Area | N/A | N/A |
| Site Development Status | Finished |  |
| Shape | N/A |  |
| Topography | Generally Level |  |
| Utilities | All to Site |  |
| Maximum Floor Area | N/A |  |
| Maximum FAR | N/A |  |
| Actual FAR | 0.46 |  |
| Frontage Distance/Street | 1,700 ft | Memorial Drive |
| Frontage Distance/Street | 1,580 ft | ling Avenue |

Zoning C2
General Plan N/A

| Improvements |  |  |  |
| :--- | :--- | :--- | :--- |
| Gross Leasable Area (GLA) | 669,370 sf | Floor Count | 2 |
| Status | Existing | Parking Type | Open Asphalt |
| Occupancy Type | Multi-tenant | Parking Ratio | $4.89 / 1,000$ sf |
| Year Built | 1983 | Condition | Fair |
| Year Renovated | 2005 | Exterior Finish | Masonry |
| Total Anchor Rentable | N/A | Number of Buildings | N/A |
| Area |  |  |  |
| Total ln Line Rentable Area | N/A |  |  |
| Anchor | N/A |  |  |
| Junior Anchor | N/A |  |  |
| National | N/A |  |  |


| Sale Summary |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Recorded Buyer | Kohan Retail | Marketing Time | $\mathrm{N} / \mathrm{A}$ |
| True Buyer | $\mathrm{N} / \mathrm{A}$ | Buyer Type | $\mathrm{N} / \mathrm{A}$ |
| Recorded Seller | $\mathrm{N} / \mathrm{A}$ | Seller Type | $\mathrm{N} / \mathrm{A}$ |
| True Seller | $\mathrm{N} / \mathrm{A}$ | Primary Verification | $\mathrm{N} / \mathrm{A}$ |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | $\mathrm{N} / \mathrm{A}$ | Date | $8 / 15 / 2022$ |
| Proposed Use | $\mathrm{N} / \mathrm{A}$ | Sale Price | $\$ 19,000,000$ |
| Listing Broker | $\mathrm{N} / \mathrm{A}$ | Financing | $\mathrm{N} / \mathrm{A}$ |
| Selling Broker | $\mathrm{N} / \mathrm{A}$ | Cash Equivalent | $\$ 19,000,000$ |
| Doc \# | $\mathrm{N} / \mathrm{A}$ | Capital Adjustment | $\$ 0$ |



| Property Name | Maplewood Mall |
| :--- | :--- |
| Address | 3001 White Bear Avenue |
|  | Maplewood, MN 55109 <br> United States |
| Government Tax Agency | Ramsey |
| Govt./Tax ID | N/A |

## Site/Government Regulations

|  | Acres | Square feet |
| :---: | :---: | :---: |
| Land Area Net | 68.370 | 2,978,197 |
| Land Area Gross | 68.370 | 2,978,197 |
| Excess Land Area | N/A | N/A |
| Site Development Status | Finished |  |
| Shape | Irregular |  |
| Topography | Generally Level |  |
| Utilities | All to Site |  |
| Maximum Floor Area | N/A |  |
| Maximum FAR | N/A |  |
| Actual FAR | 0.15 |  |
| Frontage Distance/Street | 888 ft | m Avenue |
| Zoning | BC |  |
| General Plan | N/A |  |



| Improvements |  |  |  |
| :--- | :--- | :--- | :--- |
| Gross Leasable Area (GLA) | 454,117 sf | Floor Count | 1 |
| Status | Existing | Parking Type | Surface |
| Occupancy Type | Multi-tenant | Parking Ratio | 6.61/1,000 sf |
| Year Built | 1974 | Condition | Average |
| Year Renovated | 1996 | Exterior Finish | Masonry |
| Total Anchor Rentable | 578,060 sf | Number of Buildings | N/A |
| Area |  |  |  |
| Total In Line Rentable Area | 319,237 sf |  |  |
| Anchor | JC Penney, Sears, Macy's, Kohl's |  |  |
| Junior Anchor | N/A |  |  |
| National | N/A |  |  |


| Sale Summary |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Recorded Buyer | Brookwood Capital Partners, LLC | Marketing Time | N/A |
| True Buyer | N/A | Buyer Type | Private Investor |
| Recorded Seller | Washington Prime Group, Inc. | Seller Type | N/A |
| True Seller | N/A | Primary Verification | Deed records |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | N/A | Date | $6 / 21 / 2022$ |
| Proposed Use | N/A | Sale Price | $\$ 27,500,000$ |
| Listing Broker | N/A | Financing | Market Rate Financing |
| Selling Broker | N/A | Cash Equivalent | $\$ 27,500,000$ |
| Doc \# | 1425075 | Capital Adjustment | $\$ 0$ |



| Property Name | Fairlane Town Center Mall |
| :--- | :--- |
| Address | 18900 Michigan Avenue <br> Dearborn, MI 48126 |
|  | United States |
| Government Tax Agency | Wayne |
| Govt./Tax ID | Multiple |

## Site/Government Regulations

|  | Acres | Square feet |
| :--- | ---: | ---: |
| Land Area Net | 111.136 | $4,841,083$ |
| Land Area Gross | 111.136 | $4,841,083$ |
| Excess Land Area | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |


| Site Development Status | Finished |  |
| :--- | :--- | :---: |
| Shape | Irregular |  |
| Topography | Generally Level |  |
| Utilities | All to Site |  |
| Maximum Floor Area | $\mathrm{N} / \mathrm{A}$ |  |
| Maximum FAR | $\mathrm{N} / \mathrm{A}$ |  |
| Actual FAR | 0.14 |  |
| Frontage Distance/Street | $2,300 \mathrm{ft}$ Evergreen Road |  |
| Frontage Distance/Street | $\mathbf{2 , 5 0 0} \mathrm{ft}$ Hubbard Drive |  |
| Frontage Distance/Street | $2,600 \mathrm{ft}$ Route 39 |  |


| Zoning | BC |
| :--- | :--- |
| General Plan | N/A |


| Improvements |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Gross Leasable Area (GLA) | 679,449 sf | Floor Count | 3 |  |
| Status | Existing | Parking Type | Surface |  |
| Occupancy Type | Multi-tenant | 1976 | Parking Ratio | $12.01 / 1,000$ sf |
| Year Built | 2007 | Condition | Average |  |
| Year Renovated | N/A | Exterior Finish | Masonry |  |
| Total Anchor Rentable | Number of Buildings | 5 |  |  |

Area
Total In Line Rentable Area N/A

| Anchor | N/A |
| :--- | :--- |
| Junior Anchor | N/A |
| National | N/A |


| Sale Summary |  |  |  |
| :--- | :--- | :--- | :--- |
| Recorded Buyer | Centennial Real Estate Acquisition LLC | Marketing Time | $\mathrm{N} / \mathrm{A}$ |
| True Buyer | $\mathrm{N} / \mathrm{A}$ | Buyer Type | $\mathrm{N} / \mathrm{A}$ |
| Recorded Seller | Starwood | Seller Type | $\mathrm{N} / \mathrm{A}$ |
| True Seller | $\mathrm{N} / \mathrm{A}$ | Primary Verification | $\mathrm{N} / \mathrm{A}$ |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | $\mathrm{N} / \mathrm{A}$ | Date | $5 / 3 / 2022$ |
| Proposed Use | $\mathrm{N} / \mathrm{A}$ | Sale Price | $\$ 34,888,475$ |
| Listing Broker | $\mathrm{N} / \mathrm{A}$ | Financing | Market Rate Financing |
| Selling Broker | $\mathrm{N} / \mathrm{A}$ | Cash Equivalent | $\$ 34,888,475$ |
| Doc \# | N/A | Capital Adjustment | $\$ 0$ |


| Transaction Summary plus Five-Year CBRE View History |
| :--- |
| Transaction Date |
| $\mathbf{T r a n s a c t i o n ~ T y p e ~}$ |
| Sale |


| Financial | Trailing |
| :--- | ---: |
|  | Actuals |
| Revenue Type | $5 / 3 / 2022$ |
| Period Ending | Appraiser |
| Source | $\$ 34,888,475$ |
| Price | $\mathrm{N} / \mathrm{A}$ |
| Potential Gross Income | $\mathrm{N} / \mathrm{A}$ |
| Economic Occupancy | $\mathrm{N} / \mathrm{A}$ |
| Economic Loss | $\mathrm{N} / \mathrm{A}$ |
| Effective Gross Income | $\mathrm{N} / \mathrm{A}$ |
| Expenses | $\$ 6,541,833$ |
| Net Operating Income | $\$ 9.63$ |
| NOI / sf | $\mathrm{N} / \mathrm{A}$ |
| NOI / Suite | $\mathrm{N} / \mathrm{A}$ |
| EGIM | $\mathrm{N} / \mathrm{A}$ |
| OER | $18.75 \%$ |
| Net Initial Yield/Cap. Rate |  |

## Map \& Comments

This comparable is regional mall, known as Fairlane Town Center, located in Dearborn, Wayne County, Michigan. The mall was originally developed in 1976, renovated in 2000 and 2007, and totals $1,442,912$ square feet. The mall includes four anchors: Macy's (unowned), JCPenney (unowned), a vacant Sears (unowned) and Ford Motor Company (unowned). The unowned Ford anchor space was a former Lord \& Taylor department store. The owned mall component includes 679,449 square feet. Ford separately leases 120,364 square feet of contiguous space inside of the mall, which is part of the owned mall asset. Both spaces were built out as flex office space. In the spring of 2020, Ford vacated both spaces due to the reduced need for office space during the pandemic. The spaces remained dark as of the date of sale though Ford continues to meet its rent obligations under both leases. Ford has the option to terminate both leases in December 2024. In May 2022, the property sold along with a Texas mall for a consideration of $\$ 34,888,475$, or $\$ 51.35$ per square foot. Based on in-place income and expenses an overall capitalization rate of $18.75 \%$ is indicated by the sale. Excluding Ford rental income results in an adjusted capitalization rate of $15.30 \%$. Tenants under 10,000 square feet had average sales of $\$ 561$ per square foot.

| Property Name | Wyoming Valley Mall |
| :---: | :---: |
| Address | 29 Wyoming Valley Mall Wilkes-Barre, PA 18702 United States |
| Government Tax Agency | Luzerne |
| Govt./Tax ID | N/A |

## Site/Government Regulations

|  | Acres | Square feet |
| :--- | ---: | ---: |
| Land Area Net | 100.000 | $4,356,000$ |
| Land Area Gross | 100.000 | $4,356,000$ |
| Excess Land Area | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |


| Site Development Status | Finished |
| :---: | :---: |
| Shape | Irregular |
| Topography | Generally Level |
| Utilities | All to Site |
| Maximum Floor Area | N/A |
| Maximum FAR | N/A |
| Actual FAR | 0.21 |
| Frontage Distance/Street | 3,550 ft Mundy Street |
| Frontage Distance/Street | 2,250 ft Wyoming Valley Mall Road |
| Zoning | B-2 |
| General Plan | N/A |



## Improvements

Gross Leasable Area (GLA)
Status
Occupancy Type
Year Built
Year Renovated
Total Anchor Rentable
Area
Total In Line Rentable Area N/A

| Anchor | N/A |
| :--- | :--- |
| Junior Anchor | N/A |
| National | N/A |

National N/A

| Recorded Buyer | Kohan Retail | Marketing Time | N/A |
| :--- | :--- | :--- | :--- |
| True Buyer | $\mathrm{N} / \mathrm{A}$ | Buyer Type | N/A |
| Recorded Seller | LNR Partners | Seller Type | N/A |
| True Seller | $\mathrm{N} / \mathrm{A}$ | Primary Verification | N/A |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | $\mathrm{N} / \mathrm{A}$ | Date | 7/22/2021 |
| Proposed Use | $\mathrm{N} / \mathrm{A}$ | Sale Price | \$17,000,000 |
| Listing Broker | $\mathrm{N} / \mathrm{A}$ | Financing | N/A |
| Selling Broker | $\mathrm{N} / \mathrm{A}$ | Cash Equivalent | \$17,000,000 |
| Doc \# | $\mathrm{N} / \mathrm{A}$ | Capital Adjustment | $\$ 0$ |


| Transaction Date | Transaction Type |  | Buyer |  |  |  |  | Price | Cash Equivalent Price/sf |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 07/2021 | Sale |  | Kohan |  |  |  |  | 7,000,000 | \$18.62 |
| Units of Comparison |  |  |  |  |  |  |  |  |  |
| Static Analysis Method |  | Other (see comments) |  |  |  | Eff Gross Inc Mult (EGIM) |  | N/A |  |
| Buyer's Primary Analysis |  | Yield Capitalization Analysis |  |  |  |  |  | N/A |  |
| Net Initial Yield/Cap. Rate |  | 9.41\% |  |  |  |  |  | \$18.62 |  |
| Projected IRR |  | N/A |  |  |  |  |  | N/A |  |
| Actual Occupancy at Sale 66\% |  |  |  |  |  |  |  |  |  |
| Financial |  |  |  |  |  |  |  |  |  |
| Revenue Type |  | Trailing |  | Other See |  |  |  |  |  |
| Period Ending |  |  | N/A |  |  |  |  |  |  |
| Source |  |  | N/A |  |  |  |  |  |  |
| Price |  | \$17,00 | 0,000 |  |  |  |  |  |  |
| Potential Gross Income |  |  | N/A |  |  |  |  |  |  |
| Economic Occupancy |  |  | N/A |  |  |  |  |  |  |
| Economic Loss |  |  | N/A |  |  |  |  |  |  |
| Effective Gross Income |  |  | N/A |  |  |  |  |  |  |
| Expenses |  |  | N/A |  |  |  |  |  |  |
| Net Operating Income |  | \$1,59 | 9,700 |  |  |  |  |  |  |
| $\mathrm{NOI} / \mathrm{sf}$ |  |  | \$1.75 |  |  |  |  |  |  |
| NOI / Unit |  |  | N/A |  |  |  |  |  |  |
| EGIM |  |  | N/A |  |  |  |  |  |  |
| OER |  |  | N/A |  |  |  |  |  |  |
| Net Initial Yield/Cap. Rate |  |  | 9.41\% |  |  |  |  |  |  |
| Map \& Comments |  |  |  |  |  |  |  |  |  |

This comparable is a regional mall, known as Wyoming Valley Mall, located in Wiles Barre, Luzerne County, Pennsylvania. The mall was originally developed in 1971, renovated in 1995 and totals 913,045 square feet. The mall includes four anchors JCPenney, Macy's (vacant) and Sears (vacant). Occupancy at the time of sale was reported to be around 66\%. In July 2021, the property sold for a consideration of $\$ 17,000,000$, or $\$ 18.62$ per square foot. An overall capitalization rate of $9.41 \%$ was reported for the sale. Inline tenant sales were not reported. Additional tenants include American Eagle Outfitters, Bath \& Body Works, GameStop and Children's Place.

| Property Name | River Hills Mall |
| :--- | :--- |
| Address | 1850 Adams Street |
|  | Mankato, MN 56001 |
| United States |  |
| Government Tax Agency | Blue Earth |
| Govt./Tax ID | Multiple |

## Site/Government Regulations

|  | Acres | Square feet |
| :--- | ---: | ---: |
| Land Area Net | 54.300 | $2,365,308$ |
| Land Area Gross | 54.300 | $2,365,308$ |
| Excess Land Area | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |


| Site Development Status | Finished |
| :--- | :--- |
| Shape | Irregular |
| Topography | Level, At Street Grade |
| Utilities | All Available |
| Maximum Floor Area | $\mathrm{N} / \mathrm{A}$ |
| Maximum FAR | $\mathrm{N} / \mathrm{A}$ |
| Actual FAR | 0.26 |
| Frontage Distance/Street | $1,640 \mathrm{ft}$ |
| Frontage Dishway 14 |  |
| Frontage Distance/Street | 940 ff |
| Frontage | Distanay 22 |

Zoning B-3 Highway Commercial
General Plan N/A

## Improvements

Gross Leasable Area (GLA)

Status
Occupancy Type N/A
Year Built 1991
Year Renovated 2006

Total Anchor Rentable N/A
Ared
Total In Line Rentable Area N/A

| Anchor | N/A |
| :--- | :--- |
| Junior Anchor | N/A |
| National | N/A |


| Sale Summary |  |  |  |
| :--- | :--- | :--- | :--- |
| Recorded Buyer | River Hills Mall Realty Holding LLC | Marketing Time | N/A |
| True Buyer | Kohan Retail Investment Group | Buyer Type | Private Investor |
| Recorded Seller | Brookfield Properties | Seller Type | Private Investor |
| True Seller | N/A | Primary Verification | Buyer, Public Record |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | N/A | Date | $7 / 16 / 2021$ |
| Proposed Use | N/A | Sale Price | $\$ 29,405,000$ |
| Listing Broker | N/A | Financing | Market Rate Financing |
| Selling Broker | N/A | Cash Equivalent | $\$ 29,405,000$ |
| Doc \# | eCRV ID 1285382 | Capital Adjustment | $\$ 0$ |



Map \& Comments
This comparable is a 624,082 square foot retail property (regional mall) located at 1850 Adams St in Mankato, Minnesota. The improvements were constructed in 1991, renovated in 2006 and are situated on a 54.30 -acre site. The overall River Hills Mall includes the main mall building with four anchor tenants, four freestanding retail buildings (PetSmart, Party City, BounceTown and a vacant Sears Auto Body) and various vacant outlots. The enclosed mall includes a Target and JC Penney store which are connected but are separately owned. Included in the sale is the main mall, less the separately owned anchor tenants Target and JCPenney. Based upon review of public records, the components subject to the sale transaction total 624,082 square feet. The property sold in July 2021 for $\$ 29,405,000$, or $\$ 47.12$ per square foot. The mall was approximately $90 \%$ occupied at the time of sale. The buyer indicated a $12.00 \%$ capitalization rate on the acquisition. The average remaining lease term was approximately 3 years.

| Property Name | SouthPark Center Mall |
| :--- | :--- |
| Address | 500 Southpark Center |
|  | Strongsville, OH 44136 |
| United States |  |
| Government Tax Agency | Cuyahoga |
| Govt./Tax ID | Multiple |

## Site/Government Regulations

|  | Acres | Square feet |
| :--- | ---: | ---: |
| Land Area Net | 63.966 | $2,786,359$ |
| Land Area Gross | 121.638 | $5,298,551$ |
| Excess Land Area | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |



| Site Development Status | Finished |
| :--- | :--- |
| Shape | Irregular |
| Topography | Generally Level |
| Utilities | All Available |
|  |  |
| Maximum Floor Area | N/A |
| Maximum FAR | N/A |
| Actual FAR | 0.52 |
| Frontage Distance/Street |  |
| Zoning | N/A |
| General Plan Southpark Center (ring road) |  |


| Improvements |  |  |
| :--- | :--- | :--- |
| Gross Leasable Area (GLA) | 736,889 sf | Floor Count |
| Status | Existing | Parking Type |
| Occupancy Type | Multi-tenant | Parking Ratio |
| Year Built | 1996 | Condition |
| Year Renovated | 2006 | Exterior Finish |
| Total Anchor Rentable | 826,894 sf | Number of Buildin |
| Area |  |  |
| Total In Line Rentable Area | 611,889 sf |  |
| Anchor | Macy's, Sears, JCPenney, Dillard's, Dick's Sporting Goods, Cinemark |  |
| Junior Anchor | N/A |  |
| National | N/A |  |

Sale Summary

| Recorded Buyer | SPM Acquisition, LLC | Marketing Time | N/A |
| :--- | :--- | :--- | :--- | :--- |
| True Buyer | Kize Capital LP | Buyer Type | Private Investor |
| Recorded Seller | South Park Mall, LLC | Seller Type | Private Investor |
| True Seller | Starwood Capital Group | Primary Verification | Listing Broker, Public Records |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | N/A | Date | $4 / 16 / 2021$ |
| Proposed Use | N/A | Sale Price | $\$ 57,720,150$ |
| Listing Broker | CBRE - George Good | Financing | Cash to Seller |
| Selling Broker | N/A | Cash Equivalent | $\$ 57,720,150$ |
| Doc \# | 503270 | Capital Adjustment | $\$ 0$ |
|  |  | Adjusted Price | $\$ 57,720,150$ |


| Transaction Date | Transaction Type | Buyer | Seller | Price | Cash Equivalent Price/sf |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 04/2021 | Sale | SPM Acquisition, LLC | South Park Mall, LLC | \$57,720,150 | \$78.33 |
| Units of Comparison |  |  |  |  |  |
| Static Analysis Method | Other (see comments) |  | Eff Gross Inc Mult (EGIM) | N/A |  |
| Buyer's Primary Analysis | Yield Capitalization Analysis |  | Op Exp Ratio (OER) | N/A |  |
| Net Initial Yield/Cap. Rate | 15.80\% |  | Adjusted Price / sf | \$78.33 |  |
| Projected IRR | N/A |  | Wtd. Avg. Lease Expiry | N/A |  |
| Actual Occupancy at Sale 89\% |  |  |  |  |  |

Financial

| Revenue Type | Other See <br> Comments |
| :--- | ---: |
| Period Ending | $\mathrm{N} / \mathrm{A}$ |
| Source | Broker |
| Price | $\$ 57,720,150$ |
| Potential Gross Income | $\mathrm{N} / \mathrm{A}$ |
| Economic Occupancy | $\mathrm{N} / \mathrm{A}$ |
| Economic Loss | $\mathrm{N} / \mathrm{A}$ |
| Effective Gross Income | $\mathrm{N} / \mathrm{A}$ |
| Expenses | $\mathrm{N} / \mathrm{A}$ |
| Net Operating Income | $\$ 9,119,784$ |
| NOI / sf | $\$ 12.38$ |
| NOI / Unit | $\mathrm{N} / \mathrm{A}$ |
| EGIM | $\mathrm{N} / \mathrm{A}$ |
| OER | $\mathrm{N} / \mathrm{A}$ |
| Net Initial Yield/Cap. Rate | $15.80 \%$ |

Map \& Comments
The comparable represents a regional enclosed mall known as SouthPark Center Mall located at 500 -
l6996 SouthPark Center, Strongsville, Strongsville County, OH. The property is located in the southwest
quadrant of Interstate 71 and Royalton Road, south of Interstate 80, in the southwest Cleveland metro
area. The mall was originally developed in 1996 and expanded and renovated in 2006-2007. The
property is two-level, located on 64 acres of land (owned; 122 acres overall). The property is anchored
by Dick's Sporting Goods, Cinemark ( 16 screens), and Kohl's, all of which are owned. In addition, the
property has four department store anchors that are separately owned: Macy's, JCPenney, Dillard's, and
a former Sears (dark; closed in 2018). Kohl's is also located as an outlot along the ring road along the
mall. The property includes approximately 170 inline retail and service tenants, including a food court.
The mall represents the newest regional mall within the overall Cleveland market area and is northeast
Ohio's largest retail center.

| Property Name | Lansing Mall |
| :--- | :--- |
| Address | 5330 West Saginaw |
|  | Lansing, MI 48917 |
|  | United States |
| Government Tax Agency | Ingham |
| Govt./Tax ID | N/A |

Site/Government Regulations

|  | Acres | Square feet |
| :--- | ---: | ---: |
| Land Area Net | 81.100 | $3,532,716$ |
| Land Area Gross | 81.100 | $3,532,716$ |
| Excess Land Area | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |


| Site Development Status | Finished |
| :--- | :--- |
| Shape | Irregular |
| Topography | Generally Level |
| Utilities | N/A |
| Maximum Floor Area |  |
| Maximum FAR |  |
| Actual FAR |  |
|  |  |
|  | N/A |
|  |  |


| Zoning | N/A |
| :--- | :--- |
| General Plan | N/A |


| Improvements |  |  |  |
| :---: | :---: | :---: | :---: |
| Gross Leasable Area (GLA) | 350,000 sf | Floor Count | 1 |
| Status | Existing | Parking Type | Surface |
| Occupancy Type | Multi-tenant | Parking Ratio | 11.82/1,000 sf |
| Year Built | 1969 | Condition | Average |
| Year Renovated | N/A | Exterior Finish | Other (See Comments) |
| Total Anchor Rentable Area | N/A | Number of Buildings | 1 |
| Total In Line Rentable Area | N/A |  |  |
| Anchor | N/A |  |  |
| Junior Anchor | N/A |  |  |
| National | N/A |  |  |
| Sale Summary |  |  |  |
| Recorded Buyer | N/A | Marketing Time | N/A |
| True Buyer | Kohan Retail Investment Group | Buyer Type | Other |
| Recorded Seller | N/A | Seller Type | REIT |
| True Seller | Brookfield Properties Group | Primary Verification | Broker |
| Interest Transferred | Leased Fee | Type | Sale |
| Current Use | N/A | Date | 3/17/2021 |
| Proposed Use | N/A | Sale Price | \$7,000,000 |
| Listing Broker | CBRE | Financing | Cash to Seller |
| Selling Broker | N/A | Cash Equivalent | \$7,000,000 |
| Doc \# | N/A | Capital Adjustment | \$0 |
|  |  | Adjusted Price | \$7,000,000 |



| Financial | Trailing <br> Actuals |
| :--- | ---: |
| Revenue Type | $12 / 31 / 2021$ |
| Period Ending | Broker |
| Source | $\$ 7,000,000$ |
| Price | $\mathrm{N} / \mathrm{A}$ |
| Potential Gross Income | $\mathrm{N} / \mathrm{A}$ |
| Economic Occupancy | $\mathrm{N} / \mathrm{A}$ |
| Economic Loss | $\$ 4,988,925$ |
| Effective Gross Income | $\$ 3,786,853$ |
| Expenses | $\$ 1,202,072$ |
| Net Operating Income | $\$ 3.43$ |
| NOI / sf | $\mathrm{N} / \mathrm{A}$ |
| NOI / Unit | 1.40 |
| EGIM | $75.91 \%$ |
| OER | $17.17 \%$ |
| Net Initial Yield/Cap. Rate |  |



This comparable represents the sale of the Lansing Mall, a regional enclosed mall. The overall mall includes 706,925 square feet though the owned portion was approximately 350,000 square feet. The property was $57 \%$ occupied overall and the in-line occupancy rate was $61 \%$. Notable anchor and junior anchor tenants include JC Penney, Regal Cinemas, TJ Maxx, Barnes \& Noble and Dunham's Sports. There were dark anchors at the mall formerly occupied by Younkers and Macy's. Inline sales for tenants of less than 10,000 square feet were $\$ 260$. Sales for tenants of between 10,000 and 32,000 square feet were $\$ 139$ per square foot. In March 2021, the property sold for a consideration of $\$ 7,000,000$, or $\$ 20.00$ per square foot according to the listing broker. The capitalization rate was $17.17 \%$. The NOI was based on income in trailing actual in-place at the time of sale.

| Property Name | Westwood Mall |
| :--- | :--- |
| Address | 1850 West Michigan Avenue. |
|  | Jackson, MI 49202 <br>  <br> United States |
| Government Tax Agency | Jackson |
| Govt./Tax ID | N/A |

## Site/Government Regulations

|  | Acres | Square feet |
| :--- | ---: | ---: |
| Land Area Net | 22.560 | 982,714 |
| Land Area Gross | 22.560 | 982,714 |
| Excess Land Area | N/A | N/A |


| Site Development Status | Finished |
| :--- | :--- |
| Shape | Irregular |
| Topography | Generally Level |
| Utilities | all available |
| Maximum Floor Area | N/A |
| Maximum FAR | N/A |
| Actual FAR | 0.28 |


| Zoning | N/A |
| :--- | :--- |
| General Plan | N/A |


| Improvements |  |  |  |
| :---: | :---: | :---: | :---: |
| Gross Leasable Area (GLA) | 272,523 sf | Floor Count | 1 |
| Status | Existing | Parking Type | N/A |
| Occupancy Type | Multi-tenant | Parking Ratio | 4.55/1,000 sf |
| Year Built | 1950 | Condition | Average |
| Year Renovated | 1993 | Exterior Finish | Concrete Block |
| Total Anchor Rentable Area | N/A | Number of Buildings | 1 |
| Total In Line Rentable Area | N/A |  |  |
| Anchor | N/A |  |  |
| Junior Anchor | N/A |  |  |
| National | N/A |  |  |


| Sale Summary |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Recorded Buyer | Kohan Retail Investors | N/A | Marketing Time | Buyer Type |



Addendum C

## OPERATING DATA



## SPINOSO <br> REAL ESTATE GROUP

PROPERTY RENT ROLL

## 12/2022



[^15]

[^16]Valley View Mall
Greystone Servicing Company LLC * La Crosse, WI 54601
PROPERTY RENT ROLL

## 12/2022



## SPINOSO <br> REAL ESTATE GROUP

Valley View Mall
Greystone Servicing Company LLC * La Crosse, WI 54601
PROPERTY RENT ROLL
12/2022


## SPINOSD <br> REAL ESTATE GROUP

Valley View Mall
Greystone Servicing Company LLC * La Crosse, WI 54601
PROPERTY RENT ROLL

## 12/2022





[^17]PROPERTY RENT ROLL
12/2022


## SPINOSO <br> REAL ESTATE GROUP

|  |  |  |  |  |  | GROSS RENT |  |  | tenant details |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TENANT | SPACE TYPE | SF | PERM/TEMP | TCD | Exp | ANNUAL | MONTHLY | PSF | CODE | FROM | ANNUAL | MONTHLY | PSF | \% PAY | TYP |
| UNIT SUMMARY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | total owned property area |  |  |  |  | \% Of TOTAL |  |  |  |  |  |  |  |  |  |
|  | Perm Temp | Occupied | Vacant | Total | \% Occ | Perm | Temp | Vacant |  |  |  |  |  |  |  |
| Anchor-Owned Building only |  | - |  | - | 0.00\% |  |  |  |  |  |  |  |  |  |  |
| ATM's |  | - | 18 | 18 | 0.00\% |  |  | 100\% |  |  |  |  |  |  |  |
| Food Court | 1,369 2,935 | 4,304 | 2,032 | 6,336 | 67.93\% | 22\% | 46\% | 32\% |  |  |  |  |  |  |  |
| inline | 115,973 59,066 | 175,039 | 26,568 | 201,607 | 86.82\% | 58\% | 29\% | 13\% |  |  |  |  |  |  |  |
| Kiosk | 990 | 990 | 373 | 1,363 | 72.63\% |  | 73\% | 27\% |  |  |  |  |  |  |  |
| Non-Fronting | 932 | 932 |  | 932 | 100.00\% |  | 100\% |  |  |  |  |  |  |  |  |
| Parking Lot |  | - |  | - | 0.00\% |  |  |  |  |  |  |  |  |  |  |
| Retail Anchor | 96,357 | 96,357 |  | 96,357 | 100.00\% | 100\% |  |  |  |  |  |  |  |  |  |
| Storage |  | - |  | - | 0.00\% |  |  |  |  |  |  |  |  |  |  |
| Vending |  | - |  | - | 0.00\% |  |  |  |  |  |  |  |  |  |  |
|  | ${ }^{213,699} \quad 63,923$ | 277,622 | 28,991 | 306,613 | 90.54\% |  |  |  |  |  |  |  |  |  |  |
|  | 69.70\% 20.85\% |  | 9.46\% |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Owned Property Area | 277,622 | 28,991 | 306,613 | 90.54\% |  |  |  |  |  |  |  |  |  |  |
|  | Not Property Owned | 77,622 | 230,596 | 230,596 | 0.00\% |  |  |  |  |  |  |  |  |  |  |
|  | Total Property Area | 277,622 | 259,587 | 537,209 | 51.68\% |  |  |  |  |  |  |  |  |  |  |

BASE RENT AND COST RECOVERY SUMMARY

| Code | Annual | Monthly |
| :---: | :---: | :---: |


| Base Rent | brm | 2,126,080 | 177,173 |
| :---: | :---: | :---: | :---: |
| Co-tenancy Base Rent | cotenbrm | 96,501 | 8,042 |
| Common Area Charge | camp | 70,232 | 5,853 |
| Common Area Charge Fixed | camf | 191,672 | 5,973 |
| Food Court Cam | fccam | 3,23 | 270 |
| Marketing fund | mkfd | 7,79 | 649 |
| Real Estate Tax | ret | 180,134 | 5,011 |
| Temp Tenant Percent Rent in Lieu | ttpl | - | - |
| Temp. Tenant - Base Rent Inline | ttibrn | 535,920 | 44,660 |
| Temp. Tenant - Electric Reim | ttelec | 1,200 | 100 |
| Temp. Tenant - Kiosk Base Rent | ttkbrn | 84,600 | 7,050 |
| Temp. Tenant - Promo/Event | ttproev |  |  |
| Temp. Tenant-RMU Base Rent | ttrbrn | 3,600 | 300 |
| Temp. Tenant - Storage Inco | ttsto | 32,220 | 2,685 |
| Temp. Tenant - Vending | ttven | 19,572 | 1,631 |
| Tenant - Utility - Electricity | tuelec | 3,240 | 270 |
| Tenant - Utility - HVAC | tuhvac | 205,019 | 17,085 |
| Tenant - Utility-HVAC Escalation | tuhvae | 25,169 | 2,097 |
| Tenant-Utility - Water/Sewer Inc | tuwsw | 5,406 | 451 |
| Tenant-Utility-Sprinkler Income | tuspk | 7,815 | 651 |
|  | total | 3,599,408 | 299,951 |

## Valley View Mall (VVW)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2020


## Valley View Mall (VVW)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2020

| Account | Description | MTD Actual | MTD Budget | Variance | \% Comment | YTD Actual | YTD Budget | Variance | \% Comment | Annual Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 428-000 | Other Tenant Reim |  |  |  |  |  |  |  |  |  |
| 428-300 | Other Reimb. Income Mis | - | 330 | (330) | -100.0\% | 2,640 | 3,960 | $(1,320)$ | -33.3\% | 3,960 |
| 428-900 | Total Other Tenant Reim | - | 330 | (330) | -100.0\% | 2,640 | 3,960 | $(1,320)$ | -33.3\% | 3,960 |
| 429-000 | CAM Reimb Income |  |  |  |  |  |  |  |  |  |
| 429-025 | CAM Inc Opexp-On Accoun | 48,977 | 50,884 | $(1,907)$ | -3.7\% | 658,717 | 670,970 | $(12,254)$ | -1.8\% | 670,970 |
| 429-110 | COVID CAM Income | (781) | - | (781) | -100.0\% | (781) |  | (781) | -100.0\% |  |
| 429-275 | CAM Inc Op Exp-Prior Ye |  |  |  | 0.0\% | (114) |  | (114) | -100.0\% |  |
| 429-900 | Total CAM Reimb Income | 48,196 | 50,884 | $(2,688)$ | -5.3\% | 657,821 | 670,970 | $(13,149)$ | -2.0\% | 670,970 |
| 431-000 | F/C CAM Reimb Income |  |  |  |  |  |  |  |  |  |
| 431-100 | F/C CAM Inc-On Account | 1,047 | 1,938 | (891) | -46.0\% | 17,499 | 23,948 | $(6,449)$ | -26.9\% | 23,948 |
| 431-110 | COVID F/C CAM Income | (254) |  | (254) | -100.0\% | (254) |  | (254) | -100.0\% |  |
| 431-900 | Total $\mathrm{F} / \mathrm{C}$ CAM Reimb Income | 793 | 1,938 | $(1,145)$ | -59.1\% | 17,245 | 23,948 | $(6,703)$ | -28.0\% | 23,948 |
| 432-000 | Marketing Income |  |  |  |  |  |  |  |  |  |
| 432-050 | Marketing Fund Income | 2,211 | 2,499 | (288) | -11.5\% | 35,188 | 36,252 | $(1,064)$ | -2.9\% | 36,252 |
| 432-110 | COVID Marketing Income |  | . |  | 0.0\% | (807) | (793) | (14) | 1.7\% | (793) |
| 432-900 | Total Marketing Income | 2,211 | 2,499 | (288) | -11.5\% | 34,382 | 35,459 | $(1,078)$ | -3.0\% | 35,459 |
| 432-990 | Total Expense Reimbursement | 111,239 | 123,713 | (12,474) | -10.1\% | 1,408,806 | 1,544,948 | (136,142) | -8.8\% | 1,544,948 |
| 433-000 | Miscellaneous Income |  |  |  |  |  |  |  |  |  |
| 433-050 | Interest Income-General | - | - |  | 0.0\% | 3,791 | 3,143 | 648 | 20.6\% | 3,143 |
| 433-525 | Misc Operating Income | (86) | - | (86) | -100.0\% | 13,523 | 5,066 | 8,456 | 166.9\% | 5,066 |
| 433-630 | Unearned Rental Income | (327,924) | - | $(327,924)$ | -100.0\% | $(54,714)$ | - | $(54,714)$ | -100.0\% |  |
| 433-640 | Unapplied Cash | 227,174 | - | 227,174 | 100.0\% | 328,107 |  | 328,107 | 100.0\% |  |
| 439-990 | Total Miscellaneous Income | $(100,836)$ | - | $(100,836)$ | $-100.0 \%$ Due to applied receipts from Unearned income. | 290,706 | 8,209 | 282,497 | 3441.1\% Unapplied cash not budgeted. | 8,209 |
| 499-990 | Total Revenues | 422,458 | 458,178 | (35,720) | -7.8\% | 5,508,884 | 5,236,778 | 272,106 | 5.2\% | 5,236,778 |
| 511-100 | CAM Interior-Cleaning |  |  |  |  |  |  |  |  |  |
| 511-225 | Cleaning-Contracted Ser | 47,143 | 20,204 | $(26,939)$ | -133.3\% | 283,342 | 223,356 | (59,985) | -26.9\% | 223,356 |
| 511-525 | Clean-Pest Control | - | 275 | 275 | 100.0\% | 988 | 1,859 | 871 | 46.8\% | 1,859 |
| 511-900 | Total CAM Interior-Cleaning | 47,143 | 20,479 | $(26,664)$ | - $130.2 \%$ Due to timing of payment, two AP periods paid. | 284,330 | 225,215 | $(59,115)$ | $-26.2 \%$ Due to change from accrual to cash adding an additional months expense. | 225,215 |
| 512-000 | CAM Interior-Rep\&Maintenc |  |  |  |  |  |  |  |  |  |
| 512-050 | R\&M-Contracted Services | 24,756 | 9,112 | $(15,644)$ | -171.7\% | 138,249 | 122,386 | $(15,863)$ | -13.0\% | 122,386 |
| 512-070 | R\&M-Supplies |  | 360 | 360 | 100.0\% | 702 | 1,875 | 1,173 | 62.6\% | 1,875 |
| 512-110 | R\&M-Maint Supplies | 54 | 170 | 116 | 68.4\% | 1,433 | 1,999 | 566 | 28.3\% | 1,999 |
| 512-130 | R\&M-Electrical Supplies |  |  |  | 0.0\% | 256 | 243 | (13) | -5.2\% | 243 |
| 512-170 | R\&M-Equipment Rent | 1,685 | 2,300 | 615 | 26.7\% | 16,689 | 15,378 | $(1,311)$ | -8.5\% | 5,378 |
| 512-280 | R\&M-HVAC Service |  |  |  | 0.0\% | 6,436 |  | $(6,436)$ | -100.0\% |  |
| 512-300 | R\&M-Fire Supp/Sprinkler | - | 1,210 | 1,210 | 100.0\% | 11,852 | 15,926 | 4,074 | 25.6\% | 15,926 |
| 512-320 | R\&M-Lighting | - | 180 | 180 | 100.0\% | 14,904 | 14,601 | (303) | -2.1\% | 14,601 |
| 512-330 | R\&M-Plumbing | 1,483 | 198 | $(1,285)$ | -649.2\% | 4,460 | 4,016 | (443) | -11.0\% | 4,016 |
| 512-360 | R\&M-Building | 312 | 166 | (146) | -88.0\% | 3,516 | 1,351 | $(2,165)$ | -160.3\% | 1,351 |
| 512-400 | R\&M-Painting | - |  | - | 0.0\% | 487 | 487 |  | 0.0\% | 487 |
| 512-420 | R\&M-Holiday Décor |  |  |  | 0.0\% | 617 | 617 |  | 0.0\% | 617 |
| 512-900 | Total CAM Interior-Rep\&Maintenc | 28,291 | 13,696 | (14,595) | -106.6\% Due to timing of payment, two AP periods paid. | 199,602 | 178,881 | (20,721) | -11.6\% Due to change from accrual to cash adding an additional months expense. | 178,881 |
| 513-000 | CAM Interior-Landscape |  |  |  |  |  |  |  |  |  |
| 513-600 | Landscape-Misc | - | - | . | 0.0\% | 194 | 194 | - | 0.0\% | 194 |
| 513-900 | Total CAM Interior-Landscape | - | - | - | 0.0\% | 194 | 194 | - | 0.0\% | 194 |
| 514.000 | CAM Interior-Security |  |  |  |  |  |  |  |  |  |
| 514-125 | Security-Contract Servi | 67,585 | 23,650 | $(43,935)$ | -185.8\% | 294,042 | 267,044 | $(26,999)$ | -10.1\% | 267,044 |
| ${ }_{514-150}$ | Security-Other Services | - |  |  | 0.0\% | 1,304 |  | $(1,304)$ | -100.0\% | - |
| 514-350 | Security-Equipment | 27 | - | (27) | -100.0\% | 27 | - | (27) | -100.0\% | - |
| $514-400$ $514-650$ | Securit-Vehicles Securit-Misc | 125 89 | 1,231 529 | 1,107 440 | 899.9\% $83.2 \%$ | 9,004 | 14,139 | 5,135 <br> 1059 | 36.3\% | $\begin{array}{r}14,139 \\ \hline 2956\end{array}$ |
| 514-650 | Securit-Misc | 89 67,826 | 25,410 | $\xrightarrow{442,416)}$ | -166.9\% Due to timing of payment, two AP periods paid. | 1,897 306,274 | 28,956 | 1,059 $(22,135)$ | ${ }_{-7.8 \%} 5$ Due to change from acrrual to cash adding an | 2,956 28,139 |

## Valley View Mall (VVW)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2020

| Account | Description | MTD Actual | MTD Budget | Variance | \% Comment | YtD Actual | YTD Budget | Variance | \% Comment | Annual Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 515-000 | CAM Interior-Utilities |  |  |  |  |  |  |  |  |  |
| 515-100 | Utilities-Misc | - | - | - | 0.0\% | 13,606 | 13,606 | - | 0.0\% | 13,606 |
| 515-150 | Utilities-Electricity | 2,419 | 3,931 | 1,512 | 38.5\% | 53,056 | 33,989 | $(19,067)$ | -56.1\% | 33,989 |
| 515-250 | Utilities-Gas | 213 | 342 | 129 | 37.7\% | 1,511 | 2,929 | 1,418 | 48.4\% | 2,929 |
| 515-300 | Utilitie-Water \& Sewer | 6,283 | 455 | $(5,828)$ | -1280.8\% | 11,074 | 1,039 | $(10,035)$ | -966.0\% | 1,039 |
| 515-350 | Utilities-Sewer | 6,791 |  | $(6,791)$ | -100.0\% | 6,791 |  | $(6,791)$ | -100.0\% |  |
| 515-900 | Total CAM Interior-Utilities | 15,706 | 4,728 | $(10,978)$ | $-232.2 \%$ Due to catch up payments for quarterly water and sewer bills. | 86,038 | 51,562 | $(34,476)$ | -66.9\% Due to change from accrual to cash adding an additional months expense. | 51,562 |
| 516-000 | CAM Interior-Administrati |  |  |  |  |  |  |  |  |  |
| 516-010 | Admin-Pay/Wages | 10,866 | 12,929 | 2,063 | 16.0\% | 148,409 | 143,602 | $(4,807)$ | -3.3\% | 143,602 |
| 516-020 | Admin-Pay/Taxes | 793 | 969 | 176 | 18.1\% | 18,366 | 11,190 | $(7,176)$ | -64.1\% | 11,190 |
| 516-030 | Admin-Pay/Benefits | 1,769 | 3,176 | 1,407 | 44.3\% | 27,608 | 26,612 | (995) | -3.7\% | 26,612 |
| 516-040 | Admin-Work Comp | 435 | - | (435) | -100.0\% | 1,474 | - | $(1,474)$ | -100.0\% |  |
| 516-050 | Admin-Contracted Servic | 5,156 | 5,312 | 156 | 2.9\% | 22,546 | 26,693 | 4,147 | 15.5\% | 26,693 |
| 516-060 | Admin-Other Services | - | - | - | 0.0\% | 158 | - | (158) | -100.0\% | - |
| 516-080 | Admin-Office Supplies | 86 | 250 | 164 | 65.7\% | 2,238 | 3,190 | 953 | 29.9\% | 3,190 |
| 516-140 | Admin-Equipment | 1,612 | - | $(1,612)$ | -100.0\% | 13,491 | 3,761 | $(9,730)$ | -258.7\% | 3,761 |
| 516-150 | Admin-Equipment Rent |  | - | - | 0.0\% | 597 | - | (597) | -100.0\% | - |
| 516-190 | Admin-Employee Recruiti | - | - | - | 0.0\% | 199 | - | (199) | -100.0\% |  |
| 516-195 | Admin-Training/Education/Conferences |  | 86 | 86 | 100.0\% | 613 | 594 | (19) | -3.2\% | 594 |
| 516-200 | Admin-Office Expenses | 80 | 35 | (45) | -127.3\% | 80 | 175 | 95 | 54.5\% | 175 |
| 516-210 | Admin-Telephone | 4,317 | 2,833 | $(1,884)$ | -52.4\% | 42,086 | 34,925 | $(7,161)$ | -20.5\% | 34,925 |
| 516-220 | Admin-Postage | 270 | 35 | (235) | -671.5\% | 1,139 | 458 | (680) | -148.4\% | 458 |
| 516-230 | Admin-Travel Costs | 644 |  | (644) | -100.0\% | 644 | - | (644) | -100.0\% |  |
| 516-260 | Admin-Misc | (1) | 1,419 | 1,420 | 100.1\% | 20,569 | 22,749 | 2,180 | 9.6\% | 22,749 |
| 516-290 | Admin-Music/Communicati | 180 | 56 | (124) | -220.6\% | 2,837 | 819 | $(2,018)$ | -246.5\% | 819 |
| 516-330 | Admin-Computer Equip/Su | 1,185 | 584 | (601) | -102.8\% | 1,984 | 2,922 | 938 | 32.1\% | 2,922 |
| 516-340 | Admin-Dues Memb \& Subs | 376 |  | (376) | -100.0\% | 1,371 | 843 | (528) | -62.6\% | 843 |
| 516-900 | Total CAM Interior-Administration | 27,767 | 27,684 | (83) | -0.3\% | 306,407 | 278,534 | $(27,873)$ | -10.0\% Due to change from accrual to cash adding an additional months expense. | 278,534 |
|  | CAM Interior-Other Operat |  |  |  |  |  |  |  |  |  |
| 518-100 | Other Oper-Liability Insurance |  | 6,137 | 6,137 | 100.0\% | 78,250 | 76,623 | $(1,627)$ | -2.1\% | 76,623 |
| 518-250 | Other Oper-General | 83,519 | 1,488 | $(82,031)$ | -5512.8\% | 101,238 | 19,769 | $(81,469)$ | -412.1\% | 19,769 |
| 518-500 | Other Oper-Property Insurance |  | 3,753 | 3,753 | 100.0\% | 117,616 | 51,355 | $(66,262)$ | -129.0\% | 51,355 |
| 518-900 | Total CAM Interior-Other Operat | 83,519 | 11,378 | $(72,141)$ | -634.0\% Liberty mutual insurance payment for receivership insurance policy. | 297,104 | 147,747 | $(149,357)$ | -101.1\% Due to new insurance policy as a result of transition to receivership. | 147,747 |
| 519-990 | Total Interior Common Area Maintenance | 270,251 | 103,375 | (166,875) | -161.4\% | 1,479,949 | 1,166,272 | (313,677) | -26.9\% | 1,166,272 |
| 521-000 | CAM Exteriors-Rep\&Maint |  |  |  |  |  |  |  |  |  |
| 521-104 | R\&M-Contracted Services | - | 390 | 390 | 100.0\% | - | 1,950 | 1,950 | 100.0\% | 1,950 |
| 521-106 | R\&M-Supplies | - | - | - | 0.0\% | 868 | 868 |  | 0.0\% | 868 |
| 521-118 | R\&M-Vehicles | 262 | 3,021 | 2,759 | 91.3\% | 11,181 | 24,866 | 13,686 | 55.0\% | 24,866 |
| 521-126 | R\&M-Misc | - | - | - | 0.0\% | 7 | 7 | - | 0.0\% |  |
| 521-127 | R\&M-Trash Removal | - | - | - | 0.0\% | 382 | - | (382) | -100.0\% | - |
| 521-129 | R\&M-Roof | - | - | - | 0.0\% | 5,321 | 4,335 | (986) | -22.7\% | 4,335 |
| 521-132 | R\&M-Parking lights | 107 | 800 | 693 | 86.6\% | 182 | 4,000 | 3,818 | 95.5\% | 4,000 |
| 521-133 | R\&M-Parking Lot | - | - |  | 0.0\% |  | 300 | 300 | 100.0\% | 300 |
| 521-134 | R\&M-Snow Removal | - | 3,320 | 3,320 | 100.0\% | 22,933 | 27,913 | 4,980 | 17.8\% | 27,913 |
| 521-137 | R\&M-Building | - | - | - | 0.0\% | 593 | 142 | (450) | -316.3\% | 142 |
| 521-139 | R\&M-Sidewalks \& Curbs | - | . | - | 0.0\% | 14 | 14 | - | 0.0\% |  |
| 521-900 | Total CAM Exteriors-Rep\&Maint | 369 | 7,531 | 7,162 | 95.1\% No snowfall in December and no sweeper truck expenses. | 41,479 | 64,396 | 22,916 | 35.6\% Due to lack of 4Q snowfall and no maintenance vehicles. | 64,396 |
| 522-000 | CAM Exterior-Landscaping |  |  |  |  |  |  |  |  |  |
| 522-250 | Landscape-Contr Service | - | - | - | 0.0\% | 179 | 679 | 500 | 73.7\% | 679 |
| 522-550 | Landscape-Misc | - | - | - | 0.0\% | 487 | 431 | (56) | -13.0\% | 431 |
| 522-900 | Total CAM Exterior-Landscaping | - | - | - | 0.0\% | 665 | 1,110 | 444 | 40.0\% | 1,110 |
| 523-000 | CAM Exterior-Security |  |  |  |  |  |  |  |  |  |
| 523-070 | Security-Supplies | - | - | - | 0.0\% | 148 | - | (148) | -100.0\% | . |
| 523-900 | Total CAM Exterior-Security | - | - | - | 0.0\% | 148 | - | (148) | -100.0\% | - |
| 524.000 | CAM Exterior-Utilities |  |  |  |  |  |  |  |  |  |
| 524-400 | Utilities-Water \& Sewer | - | - | - | 0.0\% | 9,900 | 15,373 | 5,473 | 35.6\% | 15,373 |
| 524-900 | Total CAM Exterior-Utilities | - | - | - | 0.0\% | 9,900 | 15,373 | 5,473 | 35.6\% | 15,373 |

## Valley View Mall (VVW)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2020

| Account | Description | MTD Actual | MTD Budget | Variance | \% Comment | YtD Actual | YTD Budget | Variance | \% Comment | Annual Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 525-000 | CAM Exterior-Administrat |  |  |  |  |  |  |  |  |  |
| 525-025 | Admin-Pay/Wages | - | - | - | 0.0\% | 5,332 | 5,332 | 0 | 0.0\% | 5,332 |
| 525-050 | Admin-Pay/Taxes | - | - | - | 0.0\% | 1,273 | 1,081 | (192) | -17.8\% | 1,081 |
| 525-075 | Admin-Pay/Benefits | - | - | - | 0.0\% | 2,271 | 2,271 |  | 0.0\% | 2,271 |
| 525-900 | Total CAM Exterior-Administrat | - | - | - | 0.0\% | 8,875 | 8,683 | (192) | -2.2\% | 8,683 |
| 530-990 | Total Exterior Common Area Maintenance | 369 | 7,531 | 7,162 | 95.1\% | 61,068 | 89,561 | 28,494 | 31.8\% | 89,561 |
| 531-000 | Food Court CAM-Cleaning |  |  |  |  |  |  |  |  |  |
| 531-050 | F/C CAM-Clean-Cont Serv | 15,714 | 6,566 | (9,148) | -139.3\% | 65,938 | 70,068 | 4,130 | 5.9\% | 70,068 |
| 531-900 | Total Food Court CAM-Cleaning | 15,714 | 6,566 | $(9,148)$ | -139.3\% Due to timing of payment, two AP periods paid. | 65,938 | 70,068 | 4,130 | 5.9\% | 70,068 |
| 536-990 | Total Food Court CAM | 15,714 | 6,566 | (9,148) | -139.3\% | 65,938 | 70,068 | 4,130 | 5.9\% | 70,068 |
| 540-000 | Tenant Utilities Reimb |  |  |  |  |  |  |  |  |  |
| 541-000 | hvac-Utilities |  |  |  |  |  |  |  |  |  |
| 541-022 | hvac Util-Misc | - | 235 | 235 | 100.0\% | 2,325 | 2,676 | 350 | 13.1\% | 2,676 |
| 541-023 | HVAC Util-Plant Elect | 23,406 | 20,979 | $(2,427)$ | -11.6\% | 170,017 | 181,322 | 11,305 | 6.2\% | 181,322 |
| 541-025 | HVAC Util-Water/Sewer | 6,283 | 3,500 | $(2,783)$ | -79.5\% | 16,200 | 13,339 | $(2,861)$ | -21.4\% | 13,339 |
| 541-033 | HVAC Util-R\&M | 27,916 | 12,628 | $(15,288)$ | -121.1\% | 152,542 | 150,606 | $(1,936)$ | -1.3\% | 150,606 |
| 541-990 | Total HVAC-Utilities | 57,605 | 37,342 | $(20,263)$ | -54.3\% Due to timing of payment, two AP periods paid. | 341,085 | 347,943 | 6,858 | 2.0\% | 347,943 |
| 551-990 | Total Tenant Utilities Reimb | 57,605 | 37,342 | (20,263) | -54.3\% | 341,085 | 347,943 | 6,858 | 2.0\% | 347,943 |
| 561-000 | Specialty Lease Expense |  |  |  |  |  |  |  |  |  |
| 561-001 | Spec Lease-Pay/Wages | 3,729 | 4,229 | 500 | 11.8\% | 31,139 | 32,174 | 1,035 | 3.2\% | 32,174 |
| 561-002 | Spec Lease-Pay/Taxes | 377 | 317 | (60) | -19.0\% | 2,955 | 2,645 | (310) | -11.7\% | 2,645 |
| 561-003 | Spec Lease-Pay/Benefits | 1,102 | 845 | (257) | -30.4\% | 7,705 | 7,330 | (374) | -5.1\% | 7,330 |
| 561-004 | Spec Lease-Work Comp | 63 | - | (63) | -100.0\% | 213 | - | (213) | -100.0\% |  |
| 561-006 | Spec Lease-Mgmt Expense | - | - |  | 0.0\% | 161 | - | (161) | -100.0\% | - |
| 561-010 | Spec Lease-Misc | 25 | 1,400 | 1,375 | 98.2\% | 5,795 | 10,785 | 4,990 | 46.3\% | 10,785 |
| $561-990$ | Total Specialty Lease Expense | 5,295 | 6,791 | 1,496 | 22.0\% | 47,967 | 52,935 | 4,968 | 9.4\% | 52,935 |
| 571-000 | Promotional Services-Mk |  |  |  |  |  |  |  |  |  |
| 571-001 | Marketing-Pay/Wages | - | - | - | 0.0\% | 8,487 | 5,873 | $(2,613)$ | -44.5\% | 5,873 |
| 571-002 | Marketing-Pay/Taxes | - | - | - | 0.0\% | 250 | 250 |  | 0.0\% | 250 |
| 571-003 | Marketing-Pay/Benefits | - | - |  | 0.0\% | 3,889 | 3,234 | (655) | -20.3\% | 3,234 |
| 571-005 | Marketing-Contract Serv | 476 | - | (476) | -100.0\% | 476 |  | (476) | -100.0\% |  |
| 571-008 | Marketing-Equip | 224 | - | (224) | -100.0\% | 2,192 | 851 | $(1,341)$ | -157.5\% | 851 |
| 571-009 | Marketing-Seasonal | - | 4,000 | 4,000 | 100.0\% | 2,961 | 14,961 | 12,000 | 80.2\% | 14,961 |
| 571-014 | Marketing-Misc | 300 | 1,095 | 795 | 72.6\% | 12,957 | 16,399 | 3,443 | 21.0\% | 16,399 |
| 571-018 | Marketing-Tenant Gift Cards | 100 | - | (100) | -100.0\% | 100 | - | (100) | -100.0\% | - |
| 571-019 | Marketing - Display | 848 | - | ${ }^{(888)}$ | -100.0\% | 4,562 | - | (4,562) | -100.0\% |  |
| 571-021 | Marketing-Merchant Comm | 233 | - | (233) | -100.0\% | 233 | - | (233) | -100.0\% |  |
| 571-024 | Marketing-Electronic Production | - | - | - | 0.0\% | (21) | (21) |  | -0.0\% | ${ }^{(21)}$ |
| $571-028$ $571-029$ | Marketing-Leasing Suppo Marketing-Bad Debts | - | $:$ | - | 0.0\% $0.0 \%$ | 284 4,332 | 3,605 | (284) (727) | - $\begin{aligned} & -00.0 \% \\ & -20.2 \%\end{aligned}$ | 3,605 |
| 571-990 | Total Promotional Services-Mk | 2,181 | 5,095 | 2,914 | 57.2\% Due to prior owner expense allocations, net with 572-990. | 40,702 | 45,153 | 4,451 | 9.9\% Due to prior owner expense allocations, net with 572-990. | 45,153 |
| 572-000 | Promotional Services-Ad |  |  |  |  |  |  |  |  |  |
| 572-003 | Advertising - Web/Digital | 5,457 | 750 | $(4,707)$ | -627.6\% | 10,173 | 7,402 | $(2,771)$ | -37.4\% | 7,402 |
| 572-004 | Advertising-Radio | 4,630 | 200 | $(4,630)$ | -100.0\% | 4,630 | 1220 | $(4,630)$ | -100.0\% | 220 |
| 572-009 | Advertising-Social Media |  | 200 | 200 | 100.0\% | 220 | 1,220 | 1,000 | 82.0\% | 1,220 |
| 572-990 | Total Promotional Services-Ad | 10,087 | 950 | $(9,137)$ | $-961.8 \%$ Holiday radio advertising package and social media services. | 15,023 | 8,622 | $(6,401)$ | -74.2\% | 8,622 |
| 594-000 | Taxes |  |  |  |  |  |  |  |  |  |
| 594-100 | Real Estate Taxes |  |  |  |  |  |  |  |  |  |
| 594-200 | Real Estate Taxes | . | 73,904 | 73,904 | 100.0\% | 841,834 | 1,034,684 | 192,850 | 18.6\% | 1,034,684 |
| 594-490 | Total Real Estate Taxes | . | 73,904 | 73,904 | 100.0\% | 841,834 | 1,034,684 | 192,850 | 18.6\% | 1,034,684 |
| 594-900 | Total Taxes | - | 73,904 | 73,904 | 100.0\% Due to change from accrual to cash. | 841,834 | 1,034,684 | 192,850 | 18.6\% Preit owned buildings no longer part of property. | 1,034,684 |
| 599-990 | Total Recoverable | 361,502 | 241,554 | (119,948) | -49.7\% | 2,893,565 | 2,815,238 | (78,327) | -2.8\% | 2,815,238 |

## Valley View Mall (VVW)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2020

| Account | Description | MTD Actual | MTD Budget | Variance | \% | Comment | YTD Actual | YTD Budget | Variance | \% | Comment | Annual Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 610-000 | Non-Recoverable |  |  |  |  |  |  |  |  |  |  |  |
| 611-000 | Non-Recoverable Rep\&Mai |  |  |  |  |  |  |  |  |  |  |  |
| 611-005 | Owner's R\&M-Cont Serv | - | - | . | 0.0 |  | 21,832 | 20,966 | (867) |  |  | 20,966 |
| 619-900 | Total Non-Recoverable Rep\&Mai | - | - | - | 0.0 |  | 21,832 | 20,966 | (867) |  |  | 20,966 |
| 630-000 | Non-Recoverable Utiliti |  |  |  |  |  |  |  |  |  |  |  |
| 630-002 | Owner's Util-Electric | 4,014 | 5,066 | 1,052 | 20.8 |  | 29,220 | 38,232 | 9,012 |  |  | 38,232 |
| 630-004 | Owner's Util-Gas |  |  |  | 0.0 |  | 220 | 220 |  |  |  | 220 |
| 639-900 | Total Non-Recoverable Utiliti | 4,014 | 5,066 | 1,052 | 20.8 |  | 29,440 | 38,453 | 9,012 |  | \% Due to reduction of services due to covid. | 38,453 |
| 650-000 | Non-Recoverable Admin E |  |  |  |  |  |  |  |  |  |  |  |
| 650-013 | Owner's Adm-Mgmt Exp | 158 | 250 | 93 | 37.0 |  | 158 | 250 | 93 |  |  | 250 |
| $650-017$ | Owner's AdmTravel Costs |  | - |  | 0.0 |  |  | 1,750 | 1,750 | 100 |  | 1,750 |
| 650-021 | Owner's Adm-Bank Fees | 1,737 | 271 | $(1,466)$ | -541.1\% |  | 9,389 | 3,410 | $(5,979)$ | -175. |  | 3,410 |
| 650-024 | Owner's Adm-Contributio | - | - |  | 0.0 |  | $(17,116)$ | $(13,728)$ | 3,388 |  |  | $(13,728)$ |
| 650-032 | Personal Property Tax | . | 171 | 171 | 100.0 |  | 2,886 | 2,572 | (314) |  |  | 2,572 |
| 659-900 | Total Non-Recoverable Admin E | 1,895 | 692 | $(1,203)$ | -173.8 |  | $(4,684)$ | $(5,746)$ | $(1,063)$ |  | Due to use of additional bank as a result of change of management resulting in more bank fees, owner contributions no longer recorded. | $(5,746)$ |
| 670-000 | Non-Recoverable Professional Fees |  |  |  |  |  |  |  |  |  |  |  |
| 672-000 | Legal Fees-Other | 1,162 | - | (1,162) | -100.0 |  | 1,162 |  | $(1,162)$ | -100. |  |  |
| 673-500 | Legal-Litigation Fees |  | 1,042 | 1,042 | 100.0 |  | 889 | 3,987 | 3,098 | 77.1 |  | 3,987 |
| 675-000 | Prof Fees-Other | 7,927 | - | $(7,927)$ | -100.0 |  | 27,190 | 18,000 | $(9,190)$ | -51. |  | 18,000 |
| 675-500 | Arch/Eng Fees |  | 44 | 44 | 100.0 |  |  | 220 | 220 | 100. |  | 220 |
| 679-900 | Total Non-Recoverable Professional Fees | 9,089 | 1,086 | $(8,003)$ | -736.9 | Catch up payments of legal services. | 29,241 | 22,207 | $(7,034)$ |  | \% Due to catch up payment of legal services after change from accrual to cash. | 22,207 |
| 681-000 | Fees - SREG |  |  |  |  |  |  |  |  |  |  |  |
| 681-100 | Management Fees | 23,833 | 12,000 | $(11,833)$ | -98.6 |  | 82,917 | 91,322 | 8,405 |  |  | 91,322 |
| 681-300 | Marketing Fees | 3,500 | 2,000 | $(1,500)$ | -75.0 |  | 8,903 | 10,000 | 1,097 |  |  | 10,000 |
| $681-900$ | Total Fees - SREG | 27,333 | 14,000 | $(13,333)$ | -95.2 | \% Timing of payment, two ap periods paid. | 91,820 | 101,322 | 9,502 |  |  | 101,322 |
| 699-900 | Total Fees | 27,333 | 14,000 | $(13,333)$ | -95.2 |  | 91,820 | 101,322 | 9,502 |  |  | 101,322 |
| 699-990 | Total Non-Recoverable | 42,332 | 20,844 | (21,488) | -103.1 |  | 167,651 | 177,201 | 9,550 |  |  | 177,201 |
| 699-998 | Total Operating Expense | 403,834 | 262,398 | $(141,436)$ | .53.9 |  | 3,061,216 | 2,992,439 | $(68,777)$ |  |  | 2,992,439 |
| 699-999 | Net Operating Income | 18,624 | 195,780 | $(177,156)$ | -90.5 |  | 2,447,669 | 2,244,340 | 203,329 |  |  | 2,244,340 |
| 701-000 | Leasing/Legal/Oth Misc. Expense |  |  |  |  |  |  |  |  |  |  |  |
| 701-200 | Leasing Commissions | 3,000 | 5,000 | 2,000 | 40.0 |  | 7,150 | 16,254 | 9,104 |  |  | 16,254 |
| 701-300 | Leasing Commissions - Specialty Leasing | 3,533 | 7,244 | 3,712 | 51.2 |  | 4,181 | 24,103 | 19,922 | 82. |  | 24,103 |
| 701-625 | Leasing Exp-Misc | 436 | 3,333 | 2,897 | 86.9 |  | 3,638 | 16,667 | 13,029 |  |  | 16,667 |
| 701-775 | Bad Debt/Doubtful Account |  | 2,393 | 2,393 | 100.0 |  | - | 224,154 | 224,154 | 100 |  | 224,154 |
| 701-900 | Total Leasing/Legal/Oth Misc. Expense | 6,969 | 17,971 | 11,002 |  | Bad debt no longer recorded as a result of receivership. | 14,969 | 281,178 | 266,208 |  | \% Bad debt no longer recorded or budgeted as a result of receivership. | 281,178 |
| 702-000 | Receivership Expense |  |  |  |  |  |  |  |  |  |  |  |
| 702-100 | Receiver Fees | - | - | - |  |  | 20,000 | 20,000 | . |  |  | 20,000 |
| 702-900 | Total Receivership Expense | - | - | - | 0.0 |  | 20,000 | 20,000 | - |  |  | 20,000 |
| 710-000 | Interest Expenses |  |  |  |  |  |  |  |  |  |  |  |
| 711-000 | Int Exp-2nd Mort Payabl | - | - |  |  |  | 1,098,522 | 959,913 | $(138,609)$ |  |  | 959,913 |
| 719-990 | Total Interest Expenses | - | - | - | 0.0 |  | 1,098,522 | 959,913 | $(138,609)$ | -14. |  | 959,913 |
| 863-000 | Gain/Loss - Sale of Assets | - | - | - |  |  | $(10,000)$ | $(10,000)$ | - |  |  | $(10,000)$ |
| 999-990 | Net Income | 11,655 | 177,809 | (166,154) | -93.4 |  | 1,324,177 | 993,249 | 330,928 | 33. |  | 993,249 |
|  | CAPITAL EXPENDITURES |  |  |  |  |  |  |  |  |  |  |  |
| 161-000 | Furniture Fixtures \& Equipments | - | - | - |  |  | $(17,977)$ | $(18,477)$ | (500) |  |  | $(18,477)$ |
| 162-900 | Tenant Improvements | - | - |  | 0.0 |  | 898 | 898 | - |  |  | 898 |
| 181-150 | Cap Legal Fees-Leasing | - | - | - |  |  | $(1,651)$ | $(1,486)$ | 165 | -11. |  | $(1,486)$ |
|  | Total CAPITAL EXPENDITURES | - | - |  | 0.0 |  | (18,730) | $(19,065)$ | (335) |  |  | (19,065) |
| 999-999 | NET CASH FLOW AfTER CAPITAL | 11,655 | 177,809 | (166,154) | -93.4 |  | 1,342,907 | 1,012,314 | 330,593 |  |  | 1,012,314 |

## Valley View Mall (VVM)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2021


Valley View Mall (VVM)
PR Valley View Limited Partnership * La Crosse, WI 5460

## Budget Comparison

12/2021

| Account | Description | MTD Actual | MTD Budget | Variance | \% Comment | YTD Actual | YTD Budget | Variance | \% Comment | Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 426-900 | Total Miscellaneous Income Reimb | 789 | 913 | (124) | -13.6\% | 11,046 | 10,958 | 87 | 0.8\% | 10,958 |
| 428-000 | Other Tenant Reim |  |  |  |  |  |  |  |  |  |
| 428-300 | Other Reimb. Income M is | . | . | . | 0.0\% | 144 | . | 144 | 100.0\% |  |
| 428-900 | Total Other Tenant Reim | - | - | - | 0.0\% | 144 | - | 144 | 100.0\% | - |
| 429.000 | CAM Reimb Income |  |  |  |  |  |  |  |  |  |
| 429-025 | CAM Inc OpExp-On Accoun | 23,020 | 44,714 | (21,694) | -48.5\% | 430,164 | 533,209 | $(103,046)$ | -19.3\% | 533,209 |
| 429-110 | COVID Cam Income | . | - | - | 0.0\% | 782 | - | 782 | 100.0\% |  |
| 429-275 | CAM Inc Op Exp-Prior Ye |  |  |  | 0.0\% | $(34,174)$ |  | $(34,174)$ | -100.0\% |  |
| 429-900 | Total CAM Reimb Income | 23,020 | 44,714 | (21,694) | -48.5\% Unfavorable Variance due to Alternate rents for tenants which no longer CAM Reimb. | 396,771 | 533,209 | $(136,439)$ | -25.6\% Unfavorable Variance due to Alternate rents for tenants which no longer CAM Reimb. | 533,209 |
| 431-000 | F/C CAM Reimb Income |  |  |  |  |  |  |  |  |  |
| 431-100 | F/CCAM Inc-On Account | 1,445 | 2,352 | (907) | -38.6\% | 20,173 | 25,966 | $(5,792)$ | -22.3\% | 25,966 |
| 431-110 | COVID F/C CAM Income |  |  |  | 0.0\% | 254 |  | 254 | 100.0\% |  |
| 431-900 | Total F/C CAM Reimb Income | 1,445 | 2,352 | (907) | -38.6\% | 20,428 | 25,966 | $(5,538)$ | -21.3\% Unfavorable Variance due to Alternate rents for tenants which no longer F/C CAM Reimb. | 25,966 |
| 432-000 | Marketing Income |  |  |  |  |  |  |  |  |  |
| 432-050 | Marketing Fund Income | 1,472 | 2,531 | $(1,060)$ | -41.9\% | 17,116 | 30,333 | (13,217) | -43.6\% | 30,333 |
| 432-900 | Total Marketing Income | 1,472 | 2,531 | $(1,060)$ | -41.9\% | 17,116 | 30,333 | $(13,217)$ | -43.6\% Unfavorable Variance due to Alternate rents for tenants which no longer paying Marketing Dues | 30,333 |
| 432-990 | Total Expense Reimbursement | 63,390 | 110,601 | $(47,211)$ | -42.7\% | 978,776 | 1,321,549 | $(342,773)$ | -25.9\% | 1,321,549 |
| 433-000 | Miscellaneous Income |  |  |  |  |  |  |  |  |  |
| 433-050 | Interest Income-General | $\cdot$ | - | - | 0.0\% | 898 | - | 898 | 100.0\% |  |
| 433-175 | Lease Cancellation Fees | - | - |  | 0.0\% | 20,855 | - | 20,855 | 100.0\% |  |
| 433-525 | M isc Operating Income | 80 | - | 80 | 100.0\% | 32,988 | - | 32,988 | 100.0\% |  |
| 433-530 | Cleanup Tool | - | . | - | 0.0\% | (2) | - | (2) | -100.0\% |  |
| 433-550 | NonAdmssn/ Doubtful Acct | - 76 | - | 76 | 0.0\% | 50,121 | - | 50,121 | 100.0\% |  |
| 433-630 | Unearned Rental Income | 61,766 | . | 61,766 | 100.0\% | 119,786 | - | 119,786 | 100.0\% |  |
| 433-640 | Unapplied Cash | 17,187 |  | 17,187 | 100.0\% | $(162,319)$ |  | $(162,319)$ | -100.0\% |  |
| 433-975 | Co-Tenancy Reserve |  | $(3,832)$ | 3,832 | -100.0\% |  | $(66,188)$ | 66,188 | -100.0\% | $(66,188)$ |
| 439-990 | Total Miscellaneous Income | 79,034 | $(3,832)$ | 82,866 | -2162.4\% Favorable variance due to prepaid rent for three tenants from Unearned Rental Income including JCPenney, Ulta and Claire's Boutique. | 62,327 | (66,188) | 128,515 | -194.2\% Unapplied cash moves awaiting tenant remittance instructions and prepayments to be applied. | (66,188) |
| 499-990 | Total Revenues | 462,496 | 514,583 | (52,087) | -10.1\% | 4,389,309 | 5,231,490 | (842,182) | -16.1\% | 5,231,490 |
| 511-100 | CAM Interior-Cleaning |  |  |  |  |  |  |  |  |  |
| 511-225 | Cleanino-Contracted Ser | 9,306 | 16,273 | 6,968 | 42.8\% | 165,056 | 188,999 | 23,943 | 12.7\% | 188,999 |
| $511-250$ | Cleaning-Supplies | 750 | 750 | 碞 | 0.0\% | 750 | 9,000 | 8,250 | 91.7\% | 9,000 |
| 511-325 | Cleanino-Uniforms | 750 | 750 | - | 0.0\% | 750 | 9,000 | 8,250 | 91.7\% | 9,000 |
| 511-375 | Cleaning-Equiprnent | 1,100 | 1,100 | - | 0.0\% | 1,100 | 13,200 | 12,100 | 91.7\% | 13,200 |
| ${ }^{511-450}$ | Cleaninq-M Misc | 250 | 250 | 11 | 0.0\% | 250 | 3,000 | 2,750 | 91.7\% | 3,000 |
| 511-525 | Clean-Pest Control | 111 |  | (111) | -100.0\% | 111 |  | (111) | -100.0\% |  |
| 511-900 | Total CAM Interior-Cleaning | 12,267 | 19,123 | 6,857 | 35.9\% Favorable variance due to savings in hourly bill rate and reduction in staffing hours. | 168,017 | 223,199 | 55,182 | 24.7\% Favorable variance due to refund issued by SMS for over-payment of charges for cleaning contract. Savings due to reduction in hours for housekeenina/ maintenance. | 223,199 |
| 512-000 | CAM Interior-Rep\&Maintenc |  |  |  |  |  |  |  |  |  |
| 512-050 | R\&M-Contracted Services | 6,363 | 11,266 | 4,903 | 43.5\% | 92,852 | 128,213 | 35,361 | 27.6\% | 128,213 |
| 512-070 | R\&M-Supplies | - | , | - | 0.0\% | 39 | - | (39) | -100.0\% |  |
| 512-110 | R\&M-Maint Supplies | 223 | 208 | (15) | -7.1\% | 432 | 2,496 | 2,064 | 82.7\% | 2,496 |
| 512-130 | R\&M-Electrical Supplies |  | 450 | 450 | 100.0\% | 2,458 | 5,400 | 2,942 | 54.5\% | 5,400 |
| 512-140 | R\&M-Plumbina Supplies | 90 | 100 | 10 | 10.4\% | 285 | 1,200 | 915 | 76.3\% | 1,200 |
| 512-160 | R\&M-Equipment | - |  |  | 0.0\% | 1,180 | - | $(1,180)$ | -100.0\% |  |
| 512-170 | R\&M-Equipment Rent | - | 2,300 | 2,300 | 100.0\% | 11,593 | 14,500 | 2,907 | 20.1\% | 14,500 |
| 512-280 | R\&M-HVAC Service | 1,731 | 500 | $(1,231)$ | -246.3\% | 16,755 | 12,000 | $(4,755)$ | -39.6\% | 12,000 |
| 512-300 | R\&M-Fire Supp/Sorinkler | 1,792 | 1,810 | 18 | 1.0\% | 14,780 | 17,720 | 2,940 | 16.6\% | 17,720 |
| 512.320 | R\&M-Lighting | 12,499 | 148 | $(12,499)$ | - $100.0 \%$ | 14,908 | 2,160 | $(12,748)$ | $.590 .2 \%$ $-418.5 \%$ | 2,160 1,776 |
| $512-330$ $512-360$ | R\&M-Plumbing R\&M-Building | 897 1,372 | 148 | (17,392) | -506.3\% $-100.0 \%$ | 9,208 9,950 | 1,776 | $(7,432)$ $(9,950)$ | -418.5\% $-100.0 \%$ | 1,776 |
| 512-390 | R\&M-Tiles \& Flooring |  | - | (1, | 0.0\% | 1,866 | 600 | (1,266) | -211.1\% | 600 |
| 512-400 | R\&M-Painting | - | - | - | 0.0\% |  | 400 | 400 | 100.0\% | 400 |
| 512-420 | R\&M-Holiday Decor | - | 1,000 | 1,000 | 100.0\% | 574 | 5,785 | 5,211 | 90.1\% | 5,785 |

## Valley View Mall (VVM)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2021

| Account | Description | MTD Actual | MTD Budget | Variance | \% | Comment | YTD Actual | YTD Budget | Variance | \% | ent | Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 512-900 | Total CAM Interior-Rep\&Maintenc | 24,966 | 17,782 | $(7,185)$ | $-40.4 \%$ | Unfavorable variance due to replacement of breaker panel in Food Court electrical room; revamp burnt out parking lot and dock lights; and vacant tenant snace electrical work. | 176,880 | 192,250 | 15,369 |  | Favorable variance due to refund issued by SMS for over-payment of charges for cleaning contract and reduction in hours for maintenance. | 192,250 |
| $\begin{aligned} & 53-000 \\ & 53-350 \end{aligned}$ | CAM Interior-Landscape Landscape-Uniforms | . | . | . | 0.0\% |  | 27 |  | (27) | -100.0\% |  |  |
| 513-900 | Total CAM Interior-Landscape | $\cdot$ | - | - | 0.0\% |  | 27 | - | (27) | -100.0\% |  |  |
| 514-000 | CAM Interio-Security |  |  |  |  |  |  |  |  |  |  |  |
| 514-125 | Security-Contract Servi | $(3,615)$ | 12,957 | 16,572 | 127.9\% |  | 126,482 | 142,329 | 15,846 | 11.1\% |  | 142,329 |
| 514-350 | Security-Equipment | - | 499 | 499 | 100.0\% |  | 27 | 1,996 | 1,969 | 98.\% |  | 1,996 |
| 514.400 | Securit-Vehicles | 1,200 | 619 | (581) | -93.9\% |  | 9,543 | 12,234 | 2,691 | 22.0\% |  | 12,234 |
| 514-500 | Security-Telephone |  | 25 | 25 | 100.0\% |  | 80 | 300 | 220 | 73.3\% |  | 300 |
| 514.650 | Security-Misc | . | 30 | 30 | 100.0\% |  | 140 | 360 | 220 | 61.1\% |  | 360 |
| 514.900 | Total CAM Interior-Security | $(2,415)$ | 14,130 | 16,545 | 117.1\% | Favorable variance due to reclassifying vehicle expenses and allocating expenses appropriately for four month period (April - July). | 136,272 | 157,219 | 20,946 |  | Favorable variance due to reclassifying vehicle expenses and allocating expenses appropriately for four month period (April - July) and reduction in bill rate/security hours. | 157,219 |


| 515-000 | CAM Interior-Utilities |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $515-150$ 51505 | Utilities-Electricity | 1,368 | 1,480 | 112 | 7.5\% | 18,568 | 17,760 | (808) | -4.5\% | 17,760 |
| $515-250$ $515-300$ | Utilities-Gas | 229 4.364 | 352 3.822 | 123 <br> $(542)$ | $34.9 \%$ $-14.2 \%$ | 3,134 24,469 | 4,224 15,288 | 1,090 | - 25.80 | $\begin{gathered} 4,224 \\ 15,288 \end{gathered}$ |
| $\begin{aligned} & 515-300 \\ & 515-350 \end{aligned}$ | Utilities-Water \& Sewer Utilities-Sewer | 4,364 5,442 | 3,822 5,500 | $(542)$ 58 | $-14.2 \%$ $1.1 \%$ | 24,469 23,58 | 15,288 22,000 | $(9,181)$ $(1,582)$ | -60.1\% | $\begin{array}{r}15,288 \\ 22,000 \\ \hline\end{array}$ |
| 515-900 | Total CAM Interior-Utilities | 11,404 | 11,154 | (250) | -2.2\% | 69,753 | 59,272 | $(10,481)$ | -17.7\% | 59,272 |


| 516-000 | CAM Interior-Administrati |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 516-010 | Admin-Pay/Wages | 11,776 | 12,929 | 1,153 | 8.9\% | 171,169 | 174,672 | 3,503 | 2.0\% | 174,672 |
| 516-020 | Admin-Pay/Taxes | 850 | 970 | 120 | 12.4\% | 13,084 | 13,554 | 470 | 3.5\% | 13,554 |
| 516-030 | Admin-Pay/Benefits | 2,897 | 3,675 | 778 | 21.2\% | 38,281 | 34,962 | $(3,319)$ | -9.5\% | 34,962 |
| 516-040 | Admin-W ork Comp | 500 | 209 | (291) | -138.9\% | 7,047 | 2,513 | $(4,533)$ | -180.4\% | 2,513 |
| 516-050 | Admin-Contracted Serric | 5,081 | 5,312 | 231 | 4.4\% | 66,517 | 64,143 | $(2,374)$ | -3.7\% | 64,143 |
| 516.080 | Admin-Office Supplies |  | 500 | 500 | 100.0\% | 554 | 6,000 | 5,446 | 90.8\% | 6,000 |
| 516-140 | Admin-Eauipment | 948 | 647 | (301) | -46.6\% | 9,995 | 7,764 | $(2,231)$ | -28.7\% | 7,764 |
| 516-180 | Admin-M gmt Expenses | - | - | - | 0.0\% | 373 | . | (373) | -100.0\% |  |
| 516-190 | Admin-Employee Recruiti | 19 | - | (19) | -100.0\% | 2,661 |  | $(2,661)$ | -100.0\% |  |
| 516-195 | Admin-Training/Education/Conferences | - | - | - | 0.0\% | 545 | 100 | (445) | -445.0\% | 100 |
| 516-200 | Admin-Office Expenses | 26 | 70 | 44 | 62.5\% | 538 | 770 | 232 | 30.2\% | 770 |
| $516-210$ | Admin-Telephone | 5,551 | 2,833 | (2,718) | -95.9\% | 46,369 | 33,996 | $(12,373)$ | -36.4\% | 33,996 |
| $516-220$ | Admin-Postage | 45 | 85 | 40 | 47.6\% | 1,631 | 1,020 | ${ }^{(611)}$ | -59.9\% | 1,020 |
| $516-240$ | Admin-M eals/Entertain | - |  |  | 0.0\% | 217 |  | (217) | -100.0\% |  |
| $516-260$ | Admin-M isc | - | - | - | 0.0\% | 62 |  | (62) | -100.0\% |  |
| 516-290 | Admin-M usic/Communicati | 60 | 60 | 0 | 0.2\% | 658 | 720 1325 | ${ }^{62}$ | 8.6\% | 720 |
| 516-330 $516-340$ | Admin-Computer Equip/Su Admin-Dues M emb \& Subs | 811 | 584 320 | $(226)$ 320 | $-38.7 \%$ $100.0 \%$ | 10,534 | 13,235 1,784 | 2,701 1,784 | 20.4\% 100.0\% | $\begin{array}{r}13,235 \\ 1,784 \\ \hline\end{array}$ |
| 516-900 | Total CAM Interior-Administration | 28,564 | 28,195 | (369) | -1.3\% | 370,236 | 355,234 | $(15,002)$ | -4.2\% | 355,234 |



| 519.990 | Total Interior Common Area Maintenance | 74,785 | 90,383 | 15,598 | 17.3\% | 946,807 | 1,132,336 | 185,529 | 16.4\% | 1,132,336 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 521-000 | CAM Exteriors-Rep\&Maint |  |  |  |  |  |  |  |  |  |
| 521-002 | Pest Control |  | 108 | 108 | 100.0\% | 1,658 | 1,296 | (362) | -27.9\% | 1,296 |
| 521-112 | R\&M-Electrical Supplies | - | 180 | 180 | 100.0\% | 203 | 5,400 | 5,197 | 96.2\% | 5,400 |
| 521-118 | R\&M-Vehicles | 169 | 1,313 | 1,144 | 87.1\% | 2,591 | 19,182 | 16,591 | 86.5\% | 19,182 |
| 521-129 | R\&M-Roof | 450 |  | (450) | -100.0\% | 7,927 | 4,379 | $(3,549)$ | -81.0\% | 4,379 |
| 521-130 | R\&M-Plumbing | - | - | . | 0.0\% | . | 360 | 360 | 100.0\% | 360 |
| 521-131 | R\&M-Electric |  | - |  | 0.0\% |  | 300 | 300 | 100.0\% | 300 |
| 521-132 | R\&M-Parking lights | 296 | - | (296) | -100.0\% | 891 | 4,500 | 3,609 | 80.2\% | 4,500 |
| 521-133 | R\&M-Parking Lot | $\cdots$ | - | - | 0.0\% | 14,936 | 3,225 | (11,711) | -363.1\% | 3,225 |
| 521-134 | R\&M-Snow Removal | 4,900 | 7,632 | 2,732 | 35.8\% | 22,410 | 36,525 | 14,116 | 38.6\% | 36,525 |
| 521-135 | R\&M-Cleaning |  |  |  | 0.0\% | (601) |  | 601 | 100.0\% |  |

## Valley View Mall (VVM)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Budget Comparison

12/2021


## Valley View Mall (VVM)

PR Valley View Limited Partnership * La Crosse, WI 5460

## Budget Comparison

12/2021


Valley View Mall (VVM)
PR Valley View Limited Partnership* La Crosse, WI 54601

## Budget Comparison

2/2021


Valley View Mall (wM) (varleyv)

## Cash Flow ( 12 months)

Period = Jan 2021-Dec 2021
Book = Cash,Prior Mgmnt (Cash) ; Tree = spin_d
Jan 2021 Feb $2021 \quad$ Mar $2021 \quad$ Apr 2021 May 2021
Jun 202

Jul 2021 Aug 2021
Sep 2021 $\qquad$ Nov 2021
Dec 2021 $\qquad$ REVENUES

| 111,325.20 | 142,004.76 | 190,821.02 | 143,348.72 | 140,655.84 | 162,766.24 | 183,025.75 | 184,114.01 | 149,828.71 | 158,878.24 | 158,846.04 | 160,223.35 | 1,885,837.88 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 136,897.54 | 24,501.28 | 108,462.74 | 94,671.67 | 120,937.00 | 92,690.05 | 85,609.67 | 36,067.18 | 130,966.95 | 72,121.00 | 70,870.79 | 92,332.31 | 1,066,128.18 |
| 20,203.00 | 33,177.23 | 28,409.63 | 14,295.56 | 35,693.33 | 31,012.30 | 30,153.63 | 19,281.85 | 29,451.72 | 31,942.72 | 55,102.21 | 67,516.85 | 396,240.03 |
| 33,175.75 | 126,565.87 | 139,283.85 | 111,365.50 | 84,165.05 | 69,127.90 | 95,660.25 | 78,038.71 | 53,746.66 | 61,938.55 | 62,317.95 | 63,389.89 | 978,775.93 |
| -46,992.91 | -69,023.26 | -6,649.90 | 66,261.23 | 23,268.18 | 40,942.27 | -9,146.43 | 26,061.50 | -78,041.37 | 6,809.25 | 29,804.35 | 79,033.62 | 62,326.53 |
| 254,608.58 | 257,225.88 | 460,327.34 | 429,942.68 | 404,719.40 | 396,538.76 | 385,302.87 | 343,563.25 | 285,952.67 | 331,689.76 | 376,941.34 | 462,496.02 |  |

## operating expenses

## recoverable expenses

    Administration
        Administration
        Cleaning
        Security
    Utilities
    Landscaping
    Snow Removal
    Total Common Area Maintenance
    | 29,128.11 | 40,938.24 | 43,258.98 | 30,289.77 | 23,357.99 | 30,538.13 | 35,158.21 | 24,078.17 | 26,549.39 | 14,870.33 | 43,504.73 | 28,563.59 | 370,235.64 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 15,221.26 | 7,863.59 | 24,353.24 | 4,638.00 | 16,766.18 | 6,210.02 | 15,016.11 | 40,738.11 | 5,492.98 | 18,218.72 | 22,427.41 | 25,880.78 | 202,826.40 |
| 17,050.53 | 0.00 | 39,184.87 | 111.00 | 31,310.90 | -3,753.03 | 15,765.82 | 14,688.89 | 111.00 | 15,721.93 | 27,216.91 | 12,266.61 | 169,675.43 |
| 21,711.49 | 28,914.24 | 23,642.79 | 24,500.41 | 23,992.32 | 22,490.13 | 21,306.55 | 39,178.44 | 0.00 | 18,790.46 | 18,757.69 | 18,757.45 | 262,041.97 |
| 3,535.12 | 7,046.24 | 18,845.18 | 470.07 | -2,607.14 | 9,347.08 | 12,562.00 | 3,706.04 | 3,451.72 | 11,958.65 | 11,400.19 | 13,561.64 | 93,276.79 |
| 27.02 | 0.00 | 0.00 | 0.00 | 0.00 | 135.03 | 0.00 | 456.68 | 456.68 | 36.91 | 0.00 | 0.00 | 1,112.32 |
| 8,370.00 | 7,269.50 | 1,870.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 4,900.00 | 22,409.50 |

Taxes
Insurance
Marketing/Advertising
Specialty Leasing Expenses
Reimbursable Tenant Utilities
Other Recoverable Expenses
total recoverable expenses

NON RECOVERABLE EXPENSES
Management/Marketing Fees
Utilities
total non recoverable expenses
total operating expenses
net operating income

| 701,295.81 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 701,295.81 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 10,282.00 | 15,340.00 | 0.00 | 0.00 | 25,622.00 |
| 2,268.52 | 1,908.27 | 1,788.44 | 1,658.35 | 1,997.00 | 1,050.00 | 2,544.34 | 1,413.50 | 1,064.94 | 2,661.00 | 1,303.50 | 4,717.12 | 24,374.98 |
| 8,881.52 | 9,492.20 | 11,589.92 | 7,200.97 | 5,302.22 | 5,295.39 | 5,424.86 | 5,294.59 | 6,197.61 | 0.00 | 14,554.59 | 5,379.42 | 84,613.29 |
| 19,951.60 | 16,787.64 | 45,532.00 | 18,735.14 | 28,791.76 | 5,985.89 | 31,732.02 | 32,785.75 | 18,725.17 | 32,694.75 | 44,052.29 | 23,043.47 | 318,817.48 |
| 5,463.85 | 0.00 | 13,061.63 | 0.00 | 10,436.96 | -1,325.01 | 5,181.27 | 14,688.89 | 0.00 | 5,166.64 | 9,035.30 | 9,275.69 | 70,985.22 |
| 832,904.83 | 120,219.92 | 223,127.05 | 87,603.71 | 139,348.19 | 75,973.63 | 144,691.18 | 177,029.06 | 72,331.49 | 135,459.39 | 192,252.61 | 146,345.77 | 2,347,286.83 |
| 15,339.99 | 41,435.87 | 19,476.85 | 23,518.49 | 44,777.20 | 12,527.01 | 12,004.70 | 26,085.77 | 10,865.76 | 33,316.90 | 13,646.69 | 21,414.93 | 274,410.16 |
| 3,815.78 | 1,753.98 | 1,638.52 | -1,745.47 | 6,246.85 | 432.84 | 2,201.18 | 2,535.11 | 2,181.85 | 1,951.68 | 1,923.17 | 2,192.16 | 25,127.65 |
| 4,043.03 | 1,175.74 | 1,210.02 | 1,112.81 | 1,070.33 | 1,040.68 | 1,166.09 | 1,018.20 | 1,039.91 | 999.74 | 1,034.98 | 1,047.98 | 15,959.51 |
| 23,198.80 | 44,365.59 | 22,325.39 | 22,885.83 | 52,094.38 | 14,000.53 | 15,371.97 | 29,639.08 | 14,087.52 | 36,268.32 | 16,604.84 | 24,655.07 | 315,497.32 |
| 856,103.63 | 164,585.51 | 245,452.44 | 110,489.54 | 191,442.57 | 89,974.16 | 160,063.15 | 206,668.14 | 86,419.01 | 171,727.71 | 208,857.45 | 171,000.84 | 2,662,784.15 |
| -601,495.05 | 92,640.37 | 214,874.90 | 319,453.14 | 213,276.83 | 306,564.60 | 225,239.72 | 136,895.11 | 199,533.66 | 159,962.05 | 168,083.89 | 291,495.18 | 1,726,524.40 |

Valley View Mall (WM) (valleyv)
Cash Flow ( 12 months)
Period = Jan 2021-Dec 2021
Book $=$ Cash,Prior Mgmnt (Cash) ; Tree $=$ spin

|  |  | Jan 2021 | Feb 2021 | Mar 2021 | Apr 2021 | May 2021 | Jun 2021 | Jul 2021 | Aug 2021 | Sep 2021 | Oct 2021 | Nov 2021 | Dec 2021 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Leasing/Legal Expenses | 10,205.81 | 16,886.50 | 20,415.53 | 10,992.62 | 8,363.78 | 4,875.00 | 6,140.01 | 95,354.45 | 3,365.56 | 10,837.97 | 6,584.39 | 18,914.88 | 212,936.50 |
|  | net income | -611,700.86 | 75,753.87 | 194,459.37 | 308,460.52 | 204,913.05 | 301,689.60 | 219,099.71 | 41,540.66 | 196,168.10 | 149,124.08 | 161,499.50 | 272,580.30 | 1,513,587.90 |
|  | Capital Expenditures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 6,145.20 | 5,653.80 | 0.00 | 11,799.00 |
|  | net income after Capital | -611,700.86 | 75,753.87 | 194,459.37 | 308,460.52 | 204,913.05 | 301,689.60 | 219,099.71 | 41,540.66 | 196,168.10 | 142,978.88 | 155,845.70 | 272,580.30 | 1,501,788.90 |
| SOURCES AND USES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Prepaid Expenses | -1,174.65 | 0.00 | 0.00 | -4,539.58 | 0.00 | 0.00 | 1,266.49 | 36.16 | -1,302.65 | 0.00 | 5,925.00 | -1,658.70 | -1,447.93 |
|  | Security Deposit Activity | 0.00 | 0.00 | 0.00 | 1,750.00 | 0.00 | -500.00 | -500.00 | -500.00 | 0.00 | -500.00 | 0.00 | 0.00 | -250.00 |
|  | Intercompany | -18,059.19 | -19,252.23 | $-1,157.11$ | -3,642.56 | 0.00 | 0.00 | 0.00 | 2,000.00 | 8,300.00 | 29,472.99 | -25,569.98 | 2,237.71 | -25,670.37 |
|  | Other Sources and Uses | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -816.44 | 0.00 | -816.44 |
| Restricted Cash/ Escrow Activity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Property Level Cash - Lockbox | -55,188.06 | -527,359.88 | 456,881.75 | 424,878.41 | -773,460.59 | 392,503.76 | -154,979.59 | -385,536.57 | 285,952.67 | 46,237.09 | 36,268.97 | -368,458.73 | -622,260.77 |
|  | Tenant Allowance Escrow | 456.54 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 456.54 |
|  | Tax Escrow | -700,504.01 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -700,504.01 |
|  | Deferred/Env/Other Escrow | -878,170.25 | -32,087.30 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -910,257.55 |
|  | Distributions / Equity Contributions | 921,703.66 | 0.00 | 0.00 | 0.00 | -1,000.00 | 1,000.00 | 1,044,105.51 | 122,885.21 | 475,541.07 | 189,170.75 | 323,304.95 | 167,008.08 | 3,243,719.23 |
|  | SOURCES AND USES | 730,935.96 | 578,699.41 | -455,724.64 | -418,446.27 | 774,460.59 | -393,003.76 | -889,892.41 | 261,115.20 | -768,491.09 | -264,380.83 | -339,112.50 | 200,871.64 | -982,968.70 |
|  | Net CASH FLOW ACTIVITY | 119,235.10 | 654,453.28 | -261,265.27 | -109,985.75 | 979,373.64 | -91,314.16 | -670,792.70 | 302,655.86 | -572,322.99 | -121,401.95 | -183,266.80 | 473,451.94 | 518,820.20 |
| 102-100 | Property Level Cash - Operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Beginning Balance | 3,181.07 | 122,416.17 | 776,869.45 | 515,604.18 | 405,618.43 | 1,384,992.07 | 1,293,677.91 | 622,885.21 | 925,541.07 | 353,218.08 | 231,816.13 | 48,549.35 | 3,181.07 |
|  | Ending Balance | 122,416.17 | 776,869.45 | 515,604.18 | 405,618.43 | 1,384,992.07 | 1,293,677.91 | 622,885.21 | 925,541.07 | 353,218.08 | 231,816.13 | 48,549.35 | 522,001.29 | 522,001.29 |
| 102-300 | Difference | 119,235.10 | 654,453.28 | -261,265.27 | -109,985.75 | 979,373.64 | -91,314.16 | -670,792.70 | 302,655.86 | -572,322.99 | -121,401.95 | -183,266.78 | 473,451.94 | 518,820.22 |
|  | Property Level Cash - Lockbox |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Beginning Balance | 622,260.77 | 567,072.71 | 39,712.83 | 496,594.58 | 921,472.99 | 148,012.40 | 540,516.16 | 385,536.57 | 0.00 | 285,952.67 | 332,189.76 | 368,458.73 | 622,260.77 |
|  | Ending Balance | 567,072.71 | 39,712.83 | 496,594.58 | 921,472.99 | 148,012.40 | 540,516.16 | 385,536.57 | 0.00 | 285,952.67 | 332,189.76 | 368,458.73 | 0.00 | 0.00 |
|  | Difference | -55,188.06 | -527,359.88 | 456,881.75 | 424,878.41 | -773,460.59 | 392,503.76 | -154,979.59 | -385,536.57 | 285,952.67 | 46,237.09 | 36,268.97 | -368,458.73 | -622,260.77 |

## Valley View Mall (VVM)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Historical Comparison

YTD through December

| Description <br> REVENUES | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | Budget | YTD |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Base M inimum Rent | $3,453,467$ | $2,621,503$ | $2,750,394$ | $1,885,838$ |
| Percentage Rent | $1,205,249$ | 773,678 | 650,736 | $1,066,128$ |
| Spec Lease Income | 672,128 | 421,050 | 575,000 | 396,240 |
| Expense Reimbursement | $1,828,833$ | $1,408,806$ | $1,321,549$ | 978,776 |
| Miscellaneous Income | 34,927 | 293,304 | $(66,188)$ | 62,327 |
| TOTALREVENUE | $\mathbf{7 , 1 9 4 , 6 0 5}$ | $\mathbf{5 , 5 1 8 , 3 4 0}$ | $\mathbf{5 , 2 3 1 , 4 9 0}$ | $\mathbf{4 , 3 8 9 , 3 0 9}$ |

OPERATING EXPENSES

RECOVERABLE EXPENSES

| Common Area M aintenance |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ Administration | 255,850 | 315,282 | 355,234 | 370,236 |
| Repairs \& Maintenance | 285,016 | 218,148 | 229,595 | 202,826 |
| Cleaning | 248,199 | 284,330 | 224,495 | 169,675 |
| Security | 293,867 | 306,422 | 299,548 | 262,042 |
| Utilities | 95,626 | 95,938 | 90,018 | 93,277 |
| Landscaping | 5,362 | 860 | 9,000 | 1,112 |
| Snow Removal | 52,272 | 22,933 | 36,525 | 22,410 |
| Total Common Area Maintenance | $\mathbf{1 , 2 3 6 , 1 9 2}$ | $\mathbf{1 , 2 4 3 , 9 1 3}$ | $\mathbf{1 , 2 4 4 , 4 1 5}$ | $\mathbf{1 , 1 2 1 , 5 7 8}$ |
|  |  |  |  |  |
| Taxes | $1,138,288$ | 841,834 | 850,252 | 701,296 |
| Insurance | 138,442 | 297,104 | 145,163 | 25,622 |
| Marketing/Advertising | 79,278 | 55,725 | 73,109 | 24,375 |
| Specialty Leasing Expenses | 44,832 | 47,967 | 90,524 | 84,613 |
| Reimbursable Tenant Utilities | 389,554 | 341,085 | 381,768 | 318,817 |
| Other Recoverable Expenses | 77,795 | 65,938 | 63,000 | 70,985 |
| TOTALRECOVERABLE EXPENSES | $\mathbf{3 , 1 0 4 , 3 8 1}$ | $\mathbf{2 , 8 9 3 , 5 6 5}$ | $\mathbf{2 , 8 4 8 , 2 3 1}$ | $\mathbf{2 , 3 4 7 , 2 8 7}$ |

## NON RECOVERABLE EXPENSES

| M anagement/ M arketing Fees | 97,617 | 121,062 | 133,584 | 274,410 |
| :--- | ---: | ---: | ---: | ---: |
| Repairs \& M aintenance | 37,504 | 21,832 | - | - |
| Utilities | 35,119 | 29,440 | 14,400 | 25,128 |
| Other | 11,711 | $(4,684)$ | 21,564 | 15,960 |
| TOTAL NON RECOVERABLE EXPENSES | $\mathbf{1 8 1 , 9 5 1}$ | $\mathbf{1 6 7 , 6 5 1}$ | $\mathbf{1 6 9 , 5 4 8}$ | $\mathbf{3 1 5 , 4 9 7}$ |
| TOTALOPERATING EXPENSES | $\mathbf{3 , 2 8 6 , 3 3 2}$ | $\mathbf{3 , 0 6 1 , 2 1 6}$ | $\mathbf{3 , 0 1 7 , 7 7 9}$ | $\mathbf{2 , 6 6 2 , 7 8 4}$ |
| NET OPERATING INCOME | $\mathbf{3 , 9 0 8 , 2 7 3}$ | $\mathbf{2 , 4 5 7 , 1 2 4}$ | $\mathbf{2 , 2 1 3 , 7 1 1}$ | $\mathbf{1 , 7 2 6 , 5 2 4}$ |

## Valley View Mall (VVM)

PR Valley View Limited Partnership * La Crosse, WI 54601

## Historical Comparison

YTD through December

| Description | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | Budget | YTD |
| :--- | :---: | :---: | :---: | :---: |
| Leasing/Legal Expenses |  |  |  |  |
| Receivership Expense | 201,277 | 14,969 | 133,514 | 212,937 |
| Interest Expenses | - | 20,000 | - | - |
| Other Expenses | $1,674,671$ | $1,098,522$ | - | - |
|  | $(1,239,621)$ | $(10,000)$ | - | - |
| NET INCOME | $\mathbf{3 , 2 7 1 , 9 4 6}$ | $\mathbf{1 , 3 3 3 , 6 3 3}$ | $\mathbf{2 , 0 8 0 , 1 9 7}$ | $\mathbf{1 , 5 1 3 , 5 8 8}$ |
|  |  |  |  |  |
| Capital Expenditures | $(1,858,856)$ | $(17,977)$ | 374,135 | 11,799 |
| Tenant Improvements | $(235,019)$ | 898 | - | - |
| Commissions | $(209,608)$ | $(1,651)$ | - | - |
| Other | $(130,427)$ | $(58,856)$ | - | - |
|  |  |  |  |  |
| NET INCOME AFTER CAPITAL | $\mathbf{5 , 7 0 5 , 8 5 8}$ | $\mathbf{1 , 4 1 1 , 2 1 9}$ | $\mathbf{1 , 7 0 6 , 0 6 2}$ | $\mathbf{1 , 5 0 1 , 7 8 9}$ |



## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, W/ 5460

## Budget Comparison

## 2/2022



Valley View Mall (VVM)
Greystone Servicing Company LLC * La Crosse, WI 54601

## Budget Comparison

12/2022

| Account | Description | MTD Actual | MTD Budget | Variance | \% Comment | YTD Actual | YTD Budget | Variance | \% Comment | Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | HVAC Income Reimb |  |  |  |  |  |  |  |  |  |
| 425-100 | HVAC Income-On Acct | 18,268 | 19,168 | (899) | -4.7\% | 212,722 | 230,012 | $(17,290)$ | -7.5\% | 230,012 |
| 425-400 | HVAC Income-Prior Yr |  |  |  | 0.0\% | 3,401 |  | 3,401 | 100.0\% |  |
| 425-500 | HVAC Escalation | 2,347 | 2,431 | (83) | -3.4\% | 26,463 | 29,167 | $(2,704)$ | -9.3\% | 29,167 |
|  | Total HVAC Income Reimb | 20,616 | 21,598 | (983) | -4.5\% | 242,587 | 259,179 | $(16,593)$ | -6.4\% | 259,179 |
| 426-100 | Miscellaneous Income Reimb |  |  |  |  |  |  |  |  |  |
|  | Sprinkler Income | 808 | 789 | 18 | 2.3\% | 7,707 | 9,549 | $(1,841)$ | -19.3\% | 9,549 |
|  | Total Miscellaneous Income Reimb | 808 | 789 | 18 | 2.3\% | 7,707 | 9,549 | $(1,841)$ | -19.3\% | 9,549 |
| - 429.025 | CAM Reimb Income |  |  |  |  |  |  |  |  |  |
|  | CAM Inc OpExp-On Accoun | 26,101 | 32,098 | $(5,997)$ | -18.7\% | 292,160 | 382,988 | (90,828) | -23.7\% | 382,988 |
|  | CAM Inc Op Exp-Prior Ye | $(4,275)$ |  | $(4,275)$ | -100.0\% | $(6,436)$ |  | (6,436) | -100.0\% |  |
| 431-100 | Total CAM Reimb Income | 21,825 | 32,098 | (10,272) | $-32.0 \%$ Primarily due to timing of tenant reimbursements | 285,724 | 382,988 | $(97,264)$ | -25.4\% Primarily due to timing of tenant reimbursements | 382,988 |
|  | F/C CAM Reimb Income |  |  |  |  |  |  |  |  |  |
|  | F/C CAM Inc-On Account | 270 | 1,453 | $(1,183)$ | -81.4\% | 4,420 | 17,436 | $(13,017)$ | -74.7\% | 17,436 |
| 432-050 | Total $\mathrm{F} / \mathrm{C}$ CAM Reimb Income | 270 | 1,453 | $(1,183)$ | -81.4\% | 4,420 | 17,436 | $(13,017)$ | -74.7\% | 17,436 |
|  | Marketing Income |  |  |  |  |  |  |  |  |  |
|  | Total Marketing Income | 649 | 1,775 | (1,126) | -63.4\% | 7,835 | 21,266 | (13,431) | -63.2\% | 21,266 |
|  | Total Expense Reimbursement | 60,824 | 80,914 | $(20,090)$ | -24.8\% Primarily due to timing of tenant reimbursements | 714,464 | 969,273 | (254,808) | $-26.3 \%$ Primarily due to timing of tenant reimbursements | 969,273 |
|  | Miscellaneous Income |  |  |  |  |  |  |  |  |  |
| 433-525 | Misc Operating Income | $(1,750)$ |  | $(1,750)$ | -100.0\% | 21,974 | - | 21,974 | 100.0\% |  |
| 433-530 | Cleanup Tool |  | - | - | 0.0\% | (11) | - | (11) | -100.0\% |  |
| 433-630 | Unearned Rental Income | $(10,080)$ | - | $(10,080)$ | -100.0\% | $(36,965)$ | - | (36,965) | -100.0\% |  |
| 433-640 | Unapplied Cash | 10,832 |  | 10,832 | 100.0\% | 34,108 |  | 34,108 | 100.0\% |  |
|  | Total Miscellaneous Income | (998) | - | (998) | 100.0\% | 19,106 | - | 19,106 | -100.0\% Primarily due to miscellaneous income |  |
| 499-990 | Total Revenues | 557,072 | 402,814 | 154,258 | 38.3\% | 4,444,560 | 4,481,490 | (36,930) | -0.8\% | 4,481,490 |
|  | OPERATING EXPENSES |  |  |  |  |  |  |  |  |  |
|  | RECOVERABLE EXPENSES |  |  |  |  |  |  |  |  |  |
|  | Common Area Maintenance |  |  |  |  |  |  |  |  |  |
|  | Administration |  |  |  |  |  |  |  |  |  |
|  | Interior Administration |  |  |  |  |  |  |  |  |  |
| 516-010 | Admin-Pay/Wages | 14,522 | 13,398 | $(1,124)$ | -8.4\% | 176,709 | 180,358 | 3,649 | 2.0\% | 180,358 |
| 516-020 | Admin-Pay/Taxes | 948 | 1,005 | 57 | 5.7\% | 14,057 | 13,981 | (76) | -0.5\% | 13,981 |
| $516-030$ | Admin-Pay/Benefits | 4,199 | 5,608 | 1,409 | 25.1\% | 35,707 | 56,973 | 21,266 | 37.3\% | 56,973 |
| $516-040$ | Admin-Work Comp | 192 | 710 | 519 | 73.0\% | 2,314 | 8,523 | 6,209 | 72.8\% | 8,523 |
| $516-050$ | Admin-Contracted Servic | 10,672 | 5,303 | $(5,396)$ | -101.2\% | 66,952 | ${ }^{63,766}$ | $(3,186)$ | -5.0\% | 63,766 3,180 |
| 516-080 | Admin-Office Supplies | 79 | 265 | 186 | 70.0\% | 647 | 3,180 | 2,533 | 79.6\% | 3,180 |
| 516-100 | Admin-Small Equipment |  |  |  | 0.0\% | 136 | - | (136) | -100.0\% |  |
| 516-110 | Admin-Maint Supplies | 27 | - | (27) | -100.0\% | 27 | - | (27) | -100.0\% |  |
| 516-140 | Admin-Equipment | 1,001 | 800 | (201) | -25.1\% | 9,128 | 9,600 | 472 | 4.9\% | 9,600 |
| 516-180 | Admin-Mgmt Expenses |  |  |  | 0.0\% | 6,274 |  | $(6,274)$ | -100.0\% |  |
| 516-190 | Admin-Employee Recruiti | - | - | - | 0.0\% | 3,989 | 800 | $(3,189)$ | -398.7\% | 800 |
| 516-195 | Admin-Training/Education/Conferences | 45 | 70 | 25 | 0.0\% | 579 | 150 | 150 | 100.0\% |  |
| $516-200$ | Admin-Office Expenses | 45 | 70 | 25 | 35.4\% | 579 | 840 | 261 | 31.1\% | 840 |
| ${ }^{516-210}$ | Admin-Telephone | 4,850 | 4,035 | ${ }^{(815)}$ | -20.2\% | 63,469 | 48,420 | $(15,049)$ | -31.1\% | 48,420 |
| $516-230$ $516-240$ | Admin-Travel Costs Admin-Meals ntertain | 109 | - | (109) | - ${ }^{\text {0.0\% }}$ - | 2,493 1,078 | - | $(2,493)$ $(1,078)$ | $-100.0 \%$ $-100.0 \%$ |  |
| 516-260 | Admin-Misc |  |  |  | 0.0\% | -188 | - | (288) | -100.0\% |  |
| 516-290 | Admin-Music/Communicati | 120 | 60 | (60) | -99.5\% | 778 | 720 | (58) | -8.1\% | 720 |
| 516-330 | Admin-Computer Equip/Su | 427 | 2,474 | 2,047 | 82.7\% | 6,915 | 25,697 | 18,781 | 73.1\% | 25,697 |
| 516-340 | Admin-Dues Memb \& Subs |  | 96 | 96 | 100.0\% | 1,399 | 1,004 | (395) | -39.3\% | 1,004 |
|  | Total Interior Administration | 37,245 | 33,960 | $(3,285)$ | -9.7\% | 393,763 | 415,631 | 21,868 | 5.3\% | 415,631 |
|  | Total Administration | 37,245 | 33,960 | $(3,285)$ | -9.7\% | 393,763 | 415,631 | 21,868 | 5.3\% Primarily due to savings resulting from employee | 415,631 |

## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, W/ 5460

## Budget Comparison

12/2022



## Valley View Mall (VVM)

## Budget Comparison

## 2/2022



## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, W/ 5460

## Budget Comparison

12/2022

| Account | Description | mtD Actual | MTD Budget | Variance | \% | Comment | YTD Actual | YTD Budget | Variance | \% | Comment | Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Owner's Utilities |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 630-003 | Owner's Util-HVAC |  |  |  | 0.0 |  | 541 |  | (541) | -100.0\% |  |  |
|  | Total Owner's Utilities | 3,066 | 2,000 | $(1,066)$ | -53.3 |  | 40,911 | 24,000 | $(16,911)$ | -70.5\% | Primarily due to increased electrical rates | 24,000 |
| Owner's Administrative Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| 650-013 | Owner's Adm-Mgmt Exp | 210 | 250 | 40 | 16.0 |  | 210 | 1,000 | 790 | 79.0\% |  | 1,000 |
| 650-017 | Owner's AdmTravel Costs |  | - |  | 0.0 |  | 38 | 3,500 | 3,462 | 98.9\% |  | 3,500 |
| 650-021 | Owner's Adm-Bank Fees | 1,706 | 1,133 | (572) | -50.5 |  | 13,297 | 13,600 | 304 | 2.2\% |  | 13,600 |
| 650-032 | Personal Property Tax | 1,686 | 218 | $(1,468)$ | -672.4 |  | 1,686 | 2,619 | 933 | 35.6\% |  | 2,619 |
|  | Total Owner's Administrative Expenses | 3,602 | 1,602 | $(2,000)$ | -124.9 | Primarily due to personal property tax fees | 15,231 | 20,720 | 5,489 | 26.5\% |  | 20,720 |
|  | TOTAL NON-RECOVERABLE EXPENSES | 2,320 | 15,891 | 13,572 | 85.4 |  | 193,741 | 199,864 | 6,123 | 3.1\% |  | 199,864 |
| 699-998 | TOTAL OPERATING EXPENSES | 154,172 | 168,787 | 14,616 | 8.7 |  | 2,525,562 | 2,961,384 | 435,823 | 14.7\% |  | 2,961,384 |
| 699-999 | NET OPERATING income | 402,900 | 234,027 | 168,874 | 72.2 |  | 1,918,998 | 1,520,106 | 398,892 | 26.2\% |  | 1,520,106 |
| Leasing/Lega//Other Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| 701-200 | Leasing Commissions | 7,108 | - | $(7,108)$ | -100.0 |  | 28,681 | 20,680 | $(8,001)$ | -38.7\% |  | 20,680 |
| 701-300 | Leasing Commissions - Specialty Leasing | 6,383 | 9,650 | 3,266 | 33.9 |  | 53,000 | 55,000 | 2,000 | 3.6\% |  | 55,000 |
| 701-600 | Construction Fees | - | - |  | 0.0 |  | 1,112 |  | $(1,112)$ | -100.0\% |  |  |
| 701-625 | Leasing Exp-Misc | 205 | 1,663 | 1,458 | 87.7 |  | 8,262 | 20,000 | 11,738 | 58.7\% |  | 20,000 |
| 701-675 | Lease Exp-ICSC Conventi |  |  |  | 0.0 |  | 15,030 | 31,500 | 16,470 | 52.3\% |  | 31,500 |
| 701-700 | Legal Leasing | 23,282 | - | (23,282) | -100.0 |  | 72,826 | 25,500 | $(47,326)$ | -185.6\% |  | 25,500 |
|  | Total Leasing/Legal/Other Expenses | 36,979 | 11,313 | $(25,666)$ |  | Perkins Coie invoices from earlier in the year were reclassed from 675-000 | 178,911 | 152,680 | $(26,231)$ | -17.2\% |  | 152,680 |
|  | NET INCOME | 365,921 | 222,714 | 143,207 | 64.3 |  | 1,740,087 | 1,367,426 | 372,661 | 27.3\% |  | 1,367,426 |
|  | CAPITAL ExPEnditures |  |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 140-000 \\ & 152-000 \\ & \hline \end{aligned}$ | Land \& Development |  | - |  | 0.0 |  | 29,576 | 145,000 | 115,424 | 79.6\% |  | 145,000 |
|  | Building Improvements | - | - | - | 0.0 |  |  | 630,000 | 630,000 | 100.0\% |  | 630,000 |
|  | Total CAPITAL EXPENDITURES | - | - | - | 0.0 |  | 29,576 | 775,000 | 745,424 | 96.2\% |  | 775,000 |

# Valley View Mall (VVM) 

Greystone Servicing Company LLC * La Crosse, WI 5460

## Trailing 12 Months

12/2022

| Account | Description | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Rental Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Base Minimum Rent |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 410-200 | Base/Minimum Rent | 169,172 | 169,211 | 177,616 | 171,214 | 178,258 | 162,875 | 94,914 | 158,342 | 175,678 | 169,588 | 176,465 | 244,906 | 2,048,238 |
| 410-210 | COVID Base Minimum Rent | - | - | - | - | - | 816 | - | - | - | - | - | - | 816 |
| 410-400 | Base Rent - Prior Year | - | - | - | - | - | - | - | - | - | - | - | $(12,009)$ | $(12,009)$ |
|  | Total Base Minimum Rent | 169,172 | 169,211 | 177,616 | 171,214 | 178,258 | 163,691 | 94,914 | 158,342 | 175,678 | 169,588 | 176,465 | 232,897 | 2,037,046 |
|  | Percentage Rent |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 411-100 | Pct in Lieu of Base | 1,089 | 40,767 | 29,947 | 61,371 | 33,359 | 28,053 | 83,528 | 21,849 | $(5,842)$ | 33,848 | 117,740 | 132,126 | 577,836 |
| 411-200 | Prior Yr Percent in Lieu | 77,501 | 3,135 | - | 7,137 | - | - | 22,959 | - | 29,017 | (1) | 10,070 | 36,096 | 185,914 |
| 411-300 | Prcntge Rent-On Account | 6,538 | 7,366 | (247) | 12,206 | - | - | - | - | - | 19,978 | 21,409 | 28,905 | 96,154 |
| 411-600 | Percentage Rent-Prior $Y$ | 46,217 | 16,360 | - | 196,717 | - | 7,578 | - | - | - | 17,172 | 288 | - | 284,333 |
|  | Total Percentage Rent | 131,345 | 67,628 | 29,700 | 277,431 | 33,359 | 35,632 | 106,487 | 21,849 | 23,175 | 70,997 | 149,506 | 197,127 | 1,144,236 |
|  | Spec Lease Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 412-050 | Spec Lease Income-RMU | - | - | - | - | - | - | - | - | - | - | 300 | 3,832 | 4,132 |
| 412-075 | Spec Lease Income-TILS | 16,050 | 32,596 | 30,162 | 27,090 | 22,500 | 23,691 | 17,278 | 20,231 | 26,250 | 29,600 | 34,850 | 57,308 | 337,606 |
| 412-125 | Spec Lease Income-Kiosk | 2,300 | 4,225 | 3,227 | 2,206 | 2,149 | 1,300 | 800 | 800 | 800 | 3,872 | 3,550 | 8,350 | 33,579 |
| 412-175 | Spec Lease Income-Pct R | 332 | 12,221 | 4,100 | 58,793 | 7,281 | 8,679 | 5,826 | $(3,349)$ | - | 15,224 | 19,098 | $(8,736)$ | 119,468 |
| 412-325 | Spec Lease-Electric Rei | - | 100 | 100 | 100 | - | 100 | 100 | 100 | 100 | 200 | 100 | 100 | 1,100 |
| 412-425 | Spec Lease-Other Reimb | 427 | - | (427) | - | - | - | - | - | 508 | - | - | 600 | 1,108 |
| 412-450 | Spec Lease-Vending Inco | 2,663 | $(3,555)$ | 13,568 | 1,961 | 2,723 | 1,783 | 2,094 | 5,569 | 1,767 | 2,995 | 2,648 | 2,926 | 37,142 |
| 412-475 | Spec Leas Inc-Prior Yea | - | - | - | $(25,663)$ | - | - |  | $(1,125)$ | - | - | - | - | $(26,788)$ |
| 412-550 | Spec Lease-Storage Inco | - | 1,425 | (664) | - | 16,236 | 979 | 950 | 1,100 | 1,050 | 6,614 | 2,500 | 4,205 | 34,395 |
| 412-600 | Spec Lease Income-Misc | $(4,150)$ | $(4,423)$ | $(10,000)$ | $(9,864)$ | (650) | - | - | 200 | (438) | $(14,672)$ | - | - | $(43,996)$ |
| 412-610 | Spec Lease Income-Unapplied | 23,808 | 3,157 | 17,467 | $(23,139)$ | $(12,294)$ | $(1,880)$ | 1,197 | 5,389 | (290) | $(1,201)$ | 434 | $(1,363)$ | 11,285 |
| 412-800 | Alt Rev - Promo Income | 9,800 | - | - | - | - | 4,750 | - | 2,175 | 3,600 | - | 350 | - | 20,675 |
|  | Total Spec Lease Income | 51,230 | 45,746 | 57,533 | 31,484 | 37,945 | 39,401 | 28,243 | 31,091 | 33,348 | 42,632 | 63,830 | 67,222 | 529,706 |
|  | Total Rental Revenue | 351,747 | 282,586 | 264,849 | 480,129 | 249,562 | 238,724 | 229,645 | 211,282 | 232,201 | 283,217 | 389,801 | 497,246 | 3,710,989 |
|  | Expense Reimbursement |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Real Estate Taxes Reimb |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 421-100 | R/E Tax Income-On Accou | 12,282 | 17,917 | 17,917 | 16,401 | 13,472 | 15,011 | 15,011 | 11,244 | 12,674 | 39,931 | 27,791 | 15,011 | 214,663 |
| 421-500 | R/E Tax Income-Prior Ye | - | - | - | - | - | - | - | - | - | $(37,568)$ | $(20,075)$ | - | $(57,643)$ |
|  | Total Real Estate Taxes Reimb | 12,282 | 17,917 | 17,917 | 16,401 | 13,472 | 15,011 | 15,011 | 11,244 | 12,674 | 2,363 | 7,716 | 15,011 | 157,021 |
|  | Electric Income Reimb |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 423-100 | Electric Income-On Acct | 210 | 260 | 160 | 220 | 320 | 310 | 210 | 210 | 210 | 210 | 210 | 866 | 3,396 |
|  | Total Electric Income Reimb | 210 | 260 | 160 | 220 | 320 | 310 | 210 | 210 | 210 | 210 | 210 | 866 | 3,396 |
|  | Water/Sewer Inc Reimb |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 424-100 | Water/Sewer Inc | 456 | 414 | 475 | 614 | 470 | 441 | 421 | 310 | 420 | 420 | 556 | 779 | 5,776 |
|  | Total Water/Sewer Inc Reimb | 456 | 414 | 475 | 614 | 470 | 441 | 421 | 310 | 420 | 420 | 556 | 779 | 5,776 |
|  | HVAC Income Reimb |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 425-100 | HVAC Income-On Acct | 20,443 | 19,795 | 18,843 | 19,844 | 17,928 | 17,695 | 17,572 | 11,080 | 16,325 | 16,316 | 18,614 | 18,268 | 212,722 |
| 425-400 | HVAC Income-Prior Yr | - | - | - | - | - | - | - | - | - | - | 3,401 | - | 3,401 |
| 425-500 | HVAC Escalation | 2,293 | 2,415 | 2,398 | 2,412 | 2,204 | 2,195 | 2,098 | 1,538 | 2,013 | 1,931 | 2,619 | 2,347 | 26,463 |
|  | Total HVAC Income Reimb | 22,736 | 22,210 | 21,241 | 22,255 | 20,132 | 19,890 | 19,670 | 12,618 | 18,338 | 18,247 | 24,635 | 20,616 | 242,587 |

## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, WI 54601

## Trailing 12 Months <br> 12/2022



## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, WI 5460

## Trailing 12 Months

12/2022
$\qquad$ April $\qquad$
$\qquad$
$\qquad$
$\qquad$
$\qquad$ August September October November December Total

## Repairs \& Maintenance

Interior Repairs \& Maintenance
512-050 R\&M-Contracted Services
512-110 R\&M-Maint Supplies
512-110 R\&M-Maint Supplies
512-130 R\&M-Electrical Supplies
512-140
512-160

$$
\begin{aligned}
& \text { R\&M-Plumbing Supplies } \\
& \text { R\&M-Equioment }
\end{aligned}
$$

512-170

$$
\begin{aligned}
& \text { R\&M-Equipment } \\
& \text { R\&M-Equipment Rent }
\end{aligned}
$$ 512-260 512-280

R\&M-Misc 512-300
R\&M-HVAC Service 512-320
R\&M-Fire Supp/Sprinkler 512-330
R\&M-Lighting 512-360

$$
\begin{aligned}
& \text { R\&M-Plumbing } \\
& \text { R\&M-Building }
\end{aligned}
$$ $512-360$

$512-380$ $512-380$
$512-390$

$$
\begin{aligned}
& \text { R\&M-Doors/Glazing/Glass }
\end{aligned}
$$ $512-390$

$512-400$
R\&M-Tiles \& Flooring 512-400

$$
512-420
$$

R\&M-Painting

12,985

| 7,575 | - | 12,985 |
| :---: | :---: | :---: |
| - | - | - |
| - | 120 | - |
| - | 45 | - |
| 1,466 | - | 765 |
| 1,417 | 1,417 | 1,524 |
| - | 4,615 | - |
| - | - | 61 |
| 1,125 | 2,821 | 1,584 |
| 1,206 | 200 | - |
| 1,220 | - | 1,646 |
| 807 | 2,219 | 361 |
| - | - | - |
| - | - | - |
| 47 | - | - |
| - | - | - |
| $\mathbf{1 4 , 8 6 4}$ | $\mathbf{1 1 , 4 3 8}$ | $\mathbf{1 8 , 9 2 5}$ |

$$
\begin{array}{lcccccc}
\text { R\&M-Painting } & - & - & 47 & - & - \\
\text { R\&M-Holiday Decor } & 326 & (326) & 326 & - & - & - \\
\hline \text { Total Interior Repairs \& Maintenance } & \mathbf{7 , 2 7 0} & \mathbf{1 9 , 9 5 2} & \mathbf{1 2 , 6 3 0} & \mathbf{1 4 , 8 6 4} & \mathbf{1 1 , 4 3 8} & \mathbf{1 8 , 9 2 5}
\end{array}
$$

| Exterior Repairs \& Maintenance |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| R\&M-Vehicles | 311 | (311) | 311 | 1,031 | 234 | 627 | - | 1,038 | - | 476 | 246 | 59 | 4,021 |
| R\&M-Roof | - | - | - | 900 | 3,464 | - | 907 | 475 | - | 2,487 | 725 | 1,325 | 10,282 |
| R\&M-Parking lights | 2,325 | $(2,226)$ | 2,383 | 47 | 52 | - | 48 | 106 | 57 | - | 201 | 6,812 | 9,805 |
| R\&M-Parking Lot | 488 | - | - | - | - | - | - | - | - | - | - | - | 488 |
| R\&M-Snow Removal | 2,835 | 8,626 | 1,119 | - | - | - | - | - | - | - | - | - | 12,580 |
| R\&M-Painting | - | - | - | - | - | 475 | - | - | - | - | - | - | 475 |
| Total Exterior Repairs \& Maintenance | 5,958 | 6,089 | 3,813 | 1,978 | 3,750 | 1,102 | 954 | 1,619 | 57 | 2,962 | 1,172 | 8,196 | 37,650 |

## Cleaning

Interior Cleaning

|  | Interior Cleaning |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 511-225 | Cleaning-Contracted Ser | - | 26,658 | 11,845 | 12,013 | - | 22,197 | - | 27,471 | - | 10,887 | 11,263 | 13,352 | 135,686 |
| 511-250 | Cleaning-Supplies | - | 750 | 750 | 750 | - | 1,500 | - | 1,572 | - | 750 | 750 | 750 | 7,572 |
| 511-325 | Cleaning-Uniforms | - | 2,250 | 750 | 750 | - | 1,500 | - | 1,500 | - | 750 | 750 | 750 | 9,000 |
| 511-375 | Cleaning-Equiprnent | - | 2,200 | 1,100 | 1,100 | - | 2,200 | - | 2,200 | - | 1,100 | 1,100 | 1,350 | 12,350 |
| 511-450 | Cleaning-Misc | - | 4,364 | 2,182 | 2,182 | - | 7,944 |  | 4,364 | - | 1,203 | 250 | - | 22,489 |
| 511-525 | Clean-Pest Control | 111 | 222 | - | 8 | (111) | 119 | 119 | 373 | - | 119 | 357 | 119 | 1,436 |
|  | Total Interior Cleaning | 111 | 36,444 | 16,627 | 16,803 | (111) | 35,460 | 119 | 37,481 |  | 14,808 | 14,470 | 16,321 | 188,532 |

521-002

## terior Cleanin

| Pest Control | - | - | 111 | - | - | - | - | - | - |  | - | - | 111 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Exterior Cleaning | - | - | 111 | - | - | - | - | - | - |  | - | - | 111 |

Security

| rior Security |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Security-Contract Servi | - | 17,485 | 7,409 | 8,589 | - | 17,077 | - | 17,860 | 10,279 | 9,272 | 9,830 | 9,302 | 107,102 |
| Security-Other Services | - | - | - | - | - | - | - | - | - | 1,024 | - | - | 1,02 |
| Security-Vehicles | - | 2,400 | 1,200 | 1,200 | - | 2,400 | - | 2,400 | 1,200 | 1,200 | 1,200 | 1,200 | 14,40 |
| Total Interior Secu |  | 19,885 |  |  |  | 19,477 |  | 20,260 | 11,479 | 11,496 | 11,030 | 10,502 | 122,52 |

Page 3 of 6
SPINOSO

## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, WI 5460

## Trailing 12 Months

12/2022

| Account | Description | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Exterior Security |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 523-050 | Security-Contract Servi | - | 17,485 | 7,409 | 8,589 | - | 17,077 | - | 17,860 | 10,279 | 9,272 | 9,830 | 9,302 | 107,102 |
| 523-070 | Security-Supplies | - | 131 | - | - | - | - | - | - | - | - | - | 142 | 273 |
|  | Total Exterior Security | - | 17,616 | 7,409 | 8,589 | - | 17,077 | - | 17,860 | 10,279 | 9,272 | 9,830 | 9,444 | 107,375 |
|  | Total Security | - | 37,501 | 16,018 | 18,377 | - | 36,553 | - | 38,121 | 21,757 | 20,768 | 20,860 | 19,947 | 229,901 |
|  | Utilities |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Interior Utilities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 515-100 | Utilities-Misc | - | - | - | - | - | - | - | 97 | - | - | - | - | 97 |
| 515-150 | Utilities-Electricity | - | 4,070 | 2,227 | 2,094 | 1,944 | - | 1,903 | 4,350 | 2,317 | - | 4,135 | 1,753 | 24,793 |
| 515-250 | Utilities-Gas | - | 1,628 | 793 | 378 | 268 | - | 93 | 526 | 280 | - | 500 | 212 | 4,679 |
| 515-300 | Utilities-Water \& Sewer | - | (922) | 5,095 | - | - | 9,537 | - | 974 | 3,187 | 7,365 | 3,980 | 4,406 | 33,621 |
| 515-350 | Utilities-Sewer | - | - | 5,028 | - | - | - | - | - | - | - | - | - | 5,028 |
|  | Total Interior Utilities | - | 4,776 | 13,142 | 2,472 | 2,213 | 9,537 | 1,997 | 5,947 | 5,783 | 7,365 | 8,614 | 6,371 | 68,217 |
|  | Exterior Utilities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 524-200 | Utilities-Electricity | - | 10,401 | 5,442 | 5,041 | 3,160 | - | 2,050 | 7,329 | 3,903 | - | 6,966 | 2,954 | 47,248 |
|  | Total Exterior Utilities | - | 10,401 | 5,442 | 5,041 | 3,160 | - | 2,050 | 7,329 | 3,903 | - | 6,966 | 2,954 | 47,248 |
|  | Total Utilities | - | 15,178 | 18,584 | 7,513 | 5,373 | 9,537 | 4,047 | 13,276 | 9,686 | 7,365 | 15,580 | 9,325 | 115,465 |
|  | Total Common Area Maintenance | 42,232 | 138,786 | 116,472 | 99,242 | 47,479 | 136,421 | 9,551 | 183,562 | 58,849 | 108,798 | 94,959 | 102,734 | 1,139,085 |

Taxes




Promotional Service Marketing

| 571-005 | Marketing-Contract Serv | - | - | - | - | - | - | - | - | - | - | 124 | 193 | 316 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 571-006 | Marketing-Supplies | - | - | - | - | - | - | - | - | - | - | - | 32 | 32 |
| 571-008 | Marketing-Equip | 224 | 224 | 224 | 224 | 224 | - | 224 | 447 | 224 | - | 447 | 224 | 2,682 |
| 571-009 | Marketing-Seasonal | - | - | - | 380 | - | - | - | - | - | - | - | 2,414 | 2,794 |
| 571-014 | Marketing-Misc | 550 | 509 | 385 | 642 | 495 | 528 | 234 | 1,114 | (83) | 179 | - | 330 | 4,882 |
| 571-017 | Marketing-Dues\&Subscrip | - | - | - | - | - | - | - | - | - | - | - | 13 | 13 |
| 571-018 | Marketing-Tenant Promotions | - | - | - | - | - | - | - | - | - | - | - | 400 | 400 |
| 571-019 | Marketing - Display | 934 | (934) | 934 | - | 63 | - | - | - | - | - | - | - | 997 |
| 571-022 | Marketing-Print Production | - | - | - | 79 | - | 334 | - | - | - | - | - | 4,043 | 4,456 |
| 571-026 | Marketing-Special Event | 173 | - | - | 315 | - | - | - | - | - | 300 | 3,266 | 5,288 | 9,342 |
| 571-028 | Marketing-Leasing Suppo | - | - | - | - | - | - | - | - | - | - | - | 111 | 111 |
|  | Total Marketing | 1,881 | (202) | 1,543 | 1,640 | 782 | 862 | 457 | 1,561 | 141 | 479 | 3,837 | 13,047 | 26,027 |


|  | Advertising |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 572-003 | Advertising - Web/Digital | 550 | 550 | - | 1,100 | 550 | 550 | - | 1,100 | 550 | 550 | 550 | 550 | 6,600 |
| 572-004 | Advertising-Radio | - | 6,330 | - | - | - | - | - | - | - | - | - | - | 6,330 |
| 572-009 | Advertising-Social Media | 692 | - | - | - | - | - | - | - | - | - | - | 607 | 1,299 |
|  | Total Advertising | 1,242 | 6,880 | - | 1,100 | 550 | 550 | - | 1,100 | 550 | 550 | 550 | 1,157 | 14,229 |
|  | Total Promotional Services | 3,123 | 6,678 | 1,543 | 2,740 | 1,332 | 1,412 | 457 | 2,661 | 691 | 1,029 | 4,387 | 14,204 | 40,256 |

## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, WI 5460

## Trailing 12 Months <br> 12/2022

| Account | Description | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Specialty Leasing Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 561-001 | Spec Lease-Pay/Wages | 3,841 | 4,129 | 10,288 | 1,914 | 3,700 | 3,857 | - | 8,316 | - | - | - | - | 36,043 |
| 561-002 | Spec Lease-Pay/Taxes | 408 | - | 1,517 | (111) | 571 | 276 | - | 564 | - | - | - | - | 3,226 |
| 561-003 | Spec Lease-Pay/Benefits | 2,635 | 1,118 | 1,315 | 162 | 1,170 | 1,170 | - | 1,936 | (118) | 346 | (9) | 519 | 10,244 |
| 561-004 | Spec Lease-Work Comp | 58 | 58 | 0 | 58 | 87 | 58 | - | 116 | - | - | - | - | 435 |
| 561-005 | Spec Lease-Equip | 69 | (69) | 69 | - | - | - | - | - | - | - | 194 | 28 | 291 |
| 561-008 | Spec Lease-Merchandisin | 157 | (157) | 157 | - | - | - | - | - | - | - | - | - | 157 |
| 561-010 | Spec Lease-Misc | 104 | 406 | - | 168 | - | - | 270 | 104 | - | - | - | - | 1,053 |
|  | Total Specialty Leasing Expenses | 7,273 | 5,485 | 13,347 | 2,191 | 5,528 | 5,361 | 270 | 11,036 | (118) | 346 | 185 | 546 | 51,449 |
|  | Food Court Maintenance F/C Cleaning |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 531-050 | F/C CAM-Clean-Cont Serv | - | 8,886 | 3,948 | 4,004 | - | 8,993 | - | 9,157 | - | 3,629 | 3,754 | 4,451 | 46,822 |
|  | Total FC Cleaning | - | 8,886 | 3,948 | 4,004 | - | 8,993 | - | 9,157 | - | 3,629 | 3,754 | 4,451 | 46,822 |
|  | Total Food Court Maintenance | - | 8,886 | 3,948 | 4,004 | - | 8,993 | - | 9,157 | - | 3,629 | 3,754 | 4,451 | 46,822 |
|  | Reimbursable Tenant Utilities |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Reimbursable HVAC |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 541-023 | HVAC Util-Plant Elect | - | 36,629 | 20,042 | 18,848 | 17,500 | - | 17,129 | 39,223 | 20,868 | - | 37,244 | 15,795 | 223,278 |
| 541-025 | HVAC Util-Water/Sewer | - | (922) | 5,095 | - | - | 4,044 | - | - | 3,389 | 516 | 3,980 | 4,406 | 20,508 |
| 541-033 | HVAC Util-R\&M | - | 19,582 | 7,461 | 8,542 | - | 15,746 | - | 22,872 | - | 9,785 | 9,694 | 9,717 | 103,399 |
|  | Total Reimbursable HVAC | - | 55,289 | 32,598 | 27,390 | 17,500 | 19,790 | 17,129 | 62,095 | 24,258 | 10,301 | 50,918 | 29,918 | 347,185 |
|  | Total Reimbursable Tenant Utilities | - | 55,289 | 32,598 | 27,390 | 17,500 | 19,790 | 17,129 | 62,095 | 24,258 | 10,301 | 50,918 | 29,918 | 347,185 |
|  | TOTAL RECOVERABLE EXPENSES | 52,628 | 215,124 | 167,908 | 135,567 | 778,860 | 171,977 | 27,407 | 268,511 | 83,679 | 124,102 | 154,204 | 151,852 | 2,331,820 |
|  | non-recoverable expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Property Management |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 681-100 | Management Fees | 10,821 | 5,000 | 8,139 | 12,873 | 9,210 | 7,973 | - | 13,370 | 8,195 | 6,788 | 7,031 | 10,610 | 100,010 |
| 681-300 | Marketing Fees | 2,000 | 2,000 | - | 2,000 | 2,000 | 2,000 | - | $(2,000)$ | - | - | - | - | 8,000 |
|  | Total Property Management | 12,821 | 7,000 | 8,139 | 14,873 | 11,210 | 9,973 | - | 11,370 | 8,195 | 6,788 | 7,031 | 10,610 | 108,010 |
|  | Professional Fees |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 672-000 | Legal Fees-Other | - | - | - | - | - | 150 | - | - | 88 | - | 28,408 | - | 28,645 |
| 673-500 | Legal-Collection/Litigation Fees | - | - | - | - | - | - | - | - | - | - | 945 | - | 945 |
| 675-000 | Prof Fees-Other | - | 9,140 | 2,601 | 1,290 | 1,460 | - | 466 | - | - | - | - | $(14,958)$ | - |
|  | Total Professional Fees | - | 9,140 | 2,601 | 1,290 | 1,460 | 150 | 466 | - | 88 | - | 29,352 | $(14,958)$ | 29,590 |
|  | Owner's Utilities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 630-002 | Owner's Util-Electric | - | 5,239 | 2,858 | 3,561 | 2,900 | - | 3,893 | 7,572 | 4,051 | - | 7,230 | 3,066 | 40,370 |
| 630-003 | Owner's Util-HVAC | - | - | - | - | - | - | - | - | - | 541 | - | - | 541 |
|  | Total Owner's Utilities | - | 5,239 | 2,858 | 3,561 | 2,900 | - | 3,893 | 7,572 | 4,051 | 541 | 7,230 | 3,066 | 40,911 |
|  | Owner's Administrative Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 650-013 | Owner's Adm-Mgmt Exp | - | - | - | - | - | - | - | - | - | - | - | 210 | 210 |
| 650-017 | Owner's AdmTravel Costs | - | - | - | - | - | - | - | - | - | - | 38 | - | 38 |
| 650-021 | Owner's Adm-Bank Fees | 751 | 998 | 1,152 | 1,161 | 994 | 993 | 989 | 2,151 | 1,165 | 986 | 251 | 1,706 | 13,297 |
| 650-032 | Personal Property Tax | - | - | - | - | - | - | - | - | - | - | - | 1,686 | 1,686 |
|  | Total Owner's Administrative Expenses | 751 | 998 | 1,152 | 1,161 | 994 | 993 | 989 | 2,151 | 1,165 | 986 | 289 | 3,602 | 15,231 |
|  | TOTAL NON-RECOVERABLE EXPENSES | 13,573 | 22,378 | 14,751 | 20,885 | 16,564 | 11,116 | 5,348 | 21,093 | 13,498 | 8,314 | 43,902 | 2,320 | 193,741 |
|  | TOTAL OPERATING EXPENSES | 66,201 | 237,503 | 182,659 | 156,452 | 795,424 | 183,093 | 32,756 | 289,604 | 97,177 | 132,417 | 198,105 | 154,172 | 2,525,562 |
|  | NET OPERATING INCOME | 303,386 | 152,503 | 344,450 | 211,879 | $(466,949)$ | 89,232 | 241,722 | 39,471 | 182,991 | 165,860 | 251,554 | 402,900 | 1,918,998 |
|  |  |  |  |  |  |  | $90$ |  |  |  |  |  |  |  |

## Valley View Mall (VVM)

Greystone Servicing Company LLC * La Crosse, WI 5460

## Trailing 12 Months

12/2022

| Account | Description | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Leasing/Legal/Other Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 701-200 | Leasing Commissions | 2,843 | - | - | - | 1,097 | - | - | 1,291 | 4,000 | 3,117 | 9,226 | 7,108 | 28,681 |
| 701-300 | Leasing Commissions - Specialty Leasing | 6,752 | - | 9,698 | 5,753 | 3,148 | 3,794 | - | 6,764 | 3,109 | 3,335 | 4,263 | 6,383 | 53,000 |
| 701-600 | Construction Fees | - | - | - | - | - | 1,112 | - | - | - | - | - | - | 1,112 |
| 701-625 | Leasing Exp-Misc | 409 | - | 260 | 546 | 2,613 | 902 | - | 1,424 | 909 | 268 | 726 | 205 | 8,262 |
| 701-675 | Lease Exp-ICSC Conventi | - | - | - | - | - | - | - | 17,850 | $(3,370)$ | - | 550 | - | 15,030 |
| 701-700 | Legal Leasing | - | - | - | - | - | - | - | 5,200 | 32,501 | - | 11,843 | 23,282 | 72,826 |
|  | Total Leasing/Legal/Other Expenses | 10,003 | - | 9,958 | 6,299 | 6,858 | 5,809 | - | 32,530 | 37,149 | 6,719 | 26,608 | 36,979 | 178,911 |
|  | NET INCOME | 293,383 | 152,503 | 334,493 | 205,580 | $(473,807)$ | 83,423 | 241,722 | 6,941 | 145,842 | 159,140 | 224,946 | 365,921 | 1,740,087 |
|  | CAPITAL EXPENDITURES |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 140-000 | Land \& Development | - | - | - | - | - | - | - | - | - | - | 29,576 | - | 29,576 |
|  | Total CAPITAL EXPENDITURES | - | - | - | - | - | - | - | - | - | - | 29,576 | - | 29,576 |
|  | NET CASH FLOW AFTER CAPITAL | 293,383 | 152,503 | 334,493 | 205,580 | $(473,807)$ | 83,423 | 241,722 | 6,941 | 145,842 | 159,140 | 195,370 | 365,921 | 1,710,511 |


| valleyv | Claire's/Claire's Accessories/or Claire's Boutique Total for Accessories Retailers - COMP Total for Accessories Retailers |
| :---: | :---: |
| valleyv | Pro Image Sports |
|  | Total for Apparel - NON-COMP |
| valleyv | American Eagle Outfitters |
| valleyv | Buckle |
| valleyv | Express \#458 |
| valleyv | Francesca's Collections or Francesca's |
| valleyv | Maurices \#310 |
| valleyv | rue21 \#979 |
| valleyv | Torrid |
| valleyv | Zumiez \#051 |
|  | Total for Apparel - COMP |
|  | Total for Apparel |
| valleyv | The Children's Place |
|  | Total for Children's Apparel - NoN-COMP |
|  | Total for Children's Apparel |
| valleyv | HuHot Mongolian Grill |
|  | Total for Full-Service Restuarant - COMP |
|  | Total for Full-Service Restuarant |
| valleyv | Valley View Nails \& Spa \#145 |
|  | Total for Hair, Nail, Brow, Skin Care, and Massage Services - COMP |
|  | Total for Hair, Nail, Brow, Skin Care, and Massage Services |
| valleyv | Bath \& Body Works |
| valleyv | GNC Live Well |
|  | Total for Health and Beauty Retailer - COMP |
|  | Total for Health and Beauty Retailer |
| valleyv | Pearle Vision |
| valley | Visionworks \#625 |
|  | Total for Healthcare Services - COMP |
|  | Total for Healthcare Services |
| valleyv | Gamestop \#1839 |
| valleyv | Spencer's \#839 |
|  | Total for Hobby, Toy, Game, Gift \& Novelty Retailers - COMP |
|  | Total for Hobby, Toy, Game, Gift \& Novelty Retailers |
| valleyv | Helzberg Diamonds $\# 127$ |
| valleyv | Piercing Pagoda \#1129 |
|  | Total for Jewerry Retailers - NON-COMP |
| valleyv | Kay Jewelers \#0165 |
| valleyv | Rogers \& Hollands Jewelers \#72 |
| valleyv | Zales Jewelers \#1264 |
|  | Total for Jewelry Retailers - COMP |
|  | Total for Jewelry Retailers |


| сомp | 1,381 | 175 | 8/23 | 2/12 | 48,102 | 53,575 | -10.2\% | 611,044 | 641,334 | -4.7\% | 693,560 | 502.22 | 12 | 524.15 | 102.47 | 105.93 | 665,427 | 17\% | 146,291 | 105.93 | 21.1\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,381 |  |  |  | 48,102 | 53,575 | -10.2\% | 611,044 | 641,334 | -4.7\% | 693,560 | 502.22 |  | 524.15 | 102.47 | 105.93 |  |  | 146,291 | 105.93 | 21.1\% |
|  | 1,381 |  |  |  | 48,102 | 53,575 | -10.2\% | 611,044 | 641,334 | -4.7\% | 693,560 | 502.22 |  | 524.15 | 102.47 | 105.93 |  |  | 146,291 | 105.93 | 21.1\% |
| non-Comp | 3,036 | 114 | 1/22 | 9/16 |  | 56,005 | -100.0\% | 41,644 | 507,311 | -91.8\% | 233,810 | 77.01 | 2 | 230.39 | - | - |  | 0\% | - | - | 0.0\% |
|  | 3,036 |  |  |  |  | 56,005 | -100.0\% | 41,644 | 507,311 | -91.8\% | 233,810 | 77.01 |  | 230.39 |  |  |  |  |  |  | 0.0\% |
| сомp | 5,331 | 142 | 1/24 | 2/11 | 171,336 | 254,219 | -32.6\% | 1,742,486 | 2,318,080 | -24.8\% | 2,116,883 | 397.09 | 12 | 505.06 | 50.65 | 50.65 | 2,750,000 | 8\% | 270,000 | 50.65 | 12.8\% |
| сомP | 6,664 | 116 | 1/26 | 11/10 | 214,420 | 223,420 | -4.0\% | 2,259,799 | 2,347,940 | -3.8\% | 2,600,906 | 390.29 | 12 | 403.52 | . | 27.32 |  | 7\% | 182,063 | 27.32 | 7.0\% |
| сомP | 5,270 | 115 | 1/24 | 2/02 | 61,297 | 90,470 | -32.2\% | 786,688 | 806,368 | -2.4\% | 923,906 | 175.31 | 12 | 179.05 | - | 8.77 |  | 5\% | 46,195 | 8.77 | 5.0\% |
| сомp | 1,481 | 163 | 1/23 | 3/15 | 36,507 | 42,815 | -14.7\% | 345,657 | 350,750 | -1.5\% | 408,209 | 275.63 | 12 | 279.07 |  | 22.05 |  | 8\% | 32,657 | 22.05 | 8.0\% |
| сомp | 6,175 | 105 | 9/25 | 9/07 | 160,627 | 182,242 | -11.9\% | 1,585,474 | 1,501,990 | 5.6\% | 1,786,449 | 289.30 | 12 | 275.78 | 20.24 | 43.91 | 325,000 | 10\% | 271,145 | 43.91 | 15.2\% |
| сомP | 4,675 | 169 | 1/24 | 2/11 | 38,777 | 44,950 | -13.7\% | 463,972 | 642,122 | -27.7\% | 535,150 | 114.47 | 12 | 152.58 | - | 5.72 |  | 5\% | 26,758 | 5.72 | 5.0\% |
| сомp | 3,981 | 107 | 10/27 | 10/17 | 41,944 | 30,989 | 35.4\% | 479,761 | 480,235 | -0.1\% | 542,607 | 136.30 | 12 | 136.42 |  | 8.18 |  | 6\% | 32,556 | 8.18 | 6.0\% |
| COMP | 2,132 | 179 | 1/24 | 2/09 | 33,471 | 55,747 | -40.0\% | 407,385 | 701,622 | -41.9\% | 503,562 | 236.19 | 12 | 374.20 | 23.45 | 23.45 | 625,000 | 8\% | 50,000 | 23.45 | 9.9\% |
|  | 35,709 |  |  |  | 758,379 | 924,851 | -18.0\% | 8,071,223 | 9,149,106 | -11.8\% | 9,417,672 | 263.73 |  | 293.92 | 12.46 | 25.52 |  |  | 911,374 | 25.52 | 9.7\% |
|  | 38,745 |  |  |  | 758,379 | 980,856 | -22.7\% | 8,112,867 | 9,656,417 | -16.0\% | 9,651,482 | 249.10 |  | 288.94 | 11.49 | 23.52 |  |  | 911,374 | 23.52 | 9.4\% |
| non-Comp | 3,365 | 155 | 9/21 | 4/13 | - | - | 0.0\% | - | 389,331 | -100.0\% | - | - |  | 115.70 | - | - |  | 0\% | . | - | 0.0\% |
|  | 3,365 |  |  |  |  |  | 0.0\% | - | 389,331 | -100.0\% |  |  |  | 115.70 |  | - |  |  |  |  | 0.0\% |
|  | 3,365 |  |  |  | - | - | 0.0\% | - | 389,331 | -100.0\% | - | - |  | 115.70 | - | - |  |  | - | - | 0.0\% |
| COMP | 4,969 | 148 | 12/23 | 5/12 | 93,972 | 91,407 | 2.8\% | 1,060,807 | 975,123 | 8.8\% | 1,168,193 | 235.10 | 12 | 217.85 | - | 16.46 |  | 7\% | 81,774 | 16.46 | 7.0\% |
|  | 4,969 |  |  |  | 93,972 | 91,407 | 2.8\% | 1,060,807 | 975,123 | 8.8\% | 1,168,193 | 235.10 |  | 217.85 | . | 16.46 |  |  | 81,774 | 16.46 | 7.0\% |
|  | 4,969 |  |  |  | 93,972 | 91,407 | 2.8\% | 1,060,807 | 975,123 | 8.8\% | 1,168,193 | 235.10 |  | 217.85 | - | 16.46 |  |  | 81,774 | 16.46 | 7.0\% |
| comp | 1,259 | 145 | 12/24 | 12/09 | 20,728 | 18,441 | 12.4\% | 216,824 | 201,390 | 7.7\% | 236,422 | 187.79 | 12 | 175.53 | 45.45 | 45.45 | . | 0\% | 57,625 | 45.77 | 24.4\% |
|  | 1,259 |  |  |  | 20,728 | 18,441 | 12.4\% | 216,824 | 201,390 | 7.7\% | 236,422 | 187.79 |  | 175.53 | 45.45 | 45.45 |  |  | 57,625 | 45.77 | 24.4\% |
|  | 1,259 |  |  |  | 20,728 | 18,441 | 12.4\% | 216,824 | 201,390 | 7.7\% | 236,422 | 187.79 |  | 175.53 | 45.45 | 45.45 |  |  | 57,625 | 45.77 | 24.4\% |
| COMPcomp | 00 | 122 | 1/27 | 10/16 | 384,551 | 465,092 | -17.3\% | 2,381,524 | 2,640,811 | -9.8\% | 3,091,625 | 618.33 | 12 | 670.18 | - | 30.92 |  | 5\% | 154,581 | 30.92 | 5.0\% |
|  | 968 | 176 | 6/24 | 7/11 | 36,996 | 39,403 | -6.1\% | 486,592 | 431,501 | 12.8\% | 528,848 | 546.33 | 12 | 489.42 | 40.29 | 42.67 | 500,000 | 8\% | 41,308 | 42.67 | 7.8\% |
|  | 5,968 |  |  |  | 421,547 | 504,495 | -16.4\% | 2,868,116 | 3,072,312 | -6.6\% | 3,620,473 | 606.65 |  | 640.86 | 6.53 | 32.82 |  |  | 195,889 | 32.82 | 5.4\% |
|  | 5,968 |  |  |  | 421,547 | 504,495 | -16.4\% | 2,868,116 | 3,072,312 | -6.6\% | 3,620,473 | 606.65 |  | 640.86 | 6.53 | 32.82 |  |  | 195,889 | 32.82 | 5.4\% |
| сомp | 2,222 | 112 | 5/23 | 5/13 | 51,263 | 48,674 | 5.3\% | 577,305 | 533,055 | 8.3\% | 642,633 | 289.21 | 12 | 269.30 | 26.87 | 26.87 | 995,044 | 6\% | 59,703 | 26.87 | 9.3\% |
| comp | 2,766 | 153 | 1/25 | 2/04 | 44,046 | 56,175 | -21.6\% | 704,801 | 733,336 | -3.9\% | 787,867 | 284.84 | 12 | 295.16 | 36.15 | 36.15 | 1,000,000 | 10\% | 100,000 | 36.15 | 12.7\% |
|  | 4,988 |  |  |  | 95,309 | 104,849 | -9.1\% | 1,282,106 | 1,266,391 | 1.2\% | 1,430,500 | 286.79 |  | 283.64 | 32.02 | 32.02 |  |  | 159,703 | 32.02 | 11.2\% |
|  | 4,988 |  |  |  | 95,309 | 104,849 | -9.1\% | 1,282,106 | 1,266,391 | 1.2\% | 1,430,500 | 286.79 |  | 283.64 | 32.02 | 32.02 |  |  | 159,703 | 32.02 | 11.2\% |
| comp | 750 | 166 | 1/24 | 4/01 | 83,197 | 60,486 | 37.5\% | 490,561 | 419,122 | 17.0\% | 576,644 | 768.86 | 12 | 673.61 | 86.67 | 86.67 | 800,000 | 5\% | 65,000 | 86.67 | 11.3\% |
| comp | 1,937 | 123 | 1/24 | 2/15 | 77,967 | 84,387 | -7.6\% | 836,655 | 911,216 | -8.2\% | 1,018,826 | 525.98 | 12 | 564.47 | 30.98 | 52.60 | 600,000 | 10\% | 101,883 | 52.60 | 10.0\% |
|  | 2,687 |  |  |  | 161,164 | 144,874 | 11.2\% | 1,327,216 | 1,330,338 | -0.2\% | 1,595,470 | 593.77 |  | 594.94 | 46.52 | 62.11 |  |  | 166,883 | 62.11 | 10.5\% |
|  | 2,687 |  |  |  | 161,164 | 144,874 | 11.2\% | 1,327,216 | 1,330,338 | -0.2\% | 1,595,470 | 593.77 |  | 594.94 | 46.52 | 62.11 |  |  | 166,883 | 62.11 | 10.5\% |
| NON-COMP | 1,490 | 113 | 4/21 | 2/10 | - |  | 0.0\% |  | 196,500 | -100.0\% |  | - | - | 131.88 | - | - |  | 0\% | - | - | 0.0\% |
| NON-COMP | 181 | 3502 | 12/21 | 2/04 | - | 28,050 | -100.0\% | - | 282,722 | -100.0\% | 36,314 | 200.63 | 1 | 1,762.63 | - | - | - | 0\% | - | - | 0.0\% |
|  | 1,671 |  |  |  |  | 28,050 | -100.0\% |  | 479,222 | -100.0\% | 36,314 | 21.73 |  | 308.52 |  |  |  |  |  | - | 0.0\% |
| сомp | 1,645 | 125 | 1/23 | 2/13 | 103,399 | 124,822 | -17.2\% | 1,156,675 | 1,164,213 | -0.6\% | 1,481,661 | 900.71 | 12 | 905.29 | 85.11 | 85.11 | 2,333,333 | 6\% | 188,927 | 114.85 | 12.8\% |
| comp | 1,683 | 173 | 12/23 | 2/14 | 55,095 | 98,963 | -44.3\% | 673,199 | 794,096 | -15.2\% | 839,101 | 498.57 | 12 | 570.41 | 76.50 | 76.50 | 2,210,340 | 6\% | 167,983 | 99.81 | 20.0\% |
| COMP | 1,419 | 129 |  | 5/04 | 87,731 | 99,185 | -11.5\% | 808,848 | 1,037,735 | -22.1\% | 1,037,934 | 731.45 | 12 | 892.76 | 102.27 | 102.27 | 2,418,686 | 6\% | 173,825 | 122.50 | 16.7\% |
|  | 4,747 |  |  |  | 246,224 | 322,970 | -23.8\% | 2,638,722 | 2,996,044 | -11.9\% | 3,358,697 | 707.54 |  | 782.81 | 87.19 | 87.19 |  |  | 530,735 | 111.80 | 15.8\% |
|  | 6,418 |  |  |  | 246,224 | 351,020 | -29.9\% | 2,638,722 | 3,475,266 | -24.1\% | 3,395,011 | 528.98 |  | 659.33 | 64.49 | 64.49 |  |  | 530,735 | 82.69 | 15.6\% |

G SPINOSO

| Property | Tenant Name (DBA) <br> (*NR) - Non-Reporting tenant; Estimated Sales | Comp Tenant | SF | Unit ID | $\begin{gathered} \text { Exp } \\ \text { Date } \\ \text { mmyy } \end{gathered}$ | $\begin{gathered} \text { Open } \\ \text { Date } \\ \text { mm/yy } \end{gathered}$ | $\begin{aligned} & \text { Monthly } \\ & \text { Sales } \\ & \text { Volume CY } \end{aligned}$ | $\begin{gathered} \text { Monthly } \\ \text { Sales } \\ \text { Volume PY } \end{gathered}$ | \% Change Monthly CY/PY | YTD Sales Volume CY | YTD Sales Volume PY | \% Change YTD cY/PY YTD CY/PY | R12 Sales Volume | R12 Sales PSF | $\begin{gathered} \text { No. } \\ \substack{\text { Mosen } \\ \text { Open }} \end{gathered}$ | PY Annual Sales PSF |  | Eff Rent PSF | BP Amt | BP \% | $\begin{gathered} \text { Total Occ } \\ \text { Cost } \end{gathered}$ | Occupancy Cost PSF | $\begin{aligned} & \text { Occ } \\ & \text { Cost } \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| valleyv | Coney Island | NON-COMP | 710 | 8 | 1/22 | 2/12 |  | 45,855 | -100.0\% | 36,102 | 426,055 | -91.5\% | 95,289 | 134.21 | 2 | 683.44 |  |  |  | 0\% |  |  | 0.0\% |
|  | Total for Quick Serve Food - NoN-ComP |  | 710 |  |  |  |  | 45,855 | -100.0\% | 36,102 | 426,055 | -91.5\% | 95,289 | 134.21 |  | 683.44 |  |  |  |  |  |  | 0.0\% |
| valleyv | China Max | comp | 750 | 7 |  | 5/12 | 17,885 | 22,733 | -21.3\% | 216,273 | 239,331 | -9.6\% | 241,265 | 321.69 | 12 | 352.43 | - | 64.34 | - | 20\% | 48,253 | 64.34 | 20.0\% |
| valleyv | Kobe Japan | COMP | 619 | FC1 | 6/27 | 7/17 | 33,419 | 32,202 | 3.8\% | 301,839 | 313,274 | -3.7\% | 338,638 | 547.07 | 12 | 565.55 | 77.25 | 77.25 | 597,722 | 8\% | 67,618 | 109.24 | 20.0\% |
|  | Total for Quick Serve Food - Comp |  | 1,369 |  |  |  | 51,305 | 54,935 | -6.6\% | 518,113 | 552,605 | -6.2\% | 579,903 | 423.60 |  | 448.79 | 34.93 | 70.18 |  |  | 115,871 | 84.64 | 20.0\% |
|  | Total for Quick Serve Food |  | 2,079 |  |  |  | 51,305 | 100,790 | -49.1\% | 554,214 | 978,660 | -43.4\% | 675,192 | 324.77 |  | 528.93 | 23.00 | 46.21 |  |  | 115,871 | 55.73 | 17.2\% |
| valleyv | ATM Money Machine | non-comp | 18 | ATM1, ATM2 | 8/22 | 8/17 | . | 156 | -100.0\% | 1,200 | 3,345 | -64.1\% | 1,489 | 82.72 | 8 | 201.90 | . | . | . | 0\% | . | - | 0.0\% |
|  | Total for Services - NON-COMP |  | 18 |  |  |  |  | 156 | -100.0\% | 1,200 | 3,345 | -64.1\% | 1,489 | 82.72 |  | 201.90 |  | . |  |  |  | - | 0.0\% |
|  | Total for Services |  | 18 |  |  |  | - | 156 | -100.0\% | 1,200 | 3,345 | -64.1\% | 1,489 | 82.72 |  | 201.90 |  | - |  |  |  |  | 0.0\% |
| valleyv | Famous Footwear \#024050104 | comp | 4,011 | 104 | 2/23 | 7/04 | 93,716 | 111,362 | -15.8\% | 1,149,710 | 1,340,888 | -14.3\% | 1,307,419 | 325.96 | 12 | 373.62 | 17.45 | 19.56 | 1,166,667 | 6\% | 78,445 | 19.56 | 6.0\% |
| valleyv | Foot Locker \#07270-FTL | comp | 4,092 | 133 | 5/23 | 2/13 | 73,882 | 47,020 | 57.1\% | 839,860 | 967,832 | -13.2\% | 931,669 | 227.68 | 12 | 258.95 | 15.00 | 15.00 | 1,350,000 | 10\% | 145,539 | 35.57 | 15.6\% |
| valleyv | Journeys \#359 | comp | 1,645 | 130 | 1/23 | 2/14 | 47,802 | 49,090 | -2.6\% | 501,686 | 557,709 | -10.0\% | 587,028 | 356.86 | 12 | 390.91 |  | 24.98 |  | 7\% | 41,092 | 24.98 | 7.0\% |
| valleyv | Tradehome Shoes | comp | 2,088 | 154 | 1/26 | 2/11 | 203,143 | 192,568 | 5.5\% | 2,036,235 | 1,803,277 | 12.9\% | 2,255,891 | 1,080.41 | 12 | 968.84 | 34.00 | 64.82 | 1,183,200 | 6\% | 171,275 | 82.03 | 7.6\% |
|  | Total for Shoe Retailers - Comp |  | 11,836 |  |  |  | 418,542 | 400,040 | 4.6\% | 4,527,491 | 4,669,706 | -3.0\% | 5,082,008 | 429.37 |  | 441.38 | 17.10 | 26.72 |  |  | 436,351 | 36.87 | 8.6\% |
|  | Total for Shoe Retailers |  | 11,836 |  |  |  | 418,542 | 400,040 | 4.6\% | 4,527,491 | 4,669,706 | -3.0\% | 5,082,008 | 429.37 |  | 441.38 | 17.10 | 26.72 |  |  | 436,351 | 36.87 | 8.6\% |
| valleyv | Gloria Jean's Coffee | comp | 762 | 167 | 9/23 | 6/13 | 43,771 | 46,906 | -6.7\% | 409,163 | 386,172 | 6.0\% | 476,171 | 624.90 | 12 | 594.72 | 91.32 | 91.32 | 1,159,764 | 6\% | 91,672 | 120.30 | 19.3\% |
|  | Total for Snack and Specialty Food - COMP |  | 762 |  |  |  | 43,771 | 46,906 | -6.7\% | 409,163 | 386,172 | 6.0\% | 476,171 | 624.90 |  | 594.72 | 91.32 | 91.32 |  |  | 91,672 | 120.30 | 19.3\% |
|  | Total for Snack and Specialty Food |  | 762 |  |  |  | 43,771 | 46,906 | -6.7\% | 409,163 | 386,172 | 6.0\% | 476,171 | 624.90 |  | 594.72 | 91.32 | 91.32 |  |  | 91,672 | 120.30 | 19.3\% |
|  | Total for Inline |  | 84,475 |  |  |  | 2,359,042 | 2,797,409 | -15.7\% | 23,609,770 | 27,045,786 | -12.7\% | 28,025,969 | 331.77 |  | 372.44 | 20.14 | 30.96 |  |  | 2,894,167 | 34.26 | 10.3\% |
| valleyv | Ulta | non-comp | 10,966 | 157 | 2/25 | 10/14 | 442,043 | - | 0.0\% | 4,496,372 | - | 0.0\% | 4,496,372 | 410.03 | 11 | - | 8.80 | 8.80 | . | 0\% | 240,462 | 21.93 | 5.3\% |
|  | Total for Inline > 10,0005F- NoN-COMP |  | 10,966 |  |  |  | 442,043 |  | 0.0\% | 4,496,372 |  | 0.0\% | 4,996,372 | 410.03 |  |  | 8.80 | 8.80 |  |  | 240,462 | 21.93 | 5.3\% |
| valleyv | Barnes \& Noble \#2248 | comp | 30,701 | 180 | 1/27 | 7/06 | 469,403 | 469,403 | 0.0\% | 4,234,082 | 3,908,185 | 8.3\% | 5,233,740 | 170.47 | 12 | 159.86 | 6.51 | 6.51 | . | 0\% | 200,000 | 6.51 | 3.8\% |
|  | Total for Inline > 10,000sF- COMP |  | 30,701 |  |  |  | 469,403 | 469,403 | 0.0\% | 4,234,082 | 3,908,185 | 8.3\% | 5,233,740 | 170.47 |  | 159.86 | 6.51 | 6.51 |  |  | 200,000 | 6.51 | 3.8\% |
|  | Total for Inline > 10,000SF |  | 41,667 |  |  |  | 911,446 | 469,403 | 94.2\% | 8,730,455 | 3,908,185 | 123.4\% | 9,730,112 | 233.52 |  | 117.79 | 7.12 | 7.12 |  |  | 440,462 | 10.57 | 4.5\% |
| valleyv | J.C. Penney \#1210 | comp | 96,357 | 2002 | 7/25 | 7/80 | 633,701 | 1,013,921 | -37.5\% | 7,008,922 | 10,504,432 | -33.3\% | 8,105,471 | 84.12 | 12 | 120.40 | 2.34 | 2.34 | 16,304,502 | 2\% | 254,871 | 2.65 | 3.1\% |
|  | Total for Department Stores - Comp |  | 96,357 |  |  |  | 633,701 | 1,013,921 | -37.5\% | 7,008,922 | 10,504,432 | -33.3\% | 8,105,471 | 84.12 |  | 120.40 | 2.34 | 2.34 |  |  | 254,871 | 2.65 | 3.1\% |
|  | Total for Department Stores |  | 96,357 |  |  |  | 633,701 | 1,013,921 | -37.5\% | 7,008,922 | 10,504,432 | -33.3\% | 8,105,471 | 84.12 |  | 120.40 | 2.34 | 2.34 |  |  | 254,871 | 2.65 | 3.1\% |
|  | Total for Department Storesz |  | 96,357 |  |  |  | 633,701 | 1,013,921 | -37.5\% | 7,008,922 | 10,504,432 | -33.3\% | 8,105,471 | 84.12 |  | 120.40 | 2.34 | 2.34 |  |  | 254,871 | 2.65 | 3.1\% |
|  | Comp In-Line < 10,000 sf |  | 75,675 | 27 | Tenants |  | 2,359,042 | 2,667,342 | -11.6\% | 23,530,824 | 25,240,522 | -6.8\% | 27,659,067 | 365.50 |  | 388.09 | 22.48 | 34.55 |  |  | 2,894,167 | 38.24 | 10.5\% |
|  | Total In-line < 10,000 sf |  | 84,475 | 33 | Tenants |  | 2,359,042 | 2,797,409 | -15.7\% | 23,609,770 | 27,045,786 | -12.7\% | 28,025,969 | 331.77 |  | 372.44 | 20.14 | 30.96 |  |  | 2,894,167 | 34.26 | 10.3\% |
|  | Comp In-line 10,000+ st |  | 30,701 | 1 | Tenants |  | 469,403 | 469,403 | 0.0\% | 4,234,082 | 3,908,185 | 8.3\% | 5,233,740 | 170.47 |  | 159.86 | 6.51 | 6.51 |  |  | 200,000 | 6.51 | 3.8\% |
|  | Total In-line $10,000+$ sf |  | 41,667 | 2 | Tenants |  | 911,446 | 469,403 | 94.2\% | 8,730,455 | 3,908,185 | 123.4\% | 9,730,112 | 233.52 |  | 117.79 | 7.12 | 7.12 |  |  | 440,462 | 10.57 | 4.5\% |
|  | Comp In-line |  | 106,376 | 28 | Tenants |  | 2,828,445 | 3,136,745 | -9.8\% | 27,764,906 | 29,148,707 | -4.7\% | 32,892,808 | 309.21 |  | 322.22 | 17.87 | 26.46 |  |  | 3,094,167 | 29.09 | 9.4\% |
|  | Total In-line |  | 126,142 | 35 | Tenants |  | 3,270,488 | 3,266,812 | 0.1\% | 32,340,224 | 30,953,970 | 4.5\% | 37,756,082 | 299.31 |  | 288.32 | 15.84 | 23.08 |  |  | 3,334,629 | 26.44 | 8.8\% |
|  | Grand Total |  | 222,499 | 36 |  |  | 3,904,189 | 4,280,733 | -8.8\% | 39,349,146 | 41,458,403 | -5.1\% | 45,861,553 | 206.12 |  | 215.60 | 9.99 | 14.10 |  |  | 3,589,500 | 16.13 | 7.8\% |

## Addendum D <br> CO-TENANCY AND KICK-OUT SCHEDULE

104 BG Retail, LC (Famous Footwear)

PAST: 37 th -48 th month is $8 / 2007-7 / 2008$ and 73 rd - 84 th month is $8 / 2011-7 / 2012$ Section 3.02 : YEARS. (c) Tenant's Right to Early Termination.(i) Provided Tenant has fully complied with its obligations set forth in Section 7.02 of this Lease, for the Actual Opening Date until the date of the exercise of the option set forth below, then in the event that Tenant's Gross Sales for the thirty seventh ( 37 th$\}$ full month after the Rent Commencement Date through \he forty eighth (48th\} full month after the Rent Commencement Date are less than $\$ 1,100,000.00$, Tenant may terminate this Lease upon written notice to Landlord not later than thirty (30) days following the Expiration of the forty eighth (48th) full month. Such notice shall provide that this Lease shall be one hundred twenty ( 120 ) days after the delivery of such notice ("Termination Date"). (ii) In the event Tenant does not elect to terminate thls Lease as set forth above, and provided Tenant's Gross Sales for the seventy third (73rd) full month after the Rent Commencement Date through the eighty fourth (84th) full month after the Rent Commencement Date are less than $\$ 1,200,000.00$, Tenant may terminate this Lease upon written notice to Land lord not later than thirty' (30) days following the Expiration of the eighty: fourth ( 84 th) full month). Such notice accompanied by a certified check, payable to Landlord, in an amountequal to the total of all sums then due Landlord under the Lease (including without limitation Minimum Rent, Percentage Rent and Additional Rent, together with the amount of $\$ 42,000.00$ to reimburse Landlord the amount of Tenant' Allowance through the Termination Date or the amount of $\$ 21,000.00$ to reimburse Landlord the amount of Tenant's Allowance through the Alternative Termination Date. (iv) Tenant's election to terminate this Lease, as aforesaid, shall be effective only if the election is made during the respective time periods herein provided, with time being of the essence, and if Tenant is not in default of any of its obligations under the Lease for which Tenant has received written notice beyond any applicable cure period, either the date notice of termination is given or as of the Termination Date or Alternative Termination Date

SUSPENDED 4A 6. Co-Tenancy. Notwithstanding anything in the Lease to the contrary, during the Second Extended Term, Section 23.26 of the Original Lease is hereby suspended, and for the avoidance of doubt, during the Second Extended Term Tenant waives any right to terminate the Lease or reduce the amount of rent payments due to Landord as a result of any co-tenancy requirements.3A 5. Co-Tenancy. Notwithstanding anything in the Lease to the contrary,. Tenant shal have the light of termination upon sixty (60) days notice as set forth in Section 23.26 of the Lease during the Extended Term without regard to the time limitations set forth therein. 2A4. Notwithstanding anything in the Lease to the contrary, as consideration for the Rent Reduction, Tenant hereby acknowledges and agrees that Tenant waives its right to exercise its right of termination as set forth in Section 23.26 of the Lease; provided, however, Landlord and Tenant hereby agree that in the event the Triggering Event described in Section 23.26 of the Lease, which is in effect as of the Effective Date, is not cured on or before the last day of the Rent Reduction Period, Tenant shall have the right to pay Alternative Alternate Rent until the earlier of (i) the curing of the Triggering Event, or (ii) the expiration of the Term. Section 23:26 Co-TENANCY. A Tiggering Event" shall occurf, a a any time during the Term (except for a period not to exceed one hundred twenty (120) consecutive days in connection with damage, destruction, condemnation, closing for remodeling, closing for effectuating assignments, and similar matters):(a) the Gross Leasable Area of the Shopping Center (excluding the Premises, and all following Majors: JCPenney, Sears, Macy's and Herberger's) is less than seventy-five
percent (75\%) occupied and open for business by retail tenants or occupants; or (b) two (2) or more of the following Majors: JCPenney, Sears, Macy's or Herberger either (i) discontinue operation in the Shopping Center and both are not replaced by a Similar Tenant or Permitted Substitute Tenants (as these terms are defined below); or (ii) substantially curtail operations (defined below) in the Shopping Center and both are not replaced by a Similar Tenant or Permitted Substitute Tenants; If a Triggering Event occurs, then Tenant shall have the option to pay Landlord five percent ( $5 \%$ ) of Gross Sales monthly in lieu of Tenant's obligation to pay Minimum Rent, Percentage Rent and Additional Rent ("Alternative Alternate Rent") commencing on the first day the Triggering Event occurs; provided, however, that Tenant will remain liable for payment of all utilities consumed in the Premises. Alternative Alternate Rent shall be due and payable twenty ( 20 ) days after the end of each calendar month, in arrears. Tenant's right to pay Alternative Alternate Rent shall continue until the Triggering Event has been cured. In the event Tenant pays Alternative Alternate Rent for a period of twelve (12) consecutive months (excluding temporary holiday tenants) (the "Determination Period"), provided that Tenant is not then in
default of any terms or conditions under this Lease, which extends past any applicable cure periods, Tenant, in Tenant's sole discretion will have the option to terminate this Lease by providing Landlord written notice thereof within sixty (60) days after the expiration of the Determination Period (the "Termination Notice"). If Tenant fails to provide the Termination Notice to Landlord within said sixty (60) days, Tenant's right to terminate the Lease shall lapse and be of no force or effect. If Tenant timely delivers the Termination Notice, then the Lease shall terminate sixty (60) days after Landlord receives the Termination Notice ("the Termination Date"). Within thirty (30) days after a Triggering Event has occurred, Landlord will notify Tenant thereof in writing ("Landlord's Notification"). For purposes of this Section, the term "Similar Tenant" shall be defined as a tenant having the same or higher quality of goods to be sold and equal or better customer traffic as the closed Majors Premises The term "substantially curtails operations" means a reduction of total amount of GLA used in its day-to-day operations to below seventy-five (75\%) by a Major. "Permitted Substitute Tenants" means no more than two (2) national tenants taking at least seventy-five per
Permitted Substitute Tenants shall not include closeout stores, "dollar" stores or furniture stores.

Section 23.27: TENANT'S RIGHT TO EARLY TERMI NATION. Subject to the limitations in this Section 23.27, in the event that Tenant's Gross Sales during the fourth ( 4 th) Lease Year are less than $\$ 1,500,000.00$, Tenant may terminate this Lease upon written notice to Landlord, given, no later than sixty ( 60 ) days after Landlord receives Tenant's Yearly Report for the fourth (4th) Lease Year. Tenant may only exercise such option if Tenant, during the fourth (4th) Lease Year through to the termpicab of this Lease, is not in default of any of its obligations or covenants under this Lease where any such default has continued or is continuing past any applicable cure period. Such notice shall provide that this Lease shall be terminated sixty (60) days after the delivery of such notice. In the event that Tenant does not exercise its termination option as provided herein within the aforesaid period, such option shall lapse Co-tenancy. In the event, at any time during the Term, either of the following occupancy level conditions has occurred (herein each of which is referred to as an "Occupancy Level Condition"): (a) fewer than two (2) Department Stores (or their Suitable Replacements) shall be open for business in the Shopping Center (excep connection with damage, destruction, condemnation, closing for remodeling, closing for effectuating assignments, and similar matters), or (b) less than seventy-five ( $75 \%$ ) percent of the total leasable area of the Shopping Center [after deducting the aggregate floor area of the following: (i) the Premises and (ii) all Department Stores (or their Suitable Replacements), (iii) all out parcels and/or or pad sites and (iv) all premises that do not have direct customer store frontage and/or customer entry to the enclosed mall portion of the Shopping Center] shall be open for business (except in connection with damage, destruction, condemnation, closing for remodeling, closing for effectuating assignments, and similar matters) for a period consisting of six ( 6 ) consecutive months (herein the "Occupancy Level Condition which the applicable Occupancy Level Condition has been cured, elect to pay, in lieu of Minimum Rent and Percentage Rent as stipulated in this Lease, an amount equal to six ( $6 \%$ ) percent of all Tenant's monthly Gross Sales, said amount not to exceed the total monthly amount of Minimum Rent and Percentage Rent otherwise payable in the absence of this Section 18.29, (herein "Alternate Rent") commencing to accrue retroactively effective on the date immediately following the expiration of the Occupancy Level Condition Period (herein the "Alternate Rent Commencement Date") and continuing until the earlier of the following to occur: (i) the date on which the Occupancy Level Condition has been cured so that there are at least two (2) Department Stores and seventy-five ( $75 \%$ ) percent of the total leasable area of the Shopping Center [as described above in part (b) of this Section] open and operating in the Shopping Center, or (ii) the expiration of the eighteenth (18) consecutive ful calendar month following the Alternate Rent Commencement Date (herein the "Alternate Rent Period"). Notwithstanding the foregoing, Tenant shall continue to be liable for the payment of all Additional Rent and charges due hereunder during the Alternate Rent Period. Such monthly payments of Alternate Rent shall be due and
payable on or before the twentieth (20) day of the immediately following month accompanied by Tenant's statement as to the amount of Gross Sales made during the prior calendar month in the form required pursuant to Section 4.05 hereunder. Tenant shall continue to pay Alternate Rent until the date immediately subsequent to the expiration of the Alternate Rent Period on which date Tenant's Minimum Rent and Percentage Rent shall be automatically reinstated at the amounts (subject to any applicable increases\}, and in accordance with the provisions, originally set forth in the Lease. Further, in the event the Alternate Rent Period continues for eighteen (18) consecutive full calendar months, then Tenant is hereby granted the right to terminate this Lease by providing written notice to Landlord within sixty ( 60 ) days after the expiration of such eighteen (18) month Alternate Rent Period, and the Lease shall terminate ninety ( 90 ) days after the date on which Landlord receives Tenant's aforesaid notice and Tenant shall continue to pay Alternate Rent through the effective date of the aforesaid termination. In the event Tenant fails to exercise its right to this Lease, Tenant shall not be permitted to reduce, modify or discontinue its days or hours of operation as required by this Lease due to the existence of the conditions set forth herein. The remedies set forth above for vacancy of Department Stores and other gross leasable area in the Shopping Center are in lieu of all other remedies Tenant may have pursuant to the terms of the Lease and at law and in equity. A "Suitable Replacement" for a Department Store shall be deemed to mean the following provided that the same shall have direct customer access to the enclosed mall of the Shopping Center (or, if no enclosed mall exists, direct customer access to the main open portion of the Shopping Center): (1) one or more retail tenants that, in the aggregate, occupy at east eighty percent ( $80 \%$ ) of the floor area of the actual building space formerly occupied by the Department Store, but in no event less than 40,000 square feet; or (2) if the formerly occupied Department Store is redeveloped by the full or partial demolition of the actual building space of such Department Store, any number or configuration of retail tenants within the formerly occupied Department Store that, in the aggregate, occupy at least eighty percent ( $80 \%$ ) of the floor area of the actual building space formerly occupied by the remodeling, expansion, repair, reconstruction, razing or replacement shall in no event exceed one hundred eighty (180) days. For purposes of clarification, this means that commencing on the one hundred eighty-first (181) day of closure for a Department Store and continuing through the day immediately preceding the day the area occupied by such former Department Store reopens for business, such former Department Store shall be deemed closed for purposes of this Section 18.29.

Section 18.27 Tenant's Right to Early Termination. Subject to the limitations set forth below, in the event Tenant's Gross Sales for the thirty-seventh ( 3 ih) full calendar month of the Rent Term through the forty-eighth (48th) full calendar month of the Rent Term (the "Measuring Period") are less than Seven Hundred Thousand and $00 / 100$ ( $\$ 700,000.00$ ) Dollars, Tenant may terminate this Lease upon giving written notice to Landlord ("Tenant's Termination Notice""). Tenant's Termination Notice must (i) be received by Landlord no later than ninety (90) days after the expiration of the Measuring Period, (ii) provide that this Lease shall be terminated at least Lease, and (iii) include proof, reasonably acceptable to Landlord, that the Gross Sales for the Measuring Period are less than Seven Hundred Thousand and 00/100 ( $\$ 700,000.00$ ) Dollars. Further, in the event Tenant elects to terminate this Lease under this Section 18.27, then Tenant shall reimburse Landlord for fifty percent ( $50 \%$ ) of the unamortized Tenant's Allowance (as described in Section 18.28) calculated using a straight line amortization schedule and an amortization period equal to the Rent Term, and Tenant must deliver the aforesaid payment within sixty (60) days following the date of Tenant's Termination Notice for such termination to be effective. Tenant may only exerise this termination option if Tenant has complied fuly with is obligations set forth in Sections 7.02 of this Lease from the Rent Commencement Date until the date of Tenant's exercise of the termination option. In the event Tenant fails to exercise its termination option as provided herein, including, without limitation, within the time period set forth, such termination option shall lapse. a comparable department store shall fail to be continuously open for business in their present location within the Shopping Center and utilize in the ordinary course of such business substantially all of the space presently being utilized by such tenants; or (3) (less than premises \{excluding the demised premises and the premises described in clauses $\{1\}$ and (2) above\} which include (i) at least $66 \%$ of the leasable floor area of the level of the Shopping Center on which the demised premises are located and \{ii\} at least $66 \%$ of the leasable floor area of the Shopping Center, shall be continuously and fully occupied by retail tenants who shall be continuously open for business in the ordinary course of their respective businesses; then Tenant at any time and from time to time prior to the curing of any such condition shall have the right to do any or all of the following: (i) If any condition contained in subsections (1), (2), or (3) above continues for more than one (1) year, terminate this Lease by giving Landlord 90 days' notice of intention to so terminate, and if such condition has not been cured prior to the date of termination specified in such notice, this Leaze Rent and all additional rent, which shall abate immediately upon the occurrence of any of the events specified in subsections (1), (2), and (3), five percent (5\%) of monthly Gross Sales without reference to the Percentage Rent Gross Sales Base such amount to be payable within 20 days following the month for which it is due. (iii) If any condition contained in subsection \{l)or (2) continues for more than one (1) year or if any condition contained in subsections (3) continues for more than 180 days, discontinue operations in the Demised Premises, provided Tenant shall continue to pay Minimum Rent at the amount due at the time immediately prior to the abatement set forth in (ii) above; and if such period of discontinued operations continues for more than 90 days, Landlord shall have the right on 30 days' notice, at 7. Co-Tenancy; Sales Termination Right. In consideration of Landlord's execution of this Amendment, Tenant hereby waives its right to terminate the Lease: (a) as set forth in Section 18.30 of the Lease. Notwithstanding anything in the Lease to the contrary, the provisions of Section 18.30 of the Lease and any references to Co Tenancy and/or co-Tenancy Rent are hereby deemed null and void and of no further force or effect andcontrary.(b) based on any gross sales, notwithstanding anything in the Lease to the
7. Co-Tenancy; Sales Termination Right. In consideration of Landlord's execution of this Amendment, Tenant hereby waives its right to terminate the Lease:(a) as set forth in Section 18.30 of the Lease. Notwithstanding anything in the Lease to the contrary, the provisions of Section 18.30 of the Lease and any references to Co anything in the Lease to the

ARTICLE IX. Use Clause and Restrictions Section 2. (A) If at any time during the Term, any one or more of the following shall occur:(i) less than seventy percent (70\%) of the total floor area of all premises in the Shopping Center fronting on the enclosed mall is open and continuously operating for retail purposes, excluding, however, the floor area of the Demised Premises, Key Anchors (including Key Anchor Replacements) and Anchor Tenants, and/or (ii) fewer than two (2) of the Key Anchors, or as applicable, the respective Key Anchor Replacement, is open and continuously operating for retail purposes in such locations as shown on Schedule A (with subsections exist at any time all hentin, individually and/or collectively, as the '. Ongoing co-Tenancy Violation"), then the following shall apply: (a) If any of said conditions shal Service Charges and any and orner charges due hereunder (histaing Minimum Rent, Percentage Rent, Real Estate Taxes, Tenants Com ( defined in Schedule C), along with the Refuse Handling Charge and any and all utilities consumed by Tenant in the Demised Premises, such amount not to exceed
der monthly Rent and charges otherwise due hereunder. Payments made pursuant to this Section 2 shall be made by Tenant monthly, within twenty (20) days after the provided in Article IV; and/or (b) In the event any Ongoing Co-Tenancy Violation continues for more than twelve (12) consecutive calendar months from the date of the Ongoing Co-Tenancy Violation, Tenant shall at any time thereafter have the right, but not the obligation, as its sole remedy (other than Tenant's right to elect the other remedies as set forth in this Section 2) to terminate this Lease upon thirty (30) days prior written notice to Landlord (the "Ongoing Co-Tenancy Violation Termination Notice"), except that Tenant's right of termination shall be nullified in the event the Ongoing Co-Tenancy Violation is cured prior to the date of Tenant's written notice to terminate. Notwithstanding the foregoing, if the Ongoing Co-Tenancy Violation is solely caused by the failure of any Key Anchor to be open and operating as require herein, the twelve (12) month period referred to in the immediately preceding sentence shall be extended to eighteen ( 18 ) months provided that each and every of

| Unit(s) Lease | Clause | Date | Reference |
| :--- | :--- | :--- | :--- |

[^18]Co-Tenancy
2/1/2013

9 Zale Delaware, Inc. (Zales J ewelers \#1264) (t0078781)
5. Co-Tenancy. Landlord and Tenant hereby agree and acknowledge that during the Extended Term, Section 23.27 of the Lease (co-tenancy) is hereby suspended.

Co-T is supended for the term of this agreement. (1/31/23) less than ninety ( 90 ) days prior written notice to Landlord. If at the expiration of the eighteen ( 18 ) month period set forth in the preceding sentence such Occupancy Level Condition remains in effect and Tenant does not elect to terminate this Lease as set forth herein, then Tenant shall thereupon immediately resume the payment of Minimum Rent due pursuant to Sc3ction 1.01 of this Lease commencing with the expiration of such eighteen (18) month period and Tenant's right to terminate this Lease for such Occupancy Level Condition shall expire and this Lease shall remain in full force and effect.
2. Notwithstanding anything in this Lease to the contrary: (a) If at any time during the Lease Term any two (2) Department Store buildings, or thity percent (30\%) of the Gross Leasable Area (excluding Department Stores) shall close and cease to operate, Tenant shall be permitted to pay six percent ( $6 \%$ ) of Gross Sales (" Alternative Rent") and additional charges monthly in arrears in lieu of Mfnimlun Annual Rent. Said Alternative Rent shall be due no later than twenty (20) days following the end of the month for which Gross Sales are being reported. (b) If at anytime during the Lease Term hereof any two (2) Department Store buildings, or thirty percent ( $30 \%$ ) of the Gross Leasable Area (excluding Department Stores do not reopen or are not replaced by Department Stores or tenants of equivalent or greater reputation within twelve (12) months, Tenant shall have the right to cease operations in the Premises and terminate this Lease by giving sixty (60) days prio written notice thereof to Landlord.
 Level Condition"), then Tenant's Minimum Rent shall abate and Tenant shall pay monthly, within twenty (20) days after the end of each month, six percent ( $6 \%$ ) of its monthly Gross Sales (the "Co-Tenancy Minimum Rent") in lieu of the Minimum Rent provided in Section 1.01 of this Lease. Tenant's Additional Rent shall remain unaffected by such abatement and Tenant shall continue to make all payments of Additional Rent as provided in this Lease. If said Occupancy Level Condition remains in effect for more than eighteen (18) consecutive months (being the Measuring Period plus twelve (12) months), Tenant may elect to terminate this Lease upon not
2.3 Co-Tenancy. Certain obligations of Landlord and related provisions pertaining to co-tenancy at the Shopping Center are set forth below: (b) Opening Co-Tenancy Requirements. Tenant shall not be required to open for business in the Premises nor shall Tenant be obligated to pay Rent unless and until all of the following conditions have been satisfied (collectively, 'Opening Co-Tenancy Requirements"): (i) three (3) of the four (4) Named Co-Tenants or a Comparable Replacement Tenant, as applicable, shall have opened to the public at the Shopping Center fully stocked and staffed for the conduct of their respective primary businesses; and (i)
at least $70 \%$ of the Gross Floor Area of the Shopping Center (exclusive of the Named Co-Tenants or any Comparable Replacement Tenant, as applicable, and the Premises) shall have opened to the public at the Shopping Center fully stocked and staffed for the conduct of their respective primaly businesses: provided howe in the event the actual Gross Floor Area of the Shopping Center is less than the Minimum GFA, then the Gross Floor Area of the Shopping Center for purposes of this Section $2.3($ b) shall be deemed to equal the Minimum GFA. In the event Tenant elects to open for business in the Premises prior to the satisfaction of the Opening coTenancy Requirements, then, notwithstanding the foregoing, beginning as of the Rent Commencement Date and continuing until the Opening Co-Tenancy Requirements are satisfied and Landlord has provided Tenant written notice thereof, Tenant shall pay to Landiord (in lieu of Rent) Alternate Rent. If Tenant does not elect to open for business until the Opening Co-Tenancy Requirements have been satisfied, Tenant's obligation to pay Rent hereunder shall not commence until the later of either: (A) the eariier of either (1) satisfaction of the Opening Co-Tenancy Requirements and receipt of written notice thereof from Landlord, or (2) Tenant's
opening for business in the Premises; or (B) the Rent Commencement Date. In addition, in the event that the Opening Co-Tenancy Requirements have not been satisfied within one (1) year from and after the expiration of the Construction Period. Tenant may elect to terminate this Lease by giving written notice to Landlocd in the event Tenant terminates this Lease as provided herein, this Lease shall terminate ninety (90) days after the date of such termination notice unless the Opening coTenancy Requirement is satisfied within thirty (30) days after Tenant's termination notice and Landlord provides evidence reasonably satisfactory to Tenant thereof 1AMay 12020 - April 302021 Co-Tenancy Suspended (Rent Reduction Period)Section 18.28 Co-Tenancy. For the purpose of this Section 18.28, "Majors Premises" shal mean any premises of at least 50,000 contiguous square feet of GLA leased to or occupied by a single tenant, and "Major" shall mean such single tenant. A "CoTenancy Failure" shall occur if at any time during the Term of this Lease, either of the following Co-Tenancy requirements is not met: (i) three (3) or more Majors are operating in the Shopping Center (except in connection with damage, destruction, condemnation, closing for effectuating assignments each such event being an "Excused Closing"); or (ii) stores occupying seventy-five percent ( $75 \%$ ) or more of the GLA of the Shopping Center (not including Excluded Areas) are operating in the Shopping Center (except in connection with an Excused Closing). In the event a Co-Tenancy Failure occurs then for the period of time equal to the lesser of (X) three hundred sixty-five (365) days (the "Maximum Alternate Rent Period"), and (Y) the date upon which the Co-Tenancy Failure is cured, Tenant's Rent shall abate and
Tenant shall pay monthly, within twenty (20) days after the end of each month, the lesser of (A) fifty percent ( $50 \%$ ) of Tenant's Rent then otherwise due or (B) five percent (5\%) of Tenant's monthly Gross Sales. Tenant shall continue to pay for all utilities used in the Premises and the cost of trash removal from the Premises and only for the purposes of this Section 18.28 such charges shall not be deemed "Rent." If a Co-Tenancy Failure shall continue for the Maximum Alternate Rent Period, then Tenant may elect to terminate this Lease upon giving written notice to Landlord ("Tenant's Co-Tenancy Termination Notice"). Tenant's Co-Tenancy Termination Notice ( X ) must be received by Landlord not more than thirty (30) days after the expiration of the Maximum Alternate Rent Period, and ( Y ) must provide that this Lease shall be terminated not less than sixty (60) days after Landlord's receipt of Tenant's Co-Tenancy Termination Notice. If at the expiration of the Maximum Alternate Ren Period, Tenant does not elect to terminate this Lease or, if Tenant fails to provide Tenant's Co-Tenancy Termination Notice in accordance with the provisions of this right to terminate this Lease for such Co-Tenancy Failure shall expire and this Lease shall remain in full force and effect. If after the date hereof, Landlord adds one or right to terminate this Lease for such co-Tenancy Fallure shall expire and this Lease shall remain in full force and effect. If after the date hereof, Landlord adds one or 9. As of the Effective Date, section 18.29 ore the following is substituted in lieu thereof:Section 18.29 Tenant's Early Termination. Provided Tenant has fully com plied with its obligations set forth in Section 7.02 of this Lease (subject to any and all Governmental Requirements), from the Rent Commencement Date until the date of exercise of the termination option set forth below, then in the event that Tenant's Gross Sales for period beginning on May 1,2021 and ending on April 30, 2022 (the "Measuring Period") are less than Six Hundred Thousand and no/100 Dollars ( $\$ 600,000.00$ ) (the 'Threshold"), then Tenant may terminate this Lease upon giving written notice to Landlord ("Tenant's Termination Notice"). Tenant's Termination Notice must (i) be received by Landlord no later than thirty (30) days after the expiration of the Measuring Period, (ii) provide that this Lease shall be terminated not less than sixty (60) days after Landlord's receipt of Tenant's Termination Notice and the Premises surrendered to
Landlord in the condition required by section 3.02 of this Lease, (iii) include proof, reasonably acceptable to Landlord, that the Gross Sales for the Measuring Period are less than the Threshold and (iv) include fifty percent ( $50 \%$ ) of the unamortized Tenant's Allowance calculated using a straight line amortization schedule and an it is replacing), or (ii) less than seventy percent ( $70 \%$ ) of the GLA of the Enclosed Mall (excluding the GLA of the Named Anchor Tenants and the Premises) is open for business (the "Co-Tenancy Condition"), then Tenant shall have the right to pay Alternate Rent in the amount of six percent ( $6 \%$ ) of Tenant's Gross Sales monthly, twenty (20) days in arrears, in lieu of Minimum Rent and Percentage Rent, until the earlier of (i) the satisfaction of the CO-Tenancy Condition, or (ii) Tenant's payment of Altermate Rent for twelve (12) consecutive months. At all times Tenant shall continue to pay for all utilities used in the Premises and the cost of trash removal from the Premises as provided in this Lease. If after the expiration of the twelve (12) month period set forth above, the Co-Tenancy Condition has not been satisfied then expiration of the twelve (12) month period provided for the payment of Alternate Rent and this Lease will expire sixty ( 60 ) days after receipt by Landlord. If Tenant has not elected to terminate this Lease as set forth herein, then Tenant shall thereupon immediately resume the payment of Minimum Rent and Percentage Rent due hereunder commencing with the expiration of such twelve (12) month period, Tenant's right to terminate this Lease for such Co-Tenancy Condition shall expire and this Lease shall remain in full force and effect. For purposes of this Section 23.28, the "Named Anchor Tenants" are: JC Penney, Macy's, Herberger's and Sears.

LMA 2 Deleted Co-Tenancy provisionSection 23.26 CO-TENANCY. If at any time during the Term hereof the following condition has occurred (hereinafter the "Occupancy Level Condition"): (a) Two (2) or more Anchors (as the term is defined hereinafter) shall be closed for business for more than twelve (12) consecutive, full calendar months (except in connection with damage, destruction, condemnation and similar matters); and(b) Tenant's Gross Sales decrease by more than ten ( $10 \%$ ) percent from the amount of such Gross Sales for the last twelve (12) month period immediately prior to such closing; then in such event Tenant may, after the
Occupancy Level Condition has been in effect for twelve (12) consecutive, full calendar months, by providing at least thirty (30) days' prior written notice to La any time during which the Occupancy Level Condition is in effect and have continued for at least twelve (12) consecutive full calendar months as set forth hereinabove and prior to the date on which the Occupancy Level Condition has been cured (herein referred to as "Tenant's Occupancy Level Condition Violation Notice"), elect to pay, in lieu of Minimum Rent and Percentage Rent (but excluding all Additional Rent, utilities, trash charges and other like-charges), an amount equal to six ( $6 \%$ ) percent of Tenant's monthly Gross Sales (hereinafter "Alternate Rent"), commencing on the first day of the month immediately following the date on which Landlord receives Tenant's Occupancy Level Condition Violation Notice (hereinafter referred to as the "Alternate Rent Commencement Date") and continuing until the earlier of the following to occur: (i) the date on which the Occupancy Level Condition has been cured; or(ii) the expiration of the twelfth ( 12 th) consecutive full calendar month following the Alternate Rent Commencement Date; (hereinafter the "Alternate Rent Period"). Notwithstanding the foregoing, Tenant shall continue to be liable for the
payment of all Additional Rent, utilities, trash charges and other like-charges incurred by Tenant during the Alternate Rent Period. Such monthly payments of Altemate Rent shall be due and payable in arrears on or before the twentieth (20th) day of the immediately following calendar month accompanied by Tenant's statement as to the amount of Gross Sales made during the immediately prior calendar month in the form required pursuant to Article 4 of this Lease. Tenant shall continue to pay Alternate Rent until the date immediately subsequent to the expiration of the Alternate Rent Period or as of the date that the Occupancy Level Condition is cured, on which date Tenant's Minimum Rent and Percentage Rent shall be automatically reinstated at the amounts (subject to any applicable increases) and in accordance with the provisions set forth in the Lease. Further, in the event the Alternate Rent (eriod continues for twelve (12) consecutive full calendar months, then Tenant is hereby granted the right to terminate this Lease upon the expiration of such twelve (12) month Alternate Rent Period by providing written notice to Landlord of its intention to do so within thirty ( 30 ) days after the expiration of such twelve (12) month Alternate Rent Period ("Tenant's Occupancy Level Condition Violation Termination Notice"), anything to the contrary set forth hereinabove in the event Tenant elects to terminate the Lease in accordance with the immediately preceding sentence, then Tenant's Minimum Rent, Percentage Rent and all Additional Rent and charges shall not be reinstated at the amounts set forth in the Lease upon the expiration of the Alternate Rent Period as set forth hereinabove, and, in lieu thereof, Tenant shall continue to pay Alternate Rent beyond the expiration of the Alternate Rent Period until the date on which the Lease shall terminate pursuant to this Section 23.26. In the event Tenant fails to exercise its right to terminate within the aforesaid time period, then Tenant's right to terminate shall automatically lapse, become null and void and be without force and/or effect. The remedies set forth above for vacancy of GLA in the Shopping Center are in lieu of all other remedies Tenant may have pursuant to the terms of the Lease and at law and in equity. Further, in the event Tenant has received any tenant allowance during the Term of this Lease then, if Tenant exercises this option, Tenant must include a check made payable to Landlord, along with
Tenant's Occupancy Level Condition Violation Termination Notice, to repay Landlord one hundred percent ( $100 \%$ ) of the unamortized tenant allowance, amortized on a straight-line basis over the shortened Term of the Lease. Tenant must deliver the aforesaid reimbursement along with Tenant's Occupancy Level Condition Violation Termination Notice in order for such termination to be effective, provided that Tenant's good faith miscalculation of the precise amount to be paid shall not invalidate Tenant's Occupancy Level Condition Violation Termination Notice so long as Tenant pays the correct amount within thirty (30) days after its receipt of notice from Landlord identifying the correct amount. If, however, Tenant fails to remit the unamortized tenant allowance as required hereunder, Tenant's election to terminate the Lease shall automatically be deemed null and void and without force and/or effect, and the Term of this Lease shall continue until the natural expiration thereof, with Tenant being responsible for payment of Rent (not Alternate Rent) as of that date. The parties hereby acknowledge and agree that if an Anchor closes for business pursuant to this Section 23.26 , it may be re-demised (and/or demolished and reconstructed) and replaced by a combination of premises which are leased, open and/or Regional Tenants (both of which terms are defined below) which have GLA of anywhere between 8,000 up to 35,000 square feet\} inline space in the enclosed mall, common area serving the space, space which does not front on the enclosed mall, and/or out parcels\}, the total GLA of which, in the aggregate, shall be equal to at five ( $75 \%$ ) percent of the GLA of Landlord's Building [less the GLA of (i) the Premises; (ii) any out parcel and (iii) any premises that does not have direct customer frontage and/or customer entry to the Enclosed Mall\} shall be open for business, then, in such event, Tenant may, by providing written notice to Landlord at any time during which the applicable Occupancy Level Condition is in effect and prior to the date on which all Occupancy Level Conditions have been cured so that there are least two (2) Major Premises and seventy-five ( $75 \%$ ) percent of the GLA of Landlord's Building [as described in Section 23.26 (b) set forth hereinabove] open for business in the Shopping Center (herein referred to as 'Tenant's Notice"), elect to pay, in lieu of Minimum Rent, only, an amount equal to six percent ( $6 \%$ ) of Tenant's Rent"), commencing to accrue retroactively effective on the date which is the later of the following to occur: (a) the date which is the one hundred eightieth (180th) day immediately preceding the date on which Landlord receives Tenant's Notice, or (b) the date on which the applicable Occupancy Level Condition first occurred (hereinafter referred to as the "Alternate Rent Commencement Date") and continuing until the earlier of the following to occur: (i) the date on which all of the Occupancy Level Conditions have been cured so that there are at least two (2) Major Premises and seventy-five percent \{75\%) of the GLA of Landlord's Building [as described in Section 23.26(b) set forth hereinabove] open for business in the Shopping Center; or (ii) the expiration of the twelfth (12th) consecutive full calendar month following the Alternate Rent Commencement Date (hereinafter the "Alternate Rent Period"). Notwithstanding the foregoing, Tenant shall continue to be liable for
the payment of Percentage Rent and Additional Rent and charges (other than Minimum Rent) due hereunder during the Alternate Rent Period Such monthly the payment of Percentage Rent and Additional Rent and charges (other than Minimum Rent) due hereunder during the Alternate Rent Period .. Such monthly payments of Alternate Rent shall be due and payable in arrears on or before the twentieth (20th) day of the immediately following month accompanied by Tenant's
statement as to the amount of Gross Sales made during the prior calendar month in the form required pursuant to Section 4.06 hereunder. Except as provided below, Tenant shall continue to pay Alternate Rent until the date immediately subsequent to the expiration of the Alternate Rent Period on which date Tenant's Minimum Rent shall be automatically reinstated at the amounts (subject to any applicable increases) and in accordance with the provisions originally set forth in this Lease. Further, the parties hereby acknowledge and agree that, for purposes of this Section 23.26 , the GLA of any premises occupied by a Temporary Tenant, as hereinafter defined, shall be deemed closed. For purposes of this Section 23.26, a Temporary Tenant shall mean a tenant, licensee or occupant under a lease, license or agreement (oral or written) having an original term (as opposed to a remaining term) of less than one (1) year, it being specifically understood by the parties that the GLA of a premises
 in the event Tenant's Gross Sales for the First Option Year are less than Eight Hundred Thousand and 00/100 Dollars ( $\$ 800,000.00$ ) is hereby rendered null and void and no further force or effect. 1AFurther, provided Tenant has, during the Second Option Year, continuously operated its business in the Premises in substantial accordance with the store operating hours requirements of Section 7.02 of this Lease, then in the event that Tenant's Gross Sales for the period commencing on
February 1,2020 and continuing through the end of business on January 31,2021 (herein referred to as the "Second Option Year") are less than Eight Hundred Thousand Dollars ( $\$ 800,000.00$ ), then Tenant may terminate this Lease by providing written notice to Landlord on or before May 1, 2021. Such notice shall provide that
the aforesaid time period, such option shall lapse. not proceeded to a state of construction comparable to that of the completed Shell of the Premises pursuant to a valid and binding lease with Landlord subject to no conditions other than Landlord's failure to perform its obligations thereunder) prior to the date on which the Commencement Date would have otherwise occurred but for the provisions of Paragraph 4.3(f) hereof, then Tenant shall have the option of delaying the Commencement Date (and, correspondingly, the Rent Commencement Date) until the foregoing condition has been satisfied. As used herein, the term "Inducement Tenants" shall mean at least two (2) of the following tenants or operators or replacements thereof that are full-line department stores of comparable quality to the vacating operator and occupying no less than ninety percent (90\%) of the vacating operator's current premises: (a) JC Penney occupying at least 96,000 Leasable Square Feet in the location shown and labeled on the Site Plan; (b) Marshall
Fields occupying at least 100,000 Leasable Square Feet in the location shown and labeled on the Site Plan; (c) Sears occupying at least 113,000 Leasable Square Feet in the location shewn and labeled on the Site Plan: and (d) Herbergers occupying at least 41,000 Leasable Square Feet in the location shown and labeled on the Site Plan. 18.2 Upon the Rent Commencement Date, whether or not Tenant has exercised its option under Paragraph 18.1 above, if all of the Inducement Tenants are not open and operating in the Shopping Center, then Tenant shall pay to Landlord, in lieu of monthly installments of Fixed Rent and all additional sums payable to Landlord under this Lease, if any, monthly payments in amounts equal to the lesser of (a) one-half (1/2) of monthly Fixed Rent per Paragraph 3.2 hereof and all additional sums payable to Landlord under this Lease or (b) three percent ( $3 \%$ ) of Gross Sales (as hereinafter defined) from the Premises, for each applicable month until all of the Inducement Tenants are open and operating within the Shopping Center. Any monthly payments based upon Gross Sales as aforesaid shall be due within thirty (30) days of the expiration of the applicable month, and such payment shall be accompanied with a written statement signed by Tenant showing in reasonably accurate detail the amount of Tenant's Gross Sales from the Premises for the applicable month. In the event the Inducement Tenants are not all open and operating within the
Shopping Center prior to the expiration of one hundred eighty ( 180) days after the Rent Commencement Date, then Tenant shall have the option of terminating this Lease by written notice to Landlord, after which time this Lease shall terminate and there shall be no further obligations on the part of either party to the other hereunder. In the event of such termination, Landlord shall pay to Tenant, upon demand, and as an obligation surviving the termination of this Lease, in cash, an amount equal to the product obtained by multiplying (a) the Original Improvements Cost times (b) a fraction, the numerator of which is the number of days, if any, remaining in the primary term of this Lease as of the date of such termination, and the denominator of which is the total number of days in the primary tenn of this
Lease from and after the Rent Commencement Date. For the purposes of this Lease, the term "Gross Sales" shall mean all sales from all business conducted by Tenant or any subtenant, licensee or concessionaire upon or from the Premises, except: (i) the amount of any sales tax, use tax, gross receipts tax, successor tax or similar tax
by whatever name called, imposed by a federal, state, municipal or governmental authority directly on sales and collected from customers: (ii) reimbursement for third party delivery charges; (iii) proceeds of claims for damage to or loss of merchandise; (iv) sales other than to retail customers of damaged or aged merchandise; (v) sales of gift certificates, provided that if aift certificates are sold from the Premises or elsewhere and are redeemed at the Premises, such redemption shall constitute a sale; (vi) license fees and rents paid to Tenant by subtenants and licensees; (vii) credit card charges paid by Tenant to credit card companies such as Visa and Mastercard, not to exceed three percent ( $3 \%$ ) of Tenant's Gross Sales in any year; (viii) forfeited deposits or installments on customers' special order purchases or merchandise provided such merchandise is not resold; ( $\mathbf{i x}$ ) income from telephone or vending machines; ( $x$ \} sums raised for and donated to charitable organizations; (xi) the exchange of merchandise between the stores of Tenant where such exchange is made solely for the convenient operation of the business of Tenant and not for the purpose of depriving Landlord of the benefit of a sale which otherwise would be made from the Premises; (xii) the amount of returns to shippers and manufacturers; (xiii) proceeds from the sale of trade fixtures, machinery and equipment; (xiv) the amount of any cash or credit refund made upon any sale from the
Premises previously included in Gross Sales; and (xv) sales of merchandise discounted to employees, not to exceed five percent ( $5 \%$ ) of Tenant's Gross sales in any year. 18.3 If at any time after Tenant has occupied the Premises the Leasable Square Footage of the Shopping Center is less than seventy-five percent ( $7 \mathrm{~S} \%$ ) actively occupied and open for business by other tenants for a period of greater than six (6) months, Fixed Rent and all additional sums payable to Landlord under this Lease, if any, shall be automatically reduced by one-half ( $1 / 2$ ) from the expiration of said 6 -month period to the date the required occupancy level is restored and, thereafter, Tenant may, at any time prior to the date the required occupancy level is restored, terminate this Lease effective sixty ( 60 ) days after Tenant gives written notice of Letter Amendment5. OPTION TO TERMINATE LEASH. Notwithstanding any provision in the Lease or in this Amendment to the contrary, in the event Net Retail Sales during any individual calendar year (in the aggregate for such 12 month period) beginning with the year 2022 are less than or equal to $\$ 9,000,000.00$ Tenant shall have the right and option of terminating the Lease by providing Landlord written notice of such election no later than February 28 of the immediately following calendar year, and if Tenant elects such termination and provides such notice, the term of the Lease shall terminate the later of (the later of such dates described in the calendar year, and Tenant upon the bater to occur of (a) vacating the CPenney Building or (b) the aplicable Termination Date, shall be relieved from all further liability and responsibility under the Lease thereafter accruing.LeaseNone

## ARGUS SUPPORTING SCHEDULES

## Lease Audit Report

Valley View Mall (Amounts in USD, Measures in SF) Feb, 2023 through Jan, 2034 3/12/2023 9:00:03 PM

| For the Years Ending | Suite |
| :--- | :--- |
| Area |  |
| 1. J CPenney | 2002 |
| 2. Temporary Tenants | Vario |
| 3. China Max | FC7 |
| 5. Kobe J apan | FC1 |
| 6. Rogers \& Hollands | 0173 |
| 7. Zales J ewelers | 0129 |
| 8. Kay J ewelers | 0125 |
| 13. Gloria J ean's Coffee | 0167 |
| 14. GNC | 0176 |
| 15. GameStop | 0166 |
| 19. Claire's Boutique | 0175 |
| 20. J ourneys | 0130 |
| 21. Francesca's | 0163 |
| 22. Tradehome Shoes | 0154 |
| 23. Spencer Gifts | 0123 |
| 24. Pearle Vision | 0112 |
| 25. Zumiez | 0179 |
| 26. Valley View Nails \& Spa | 0145 |
| 32. Famous Footwear | 0104 |
| 33. HuHot Grill | 0148 |
| 34. Foot Locker | 0133 |
| 35. Torrid | 0107 |
| 36. Rue21 | 0169 |
| 38. Visionworks | 0153 |
| 41. Bath \& Body Works | 0122 |
| 42. Buckle | 0116 |
| 43. Express | 0115 |
| 44. ULTA | 0157 |
| 45. Maurices | 0105 |
| 46. American Eagle | 0142 |
| 47. Barnes \& Noble | 0180 |
| Total Area |  |
|  |  |

Total Occupancy \%

| $\begin{array}{r} \text { Year } 1 \\ \text { Jan-2024 } \end{array}$ | $\text { Year } 2$ | $\begin{array}{r} \text { Year } 3 \\ \text { Jan-2026 } \end{array}$ | $\begin{array}{r} \text { Year } 4 \\ \text { Jan-2027 } \end{array}$ | $\text { Year } 5$ | $\begin{array}{r} \text { Year } 6 \\ \text { Jan-2029 } \end{array}$ | $\begin{array}{r} \text { Year } 7 \\ \text { Jan-2030 } \end{array}$ |  | $\begin{array}{r} \text { Year } 9 \\ \text { Jan-2032 } \end{array}$ | $\begin{array}{r} \text { Year } 10 \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 11 \\ \text { Jan-2034 } \end{array}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 96,357 | 96,357 | 48,179 | 80,298 | 96,357 | 96,357 | 96,357 | 96,357 | 96,357 | 96,357 | 96,357 |  |
| 63,941 | 63,941 | 63,941 | 63,941 | 63,941 | 63,941 | 63,941 | 63,941 | 63,941 | 63,941 | 63,941 |  |
| 750 | 500 | 750 | 750 | 750 | 750 | 500 | 750 | 750 | 750 | 750 |  |
| 619 | 619 | 619 | 619 | 413 | 619 | 619 | 619 | 619 | 464 | 567 |  |
| 1,543 | 1,262 | 1,683 | 1,683 | 1,683 | 1,683 | 1,122 | 1,683 | 1,683 | 1,683 | 1,683 |  |
| 1,419 | 946 | 1,419 | 1,419 | 1,419 | 1,419 | 946 | 1,419 | 1,419 | 1,419 | 1,419 |  |
| 1,645 | 1,097 | 1,645 | 1,645 | 1,645 | 1,645 | 1,097 | 1,645 | 1,645 | 1,645 | 1,645 |  |
| 508 | 762 | 762 | 762 | 762 | 762 | 508 | 762 | 762 | 762 | 762 |  |
| 968 | 645 | 968 | 968 | 968 | 968 | 726 | 887 | 968 | 968 | 968 |  |
| 750 | 500 | 750 | 750 | 750 | 750 | 500 | 750 | 750 | 750 | 750 |  |
| 921 | 1,381 | 1,381 | 1,381 | 1,381 | 1,266 | 1,036 | 1,381 | 1,381 | 1,381 | 1,381 |  |
| 1,645 | 1,097 | 1,645 | 1,645 | 1,645 | 1,645 | 1,097 | 1,645 | 1,645 | 1,645 | 1,645 |  |
| 1,481 | 987 | 1,481 | 1,481 | 1,481 | 1,481 | 987 | 1,481 | 1,481 | 1,481 | 1,481 |  |
| 2,088 | 2,088 | 2,088 | 1,392 | 2,088 | 2,088 | 2,088 | 2,088 | 1,392 | 2,088 | 2,088 |  |
| 1,937 | 1,291 | 1,937 | 1,937 | 1,937 | 1,937 | 1,291 | 1,937 | 1,937 | 1,937 | 1,937 |  |
| 1,481 | 2,222 | 2,222 | 2,222 | 2,222 | 1,481 | 2,222 | 2,222 | 2,222 | 2,222 | 2,222 |  |
| 2,132 | 1,421 | 2,132 | 2,132 | 2,132 | 2,132 | 1,421 | 2,132 | 2,132 | 2,132 | 2,132 |  |
| 1,259 | 1,154 | 944 | 1,259 | 1,259 | 1,259 | 1,259 | 839 | 1,259 | 1,259 | 1,259 |  |
| 4,011 | 4,011 | 2,674 | 4,011 | 4,011 | 4,011 | 4,011 | 2,674 | 4,011 | 4,011 | 4,011 |  |
| 4,555 | 3,727 | 4,969 | 4,969 | 4,969 | 4,969 | 3,313 | 4,969 | 4,969 | 4,969 | 4,969 |  |
| 2,728 | 4,092 | 4,092 | 4,092 | 4,092 | 2,728 | 4,092 | 4,092 | 4,092 | 4,092 | 4,092 |  |
| 3,981 | 3,981 | 3,981 | 3,981 | 2,986 | 3,649 | 3,981 | 3,981 | 3,981 | 3,981 | 2,654 |  |
| 4,675 | 3,117 | 4,675 | 4,675 | 4,675 | 4,675 | 3,117 | 4,675 | 4,675 | 4,675 | 4,675 |  |
| 2,766 | 2,766 | 1,844 | 2,766 | 2,766 | 2,766 | 2,766 | 1,844 | 2,766 | 2,766 | 2,766 |  |
| 5,000 | 5,000 | 5,000 | 5,000 | 3,333 | 5,000 | 5,000 | 5,000 | 5,000 | 3,333 | 5,000 |  |
| 6,664 | 6,664 | 6,664 | 4,443 | 6,664 | 6,664 | 6,664 | 6,664 | 4,443 | 6,664 | 6,664 |  |
| 5,270 | 3,513 | 5,270 | 5,270 | 5,270 | 5,270 | 3,513 | 5,270 | 5,270 | 5,270 | 5,270 |  |
| 7,311 | 3,655 | 10,966 | 10,966 | 10,966 | 10,966 | 7,311 | 10,966 | 10,966 | 10,966 | 10,966 |  |
| 6,175 | 6,175 | 4,117 | 6,175 | 6,175 | 6,175 | 6,175 | 6,175 | 4,117 | 6,175 | 6,175 |  |
| 5,331 | 3,554 | 5,331 | 5,331 | 5,331 | 5,331 | 3,554 | 5,331 | 5,331 | 5,331 | 5,331 |  |
| 30,701 | 30,701 | 30,701 | 30,701 | 20,467 | 30,701 | 30,701 | 30,701 | 30,701 | 30,701 | 30,701 |  |
| 270,611 | 259,227 | 224,829 | 258,663 | 264,538 | 275,089 | 261,914 | 274,881 | 272,664 | 275,819 | 276,261 |  |
| 88.26\% | 84.55\% | 73.33\% | 84.36\% | 86.28\% | 89.72\% | 85.42\% | 89.65\% | 88.93\% | 89.96\% | 90.10\% |  |
| 225,000 | 225,000 | 310,061 | 403,024 | 403,024 | 403,024 | 403,024 | 403,024 | 436,609 | 443,326 | 443,326 | 4,098,442 |
| 705,641 | 719,754 | 734,149 | 748,832 | 763,809 | 779,085 | 794,667 | 810,560 | 826,771 | 843,307 | 860,173 | 8,586,750 |
| 0 | 83,325 | 84,436 | 86,125 | 87,847 | 89,604 | 91,096 | 92,157 | 94,000 | 95,880 | 97,798 | 902,267 |
| 163,900 | 165,539 | 168,022 | 171,383 | 174,810 | 178,306 | 181,873 | 185,510 | 189,220 | 193,005 | 196,865 | 1,968,432 |
| 47,818 | 48,655 | 49,254 | 49,254 | 62,886 | 72,986 | 74,445 | 75,934 | 77,453 | 79,002 | 81,785 | 719,471 |
| 136,996 | 186,981 | 189,786 | 193,582 | 197,453 | 201,402 | 204,672 | 207,142 | 211,285 | 215,511 | 219,821 | 2,164,632 |
| 145,121 | 157,651 | 159,753 | 162,948 | 166,207 | 169,531 | 172,353 | 174,361 | 177,848 | 181,405 | 185,033 | 1,852,211 |
| 140,000 | 182,760 | 185,196 | 188,900 | 192,678 | 196,532 | 199,803 | 202,131 | 206,173 | 210,297 | 214,503 | 2,118,973 |
| 86,790 | 87,658 | 88,973 | 90,752 | 92,567 | 94,419 | 96,307 | 98,233 | 100,198 | 102,202 | 104,246 | 1,042,344 |
| 58,630 | 59,216 | 60,105 | 61,307 | 62,533 | 63,783 | 65,059 | 66,360 | 67,687 | 69,041 | 70,422 | 704,144 |

11. Vacant
12. Vacant
13. Gloria J ean's Coffee
14. GNC
15. GameStop
16. Vacant
17. Vacant
18. Vacant
19. Claire's Boutique
20. Journeys
21. Francesca's
22. Tradehome Shoes
23. Spencer Gifts
24. Pearle Vision
25. Zumiez
26. Valley View Nails \& Spa
27. Vacant
28. Vacant
29. Vacant
30. Vacant
31. Vacant
32. Famous Footwear
33. HuHot Grill
34. Foot Locker
35. Torrid
36. Rue21
37. Vacant
38. Visionworks
39. Vacant
40. Vacant
41. Bath \& Body Works
42. Buckle
43. Express
44. ULTA
45. Maurices
46. American Eagle
47. Barnes \& Noble
48. Vacant
49. Vacant
Tot Potetial
50. 
51. Vacant
52. Kobe Japan
53. Rogers \& Hollands
54. Zales J ewelers
55. Kay J ewelers
56. Vacant
57. Vacant
58. Vacant
59. Vacant
60. Gloria J ean's Coffee
2002
FC7
0113
FC1
0173
0129
0125
FC6
FC3
FC8
0165
0167

| 78,100 | 78,881 | 80,064 | 81,665 | 83,299 | 84,965 | 86,664 | 88,397 | 90,165 | 91,969 | 93,808 | 937,978 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 60,000 | 60,600 | 61,509 | 62,739 | 63,994 | 65,274 | 66,579 | 67,911 | 69,269 | 70,655 | 72,068 | 720,597 |
| 66,711 | 61,570 | 62,801 | 64,057 | 65,338 | 66,645 | 67,645 | 68,547 | 69,917 | 71,316 | 72,742 | 737,288 |
| 39,000 | 61,875 | 78,605 | 80,178 | 81,781 | 83,417 | 84,979 | 87,650 | 89,257 | 91,042 | 92,863 | 870,649 |
| 65,000 | 60,600 | 61,408 | 62,636 | 63,889 | 65,167 | 66,251 | 67,023 | 68,364 | 69,731 | 71,126 | 721,194 |
| 80,000 | 80,800 | 82,012 | 83,652 | 85,325 | 87,032 | 88,772 | 90,548 | 92,359 | 94,206 | 96,090 | 960,797 |
| 47,520 | 47,995 | 48,715 | 49,689 | 50,683 | 51,697 | 52,731 | 53,785 | 54,861 | 55,958 | 57,078 | 570,713 |
| 47,040 | 47,510 | 48,223 | 49,188 | 50,171 | 51,175 | 52,198 | 53,242 | 54,307 | 55,393 | 56,501 | 564,948 |
| 110,916 | 62,249 | 63,494 | 64,763 | 66,059 | 67,296 | 68,960 | 69,994 | 71,394 | 72,822 | 74,278 | 792,224 |
| 0 | 74,765 | 75,762 | 77,277 | 78,823 | 80,399 | 81,738 | 82,690 | 84,344 | 86,031 | 87,751 | 809,580 |
| 0 | 67,311 | 68,209 | 69,573 | 70,965 | 72,384 | 73,589 | 74,446 | 75,935 | 77,454 | 79,003 | 728,868 |
| 70,992 | 70,992 | 70,992 | 98,250 | 99,560 | 101,551 | 103,582 | 105,653 | 107,766 | 109,199 | 111,383 | 1,049,919 |
| 60,000 | 88,037 | 89,210 | 90,995 | 92,815 | 94,671 | 96,247 | 97,368 | 99,315 | 101,302 | 103,328 | 1,013,286 |
| 87,154 | 100,657 | 102,670 | 104,723 | 106,818 | 108,415 | 110,954 | 113,174 | 115,437 | 117,746 | 120,101 | 1,187,847 |
| 50,000 | 96,899 | 98,191 | 100,155 | 102,158 | 104,201 | 105,936 | 107,170 | 109,313 | 111,500 | 113,730 | 1,099,255 |
| 58,463 | 59,341 | 58,080 | 58,951 | 60,130 | 61,333 | 62,559 | 63,811 | 64,659 | 65,952 | 67,271 | 680,551 |
| 61,110 | 61,721 | 62,647 | 63,900 | 65,178 | 66,481 | 67,811 | 69,167 | 70,551 | 71,962 | 73,401 | 733,928 |
| 102,330 | 103,353 | 104,904 | 107,002 | 109,142 | 111,325 | 113,551 | 115,822 | 118,138 | 120,501 | 122,911 | 1,228,979 |
| 54,675 | 55,222 | 56,050 | 57,171 | 58,314 | 59,481 | 60,670 | 61,884 | 63,121 | 64,384 | 65,672 | 656,644 |
| 130,208 | 131,510 | 133,483 | 136,152 | 138,875 | 141,653 | 144,486 | 147,376 | 150,323 | 153,330 | 156,396 | 1,563,793 |
| 129,728 | 131,025 | 132,991 | 135,650 | 138,363 | 141,131 | 143,953 | 146,832 | 149,769 | 152,764 | 155,820 | 1,558,028 |
| 70,000 | 70,000 | 126,448 | 133,115 | 135,777 | 138,493 | 141,263 | 144,088 | 146,001 | 148,921 | 151,900 | 1,406,008 |
| 13,251 | 160,598 | 163,007 | 166,267 | 169,593 | 172,984 | 175,792 | 177,914 | 181,473 | 185,102 | 188,804 | 1,754,786 |
| 107,756 | 131,817 | 134,453 | 137,142 | 139,885 | 141,977 | 145,303 | 148,209 | 151,173 | 154,196 | 157,280 | 1,549,192 |
| 62,781 | 63,095 | 64,357 | 65,644 | 83,936 | 138,589 | 141,130 | 143,953 | 146,832 | 149,769 | 152,764 | 1,212,850 |
| 0 | 151,096 | 153,111 | 156,173 | 159,296 | 162,482 | 165,187 | 167,111 | 170,453 | 173,862 | 177,340 | 1,636,111 |
| 97,152 | 98,124 | 99,595 | 101,587 | 103,619 | 105,691 | 107,805 | 109,961 | 112,161 | 114,404 | 116,692 | 1,166,791 |
| 100,000 | 100,000 | 90,738 | 91,948 | 93,787 | 95,663 | 97,576 | 99,527 | 100,850 | 102,867 | 104,924 | 1,077,880 |
| 115,680 | 116,837 | 118,589 | 120,961 | 123,380 | 125,848 | 128,365 | 130,932 | 133,551 | 136,222 | 138,946 | 1,389,312 |
| 80,800 | 81,608 | 82,832 | 84,489 | 86,179 | 87,902 | 89,660 | 91,453 | 93,282 | 95,148 | 97,051 | 970,405 |
| 0 | 0 | 0 | 0 | 159,985 | 162,118 | 165,360 | 168,668 | 172,041 | 175,482 | 177,814 | 1,181,468 |
| 200,000 | 200,000 | 200,000 | 209,047 | 211,834 | 216,071 | 220,392 | 224,800 | 229,296 | 232,343 | 236,990 | 2,380,775 |
| 0 | 159,681 | 161,810 | 165,046 | 168,347 | 171,714 | 174,572 | 176,606 | 180,138 | 183,741 | 187,416 | 1,729,072 |
| 173,994 | 332,270 | 334,485 | 341,175 | 347,998 | 354,958 | 361,458 | 372,355 | 379,803 | 387,399 | 395,147 | 3,781,041 |
| 126,250 | 130,037 | 151,711 | 193,707 | 197,581 | 201,533 | 205,564 | 209,675 | 213,868 | 216,720 | 221,054 | 2,067,701 |
| 270,000 | 161,529 | 163,683 | 166,957 | 170,296 | 173,702 | 176,593 | 178,650 | 182,223 | 185,868 | 189,585 | 2,019,086 |
| 200,000 | 200,000 | 200,000 | 200,000 | 491,170 | 491,170 | 491,170 | 491,170 | 491,170 | 523,914 | 540,287 | 4,320,049 |
| 40,000 | 40,400 | 41,006 | 41,826 | 42,663 | 43,516 | 44,386 | 45,274 | 46,179 | 47,103 | 48,045 | 480,398 |
| 40,000 | 40,400 | 41,006 | 41,826 | 42,663 | 43,516 | 44,386 | 45,274 | 46,179 | 47,103 | 48,045 | 480,398 |
| 4,806,508 | 5,756,945 | 5,996,587 | 6,271,384 | 6,863,483 | 7,042,290 | 7,159,116 | 7,273,525 | 7,432,487 | 7,598,355 | 7,747,375 | 73,948,054 |


| 14. GNC | 0176 |
| :--- | :--- |
| 15. GameStop |  |
| 16. Vacant | 0166 |
| 17. Vacant | 0193 |
| 18. Vacant | 0189 |
| 19. Claire's Boutique | 013 |
| 20. Journeys | 0175 |
| 21. Francesca's | 0130 |
| 22. Tradehome Shoes | 0163 |
| 23. Spencer Gifts | 0154 |
| 24. Pearle Vision | 0123 |
| 25. Zumiez | 0112 |
| 26. Valley View Nails \& Spa | 0179 |
| 27. Vacant | 0145 |
| 28. Vacant | 0151 |
| 29. Vacant | 0143 |
| 30. Vacant | 0170 |
| 31. Vacant | 0178 |
| 32. Famous Footwear | 0146 |
| 33. HuHot Grill | 0104 |
| 34. Foot Locker | 0148 |
| 35. Torrid | 0133 |
| 36. Rue21 | 0107 |
| 37. Vacant | 0169 |
| 38. Visionworks | 0114 |
| 39. Vacant | 0153 |
| 40. Vacant | 0171 |
| 41. Bath \& Body Works | 0111 |
| 42. Buckle | 0122 |
| 43. Express | 0116 |
| 44. UlTA | 0115 |
| 45. Maurices | 0157 |
| 46. American Eagle | 0105 |
| 47. Barnes \& Noble | 3505 |
| 48. Vacant | 0180 |
| 49. Vacant |  |
| T |  |

## Free Rent

3. China Max
4. Rogers \& Hollands
5. Zales J ewelers
6. Kay J ewelers
7. Gloria J ean's Coffee
8. GNC
9. GameStop
10. Claire's Boutique
11. J ourneys
12. Francesca's
13. Spencer Gifts
14. Pearle Vision
15. Zumiez
16. HuHot Grill
17. Foot Locker

| 0 | -26,071 | 0 | 0 | 0 | 0 | -21,483 | -7,304 | 0 | 0 | 0 | -54,859 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | -20,200 | 0 | 0 | 0 | 0 | -22,193 | 0 | 0 | 0 | 0 | -42,393 |
| -80,000 | -80,800 | -82,012 | -83,652 | -85,325 | -87,032 | -88,772 | -90,548 | -92,359 | -94,206 | -96,090 | -960,797 |
| -47,520 | -47,995 | -48,715 | -49,689 | -50,683 | -51,697 | -52,731 | -53,785 | -54,861 | -55,958 | -57,078 | -570,713 |
| -47,040 | -47,510 | -48,223 | -49,188 | -50,171 | -51,175 | -52,198 | -53,242 | -54,307 | -55,393 | -56,501 | -564,948 |
| -20,715 | 0 | 0 | 0 | 0 | -5,634 | -17,240 | 0 | 0 | 0 | 0 | -43,589 |
| 0 | -24,922 | 0 | 0 | 0 | 0 | -27,381 | 0 | 0 | 0 | 0 | -52,302 |
| 0 | -22,437 | 0 | 0 | 0 | 0 | -24,651 | 0 | 0 | 0 | 0 | -47,088 |
| 0 | 0 | 0 | -32,750 | 0 | 0 | 0 | 0 | -36,158 | 0 | 0 | -68,908 |
| 0 | -29,346 | 0 | 0 | 0 | 0 | -32,241 | 0 | 0 | 0 | 0 | -61,587 |
| -33,330 | 0 | 0 | 0 | 0 | -36,260 | 0 | 0 | 0 | 0 | 0 | -69,590 |
| 0 | -32,300 | 0 | 0 | 0 | 0 | -35,487 | 0 | 0 | 0 | 0 | -67,787 |
| 0 | -4,768 | -14,520 | 0 | 0 | 0 | 0 | -21,375 | 0 | 0 | 0 | -40,663 |
| -61,110 | -61,721 | -62,647 | -63,900 | -65,178 | -66,481 | -67,811 | -69,167 | -70,551 | -71,962 | -73,401 | -733,928 |
| -102,330 | -103,353 | -104,904 | -107,002 | -109,142 | -111,325 | -113,551 | -115,822 | -118,138 | -120,501 | -122,911 | -1,228,979 |
| -54,675 | -55,222 | -56,050 | -57,171 | -58,314 | -59,481 | -60,670 | -61,884 | -63,121 | -64,384 | -65,672 | -656,644 |
| -130,208 | -131,510 | -133,483 | -136,152 | -138,875 | -141,653 | -144,486 | -147,376 | -150,323 | -153,330 | -156,396 | -1,563,793 |
| -129,728 | -131,025 | -132,991 | -135,650 | -138,363 | -141,131 | -143,953 | -146,832 | -149,769 | -152,764 | -155,820 | -1,558,028 |
| 0 | 0 | -43,860 | 0 | 0 | 0 | 0 | -48,425 | 0 | 0 | 0 | -92,285 |
| -13,251 | -40,150 | 0 | 0 | 0 | 0 | -58,815 | 0 | 0 | 0 | 0 | -112,215 |
| -43,648 | 0 | 0 | 0 | 0 | -47,485 | 0 | 0 | 0 | 0 | 0 | -91,133 |
| 0 | 0 | 0 | 0 | -33,968 | -11,549 | 0 | 0 | 0 | 0 | -51,005 | -96,522 |
| 0 | -50,365 | 0 | 0 | 0 | 0 | -55,335 | 0 | 0 | 0 | 0 | -105,700 |
| -97,152 | -98,124 | -99,595 | -101,587 | -103,619 | -105,691 | -107,805 | -109,961 | -112,161 | -114,404 | -116,692 | -1,166,791 |
| 0 | 0 | -30,246 | 0 | 0 | 0 | 0 | -33,394 | 0 | 0 | 0 | -63,640 |
| -115,680 | -116,837 | -118,589 | -120,961 | -123,380 | -125,848 | -128,365 | -130,932 | -133,551 | -136,222 | -138,946 | -1,389,312 |
| -80,800 | -81,608 | -82,832 | -84,489 | -86,179 | -87,902 | -89,660 | -91,453 | -93,282 | -95,148 | -97,051 | -970,405 |
| 0 | 0 | 0 | 0 | -53,328 | 0 | 0 | 0 | 0 | -58,879 | 0 | -112,207 |
| 0 | 0 | 0 | -69,682 | 0 | 0 | 0 | 0 | -76,935 | 0 | 0 | -146,617 |
| 0 | -53,227 | 0 | 0 | 0 | 0 | -58,479 | 0 | 0 | 0 | 0 | -111,706 |
| -109,660 | -221,513 | 0 | 0 | 0 | 0 | -121,685 | 0 | 0 | 0 | 0 | -452,858 |
| 0 | 0 | -63,303 | 0 | 0 | 0 | 0 | 0 | -71,289 | 0 | 0 | -134,592 |
| 0 | -53,843 | 0 | 0 | 0 | 0 | -59,156 | 0 | 0 | 0 | 0 | -112,999 |
| 0 | 0 | 0 | 0 | -163,723 | 0 | 0 | 0 | 0 | 0 | 0 | -163,723 |
| -40,000 | -40,400 | -41,006 | -41,826 | -42,663 | -43,516 | -44,386 | -45,274 | -46,179 | -47,103 | -48,045 | -480,398 |
| -40,000 | -40,400 | -41,006 | -41,826 | -42,663 | -43,516 | -44,386 | -45,274 | -46,179 | -47,103 | -48,045 | -480,398 |
| -1,730,014 | -2,255,532 | -1,860,215 | -1,710,543 | -1,846,986 | -1,704,121 | -2,415,609 | -1,778,461 | -1,885,705 | -1,814,273 | -1,827,876 | -20,829,337 |


| FC7 | 0 | -12,152 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -12,152 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0173 | 0 | -27,268 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -27,268 |
| 0129 | 0 | -22,991 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -22,991 |
| 0125 | 0 | -26,652 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -26,652 |
| 0167 | 0 | -8,979 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -8,979 |
| 0176 | 0 | -11,406 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -11,406 |
| 0166 | 0 | -8,838 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -8,838 |
| 0175 | -5,179 | -3,884 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,063 |
| 0130 | 0 | -10,903 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -10,903 |
| 0163 | 0 | -9,816 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -9,816 |
| 0123 | 0 | -12,839 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -12,839 |
| 0112 | -14,582 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -14,582 |
| 0179 | 0 | -14,131 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -14,131 |
| 0148 | 0 | -23,421 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -23,421 |
| 0133 | -19,096 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -19,096 |

36. Rue21
37. Express
38. ULTA
39. American Eagle
Total Free Rent

| 0 | $-22,035$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $-22,035$ |
| ---: | ---: | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 0 | $-23,287$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $-23,287$ |
| 0 | $-110,757$ | $-27,689$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $-138,446$ |
| 0 | $-23,556$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $-23,556$ |  |
| $-38,857$ | $-372,914$ | $-27,689$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $-439,460$ |

Scheduled Base Rent

1. J CPenney
2. Temporary Tenants
3. China Max
4. Kobe J apan
5. Rogers \& Hollands
6. Zales J ewelers
7. Kay J ewelers
8. Gloria J ean's Coffee
9. GNC
10. GameStop
11. Claire's Boutique
12. Journeys
13. Francesca's
14. Tradehome Shoes
15. Spencer Gifts
16. Pearle Vision
17. Zumiez
18. Valley View Nails \& Spa
19. Famous Footwear
20. HuHot Grill
21. Foot Locker
22. Torrid
23. Rue21
24. Visionworks
25. Bath \& Body Works
26. Buckle
27. Express
28. ULTA
29. Maurices
30. American Eagle
31. Barnes \& Noble

Total Scheduled Base Rent

## Fixed Steps

## 2. Temporary Tenants

3. China Max
4. Kobe Japan
5. Rogers \& Hollands
6. Zales J ewelers
7. Kay J ewelers
8. Gloria J ean's Coffee
9. GNC
10. GameStop
11. Claire's Boutique
12. Journeys
13. Francesca's
14. Tradehome Shoes

## 2002

 2002Various Various
FC7 FC7

| 225,000 | 225,000 | 112,500 | 335,853 | 403,024 | 403,024 | 403,024 | 403,024 | 436,609 | 443,326 | 443,326 | 3,833,711 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 705,641 | 719,754 | 734,149 | 748,832 | 763,809 | 779,085 | 794,667 | 810,560 | 826,771 | 843,307 | 860,173 | 8,586,750 |
| 0 | 43,398 | 84,436 | 86,125 | 87,847 | 89,604 | 60,580 | 92,157 | 94,000 | 95,880 | 97,798 | 831,825 |
| 47,818 | 48,655 | 49,254 | 49,254 | 38,678 | 72,986 | 74,445 | 75,934 | 77,453 | 58,957 | 74,969 | 668,403 |
| 121,569 | 112,968 | 189,786 | 193,582 | 197,453 | 201,402 | 136,195 | 207,142 | 211,285 | 215,511 | 219,821 | 2,006,715 |
| 145,121 | 82,110 | 159,753 | 162,948 | 166,207 | 169,531 | 114,618 | 174,361 | 177,848 | 181,405 | 185,033 | 1,718,934 |
| 140,000 | 95,187 | 185,196 | 188,900 | 192,678 | 196,532 | 132,872 | 202,131 | 206,173 | 210,297 | 214,503 | 1,964,470 |
| 46,391 | 52,591 | 62,801 | 64,057 | 65,338 | 66,645 | 45,096 | 68,547 | 69,917 | 71,316 | 72,742 | 685,441 |
| 39,000 | 24,397 | 78,605 | 80,178 | 81,781 | 83,417 | 63,496 | 80,346 | 89,257 | 91,042 | 92,863 | 804,384 |
| 65,000 | 31,563 | 61,408 | 62,636 | 63,889 | 65,167 | 44,058 | 67,023 | 68,364 | 69,731 | 71,126 | 669,964 |
| 85,023 | 58,365 | 63,494 | 64,763 | 66,059 | 61,662 | 51,720 | 69,994 | 71,394 | 72,822 | 74,278 | 739,572 |
| 0 | 38,940 | 75,762 | 77,277 | 78,823 | 80,399 | 54,357 | 82,690 | 84,344 | 86,031 | 87,751 | 746,374 |
| 0 | 35,058 | 68,209 | 69,573 | 70,965 | 72,384 | 48,938 | 74,446 | 75,935 | 77,454 | 79,003 | 671,963 |
| 70,992 | 70,992 | 70,992 | 65,500 | 99,560 | 101,551 | 103,582 | 105,653 | 71,608 | 109,199 | 111,383 | 981,010 |
| 60,000 | 45,852 | 89,210 | 90,995 | 92,815 | 94,671 | 64,006 | 97,368 | 99,315 | 101,302 | 103,328 | 938,861 |
| 39,242 | 100,657 | 102,670 | 104,723 | 106,818 | 72,155 | 110,954 | 113,174 | 115,437 | 117,746 | 120,101 | 1,103,676 |
| 50,000 | 50,468 | 98,191 | 100,155 | 102,158 | 104,201 | 70,449 | 107,170 | 109,313 | 111,500 | 113,730 | 1,017,337 |
| 58,463 | 54,573 | 43,560 | 58,951 | 60,130 | 61,333 | 62,559 | 42,436 | 64,659 | 65,952 | 67,271 | 639,888 |
| 70,000 | 70,000 | 82,588 | 133,115 | 135,777 | 138,493 | 141,263 | 95,663 | 146,001 | 148,921 | 151,900 | 1,313,723 |
| 0 | 97,028 | 163,007 | 166,267 | 169,593 | 172,984 | 116,977 | 177,914 | 181,473 | 185,102 | 188,804 | 1,619,150 |
| 45,012 | 131,817 | 134,453 | 137,142 | 139,885 | 94,492 | 145,303 | 148,209 | 151,173 | 154,196 | 157,280 | 1,438,963 |
| 62,781 | 63,095 | 64,357 | 65,644 | 49,968 | 127,040 | 141,130 | 143,953 | 146,832 | 149,769 | 101,759 | 1,116,328 |
| 0 | 78,696 | 153,111 | 156,173 | 159,296 | 162,482 | 109,852 | 167,111 | 170,453 | 173,862 | 177,340 | 1,508,376 |
| 100,000 | 100,000 | 60,492 | 91,948 | 93,787 | 95,663 | 97,576 | 66,133 | 100,850 | 102,867 | 104,924 | 1,014,240 |
| 0 | 0 | 0 | 0 | 106,657 | 162,118 | 165,360 | 168,668 | 172,041 | 116,603 | 177,814 | 1,069,260 |
| 200,000 | 200,000 | 200,000 | 139,365 | 211,834 | 216,071 | 220,392 | 224,800 | 152,361 | 232,343 | 236,990 | 2,234,157 |
| 0 | 83,167 | 161,810 | 165,046 | 168,347 | 171,714 | 116,093 | 176,606 | 180,138 | 183,741 | 187,416 | 1,594,079 |
| 64,334 | 0 | 306,796 | 341,175 | 347,998 | 354,958 | 239,773 | 372,355 | 379,803 | 387,399 | 395,147 | 3,189,737 |
| 126,250 | 130,037 | 88,408 | 193,707 | 197,581 | 201,533 | 205,564 | 209,675 | 142,579 | 216,720 | 221,054 | 1,933,109 |
| 270,000 | 84,130 | 163,683 | 166,957 | 170,296 | 173,702 | 117,437 | 178,650 | 182,223 | 185,868 | 189,585 | 1,882,531 |
| 200,000 | 200,000 | 200,000 | 200,000 | 327,446 | 491,170 | 491,170 | 491,170 | 491,170 | 523,914 | 540,287 | 4,156,326 |
| 3,037,637 | 3,128,499 | 4,108,682 | 4,560,841 | 5,016,497 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 52,679,257 |

25. Zumiez
26. Valley View Nails \& Spa
27. Famous Footwear
28. HuHot Grill
29. Foot Locker
30. Torrid
31. Rue21
32. Visionworks
33. Bath \& Body Work
34. Buckle
35. Express
36. ULTA
37. Maurices
38. American Eagle

Total Fixed Steps

## Sales Volume

1. JCPenney
2. China Max
3. Kobe Japan
4. Rogers \& Hollands
5. Zales J ewelers
6. Kay J ewelers
7. Gloria J ean's Coffee

## 14. GNC

15. GameStop
16. Claire's Boutique
17. Journeys
18. Francesca's
19. Tradehome Shoes
20. Spencer Gifts
21. Pearle Vision
22. Zumiez
23. Valley View Nails \& Spa
24. Famous Footwear
25. HuHot Grill
26. Foot Locker
27. Torrid
28. Rue21
29. Visionworks
30. Bath \& Body Works
31. Buckle
32. Express
33. ULTA
34. Maurices
35. American Eagle
36. Barnes \& Noble

Total Sales Volume

0123
0112
0179
0145
0104
0148
0133
0107
0169
0153
0122
0116
0115
0157
0105
0142

| 0 | 0 | 1,174 | 2,958 | 4,778 | 6,634 | 2,419 | 645 | 2,592 | 4,578 | 6,605 | 32,383 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 667 | 2,680 | 4,733 | 6,828 | 5,495 | 0 | 2,219 | 4,483 | 6,791 | 9,146 | 43,041 |
| 0 | 0 | 1,292 | 3,256 | 5,259 | 7,302 | 2,663 | 710 | 2,853 | 5,039 | 7,269 | 35,643 |
| 0 | 0 | 0 | 871 | 2,050 | 3,253 | 4,479 | 1,197 | 534 | 1,828 | 3,147 | 17,359 |
| 0 | 0 | 0 | 1,535 | 4,197 | 6,913 | 9,683 | 4,519 | 726 | 3,646 | 6,625 | 37,845 |
| 0 | 0 | 2,409 | 5,669 | 8,994 | 12,386 | 3,310 | 1,470 | 5,029 | 8,658 | 12,360 | 60,286 |
| 0 | 873 | 3,509 | 6,198 | 8,941 | 7,196 | 0 | 2,906 | 5,870 | 8,894 | 11,978 | 56,365 |
| 0 | 0 | 0 | 0 | 0 | 0 | 2,541 | 5,363 | 8,242 | 11,179 | 952 | 28,278 |
| 0 | 0 | 2,015 | 5,077 | 8,200 | 11,386 | 4,152 | 1,107 | 4,449 | 7,858 | 11,335 | 55,578 |
| 0 | 0 | 0 | 1,210 | 3,049 | 4,925 | 6,838 | 2,493 | 668 | 2,685 | 4,742 | 26,609 |
| 0 | 0 | 0 | 0 | 0 | 2,133 | 5,375 | 8,683 | 12,056 | 4,396 | 1,178 | 33,821 |
| 0 | 0 | 0 | 0 | 2,787 | 7,024 | 11,345 | 15,753 | 5,744 | 1,539 | 6,186 | 50,378 |
| 0 | 0 | 2,129 | 5,365 | 8,666 | 12,033 | 4,388 | 1,170 | 4,702 | 8,304 | 11,979 | 58,736 |
| 0 | 0 | 2,215 | 8,905 | 15,728 | 22,688 | 18,260 | 0 | 7,447 | 15,043 | 22,791 | 113,078 |
| 0 | 0 | 0 | 0 | 3,874 | 7,826 | 11,856 | 15,968 | 0 | 2,852 | 7,186 | 49,562 |
| 0 | 0 | 2,154 | 5,427 | 8,767 | 12,172 | 4,438 | 1,183 | 4,756 | 8,401 | 12,118 | 59,416 |
| 28,529 | ,285 | 90,742 | 157,642 | 235,844 | 311,604 | 242,358 | 217,786 | 257,954 | 326,683 | 398,578 | 2,312,005 |

## Percentage Rent

3. China Max
4. GNC
5. Tradehome Shoes
6. Spencer Gifts
7. Famous Footwear
8. HuHot Grill
9. Rue21
10. Bath \& Body Works
11. Express
12. Maurices

Total Percentage Rent

## Recoveries

1. J CPenney
2. China Max
3. Kobe Japan
4. Rogers \& Hollands
5. Zales J ewelers
6. Kay J ewelers
7. Gloria J ean's Coffee
8. GNC
9. GameStop
10. Claire's Boutique
11. Journeys
12. Francesca's
13. Tradehome Shoes
14. Spencer Gifts
15. Pearle Vision
16. Zumiez
17. Valley View Nails \& Spa
18. Famous Footwear
19. Foot Locker
20. Rue21
21. Visionworks
22. Bath \& Body Works
23. Buckle
24. Express
25. ULTA
26. Maurices
27. American Eagle

Total Recoveries

## Tenant I ncome

1. J CPenney
2. Temporary Tenants
3. China Max
4. Kobe Japan
5. Rogers \& Hollands
6. Zales J ewelers
7. Kay J ewelers
8. Gloria J ean's Coffee
9. GNC
10. GameStop

0175 0130 0163 0123 0104 0148 0169 0122 0115 0105

## 2002

 FC7 FC1 0173 0125 01250167
0176 0176 0175 0130 0163 0154 0123 0179 0145 0104 0169 0153 0122 0115 0157 0105 0142

## 2002

| 2,790 | 0 | 0 | 0 | 0 |
| ---: | ---: | ---: | ---: | ---: |
| 41,092 | 0 | 0 | 0 | 0 |
| 32,657 | 0 | 0 | 0 | 0 |
| 64,361 | 68,422 | 72,604 | 0 | 0 |
| 41,883 | 0 | 0 | 0 | 0 |
| 8,445 | 10,798 | 1,102 | 0 | 0 |
| 74,959 | 0 | 0 | 0 | 0 |
| 26,758 | 0 | 0 | 0 | 0 |
| 154,581 | 159,219 | 163,995 | 168,915 | 0 |
| 46,195 | 0 | 0 | 0 | 0 |
| 146,145 | 151,504 | 104,683 | 0 | 0 |
| 690,427 | 391,434 | 342,385 | 168,915 | 0 |


| 0 | 0 | 0 |
| :---: | :---: | :---: |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 168,915 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 168,915 | 0 | 0 |

0
0
0
0
0
0
0
0
0
0
0
0

| 19. Claire's Boutique | 0175 |
| :--- | :--- |
| 20. J ourneys | 0130 |
| 21. Francesca's | 0163 |
| 22. Tradehome Shoes | 0154 |
| 23. Spencer Gifts | 0123 |
| 24. Pearle Vision | 0112 |
| 25. Zumiez | 0179 |
| 26. Valley View Nails \& Spa | 0145 |
| 32. Famous Footwear | 0104 |
| 33. HuHot Grill | 0148 |
| 34. Foot Locker | 0133 |
| 35. Torrid | 0107 |
| 36. Rue21 | 0169 |
| 38. Visionworks | 0153 |
| 41. Bath \& Body Works | 0122 |
| 42. Buckle | 0116 |
| 43. Express | 0115 |
| 44. ULTA | 0157 |
| 45. Maurices | 0105 |
| 46. American Eagle | 0142 |
| 47. Barnes \& Noble | 0180 |

Tenant I mprovements

1. J CPenney
2. China Max
3. Kobe Japan
4. Rogers \& Hollands
5. Zales J ewelers
6. Kay J ewelers
7. Gloria J ean's Coffee
8. GNC
9. GameStop
10. Claire's Boutique
11. J ourneys
12. Francesca's
13. Tradehome Shoes
14. Spencer Gifts
15. Pearle Vision
16. Zumiez
17. Valley View Nails \& Spa
18. Famous Footwear
19. HuHot Grill
20. Foot Locker
21. Torrid
22. Rue21
23. Visionworks
24. Bath \& Body Works
25. Buckle
26. Express
27. Maurices
28. American Eagle
29. Barnes \& Noble

| 91,032 | 58,365 | 63,494 | 64,763 | 66,059 | 61,662 | 51,720 | 69,994 | 71,394 | 72,822 | 74,278 | 745,582 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 49,030 | 38,940 | 75,762 | 77,277 | 78,823 | 80,399 | 54,357 | 82,690 | 84,344 | 86,031 | 87,751 | 795,404 |
| 39,546 | 35,058 | 68,209 | 69,573 | 70,965 | 72,384 | 48,938 | 74,446 | 75,935 | 77,454 | 79,003 | 711,509 |
| 181,929 | 187,387 | 193,009 | 65,500 | 99,560 | 101,551 | 103,582 | 105,653 | 71,608 | 109,199 | 111,383 | 1,330,360 |
| 107,694 | 45,852 | 89,210 | 90,995 | 92,815 | 94,671 | 64,006 | 97,368 | 99,315 | 101,302 | 103,328 | 986,555 |
| 42,784 | 100,657 | 102,670 | 104,723 | 106,818 | 72,155 | 110,954 | 113,174 | 115,437 | 117,746 | 120,101 | 1,107,217 |
| 56,377 | 50,468 | 98,191 | 100,155 | 102,158 | 104,201 | 70,449 | 107,170 | 109,313 | 111,500 | 113,730 | 1,023,714 |
| 58,992 | 55,072 | 43,560 | 58,951 | 60,130 | 61,333 | 62,559 | 42,436 | 64,659 | 65,952 | 67,271 | 640,916 |
| 91,721 | 94,473 | 84,864 | 133,115 | 135,777 | 138,493 | 141,263 | 95,663 | 146,001 | 148,921 | 151,900 | 1,362,192 |
| 74,959 | 97,028 | 163,007 | 166,267 | 169,593 | 172,984 | 116,977 | 177,914 | 181,473 | 185,102 | 188,804 | 1,694,109 |
| 79,296 | 131,817 | 134,453 | 137,142 | 139,885 | 94,492 | 145,303 | 148,209 | 151,173 | 154,196 | 157,280 | 1,473,247 |
| 62,781 | 63,095 | 64,357 | 65,644 | 49,968 | 127,040 | 141,130 | 143,953 | 146,832 | 149,769 | 101,759 | 1,116,328 |
| 45,403 | 78,696 | 153,111 | 156,173 | 159,296 | 162,482 | 109,852 | 167,111 | 170,453 | 173,862 | 177,340 | 1,553,779 |
| 111,670 | 112,020 | 60,492 | 91,948 | 93,787 | 95,663 | 97,576 | 66,133 | 100,850 | 102,867 | 104,924 | 1,037,930 |
| 172,281 | 177,450 | 182,773 | 188,256 | 106,657 | 162,118 | 165,360 | 168,668 | 172,041 | 116,603 | 177,814 | 1,790,021 |
| 231,057 | 231,989 | 232,948 | 139,365 | 211,834 | 216,071 | 220,392 | 224,800 | 152,361 | 232,343 | 236,990 | 2,330,151 |
| 69,335 | 83,167 | 161,810 | 165,046 | 168,347 | 171,714 | 116,093 | 176,606 | 180,138 | 183,741 | 187,416 | 1,663,415 |
| 160,308 | 0 | 306,796 | 341,175 | 347,998 | 354,958 | 239,773 | 372,355 | 379,803 | 387,399 | 395,147 | 3,285,711 |
| 296,635 | 306,509 | 210,235 | 193,707 | 197,581 | 201,533 | 205,564 | 209,675 | 142,579 | 216,720 | 221,054 | 2,401,792 |
| 294,445 | 84,130 | 163,683 | 166,957 | 170,296 | 173,702 | 117,437 | 178,650 | 182,223 | 185,868 | 189,585 | 1,906,976 |
| 200,000 | 200,000 | 200,000 | 200,000 | 327,446 | 491,170 | 491,170 | 491,170 | 491,170 | 523,914 | 540,287 | 4,156,326 |
| 4,320,296 | 3,726,909 | 4,611,676 | 4,775,165 | 5,027,684 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 55,288,831 |

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$-4,834$
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$-7,777$
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$-14,322$
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| 0 | 0 |
| ---: | ---: |
| $-2,704$ | 0 |
| 0 | 0 |
| $-6,067$ | 0 |
| $-5,115$ | 0 |
| $-5,930$ | 0 |
| $-2,747$ | 0 |
| $-3,490$ | 0 |
| $-2,704$ | 0 |
| 0 | 0 |
| $-5,930$ | 0 |
| $-5,339$ | 0 |
| 0 | 0 |
| $-6,983$ | 0 |
| 0 | 0 |
| $-7,686$ | 0 |
| 0 | $-4,675$ |
| 0 | $-14,893$ |
| $-17,913$ | 0 |
| 0 | 0 |
| 0 | 0 |
| $-16,853$ | 0 |
| 0 | $-10,271$ |
| 0 | 0 |
| 0 | 0 |
| $-18,998$ | 0 |
| $-112,950$ | 0 |
| 0 | 0 |
| $-19,218$ | 0 |
| 0 | 0 |

$-368,522$
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$-7,986$
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$-25,487$
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$-23,617$
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$-2,438$
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$-19,696$
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$-120,940$
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$-16,153$
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| $-3,134$ |
| 0 |
| $-7,034$ |
| $-5,930$ |
| $-6,875$ |
| $-3,185$ |
| 0 |
| $-3,134$ |
| $-5,771$ |
| $-6,875$ |
| $-6,189$ |
| 0 |
| $-8,095$ |
| $-9,286$ |
| $-8,910$ |
| 0 |
| 0 |
| $-20,766$ |
| $-17,101$ |
| 0 |
| $-19,538$ |
| 0 |
| 0 |
| 0 |
| $-22,024$ |
| 0 |
| 0 |
| $-22,279$ |
| 0 |



|  |
| :---: |
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|  |

## Leasing Commissions

1. JCPenney
2. China Max
3. Kobe Japan
4. Rogers \& Hollands
5. Zales J ewelers
6. Kay J ewelers
7. Gloria J ean's Coffee
8. GNC
9. GameStop
10. Claire's Boutique
11. Journeys
12. Francesca's
13. Tradehome Shoes
14. Spencer Gifts
15. Pearle Vision
16. Zumiez
17. Valley View Nails \& Spa
18. Famous Footwear
19. HuHot Grill
20. Foot Locker
21. Torrid
22. Rue21
23. Visionworks
24. Bath \& Body Works
25. Buckle
26. Express
27. ULTA
28. Maurices
29. American Eagle
30. Barnes \& Noble

Total Leasing Commissions

## Market Rent

1. J CPenney
2. Temporary Tenants
3. China Max
4. Vacant
5. Kobe J apan
6. Rogers \& Hollands
7. Zales J ewelers
8. Kay J ewelers
9. Vacant
10. Vacant
11. Vacant
12. Vacant
13. Gloria J ean's Coffee
14. GNC
15. GameStop
16. Vacant
17. Vacan
18. Vacant
hoes

2002 FC7 FC1 0129 0125 0167 0176 0166 0130 0154 0123 0112 0145 0104 0148 0107 0169 0153 0122 0115 0157 0142 0180

| 0 | 0 | 0 |
| ---: | ---: | ---: |
| 0 | $-17,070$ | 0 |
| 0 | 0 | 0 |
| 0 | $-38,304$ | 0 |
| 0 | $-32,296$ | 0 |
| 0 | $-37,440$ | 0 |
| 0 | $-12,613$ | 0 |
| 0 | $-16,023$ | 0 |
| 0 | $-12,414$ | 0 |
| $-12,731$ | 0 | 0 |
| 0 | $-15,316$ | 0 |
| 0 | $-13,789$ | 0 |
| 0 | 0 | 0 |
| 0 | $-18,035$ | 0 |
| $-20,484$ | 0 | 0 |
| 0 | $-19,851$ | 0 |
| 0 | 0 | $-12,241$ |
| 0 | 0 | $-27,732$ |
| 0 | $-32,900$ | 0 |
| $-26,825$ | 0 | 0 |
| 0 | 0 | 0 |
| 0 | $-30,953$ | 0 |
| 0 | 0 | $-19,124$ |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | $-32,712$ | 0 |
| 0 | $-95,442$ | 0 |
| 0 | $-33,090$ | 0 |
| 0 | 0 | 0 |
| 0 | $-458,248$ | $-59,098$ |
| $-60,039$ |  | -27 |

19. Claire's Boutique
20. J ourneys
21. Francesca's
22. Tradehome Shoes
23. Spencer Gifts
24. Pearle Vision
25. Zumiez
26. Valley View Nails \& Spa
27. Vacant
28. Vacant
29. Vacant
30. Vacant
31. Vacant
32. Famous Footwear
33. HuHot Grill
34. Foot Locker
35. Torrid
36. Rue21
37. Vacant
38. Visionworks
39. Vacant
40. Vacant
41. Bath \& Body Works
42. Buckle
43. Express
44. ULTA
45. Maurices
46. American Eagle
47. Barnes \& Noble
48. Vacant
49. Vacant
Total Market Rent

| 62,145 | 62,766 | 63,708 | 64,982 | 66,282 | 67,607 | 68,960 | 70,339 | 71,745 | 73,180 | 74,644 | 746,359 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 74,025 | 74,765 | 75,887 | 77,404 | 78,953 | 80,532 | 82,142 | 83,785 | 85,461 | 87,170 | 88,913 | 889,037 |
| 66,645 | 67,311 | 68,321 | 69,688 | 71,081 | 72,503 | 73,953 | 75,432 | 76,941 | 78,479 | 80,049 | 800,404 |
| 93,960 | 94,900 | 96,323 | 98,250 | 100,215 | 102,219 | 104,263 | 106,348 | 108,475 | 110,645 | 112,858 | 1,128,456 |
| 87,165 | 88,037 | 89,357 | 91,144 | 92,967 | 94,827 | 96,723 | 98,658 | 100,631 | 102,643 | 104,696 | 1,046,848 |
| 99,990 | 100,990 | 102,505 | 104,555 | 106,646 | 108,779 | 110,954 | 113,174 | 115,437 | 117,746 | 120,101 | 1,200,876 |
| 95,940 | 96,899 | 98,353 | 100,320 | 102,326 | 104,373 | 106,460 | 108,590 | 110,761 | 112,977 | 115,236 | 1,152,235 |
| 56,655 | 57,222 | 58,080 | 59,241 | 60,426 | 61,635 | 62,868 | 64,125 | 65,407 | 66,716 | 68,050 | 680,424 |
| 61,110 | 61,721 | 62,647 | 63,900 | 65,178 | 66,481 | 67,811 | 69,167 | 70,551 | 71,962 | 73,401 | 733,928 |
| 102,330 | 103,353 | 104,904 | 107,002 | 109,142 | 111,325 | 113,551 | 115,822 | 118,138 | 120,501 | 122,911 | 1,228,979 |
| 54,675 | 55,222 | 56,050 | 57,171 | 58,314 | 59,481 | 60,670 | 61,884 | 63,121 | 64,384 | 65,672 | 656,644 |
| 130,208 | 131,510 | 133,483 | 136,152 | 138,875 | 141,653 | 144,486 | 147,376 | 150,323 | 153,330 | 156,396 | 1,563,793 |
| 129,728 | 131,025 | 132,991 | 135,650 | 138,363 | 141,131 | 143,953 | 146,832 | 149,769 | 152,764 | 155,820 | 1,558,028 |
| 128,352 | 129,636 | 131,580 | 134,212 | 136,896 | 139,634 | 142,426 | 145,275 | 148,181 | 151,144 | 154,167 | 1,541,502 |
| 159,008 | 160,598 | 163,007 | 166,267 | 169,593 | 172,984 | 176,444 | 179,973 | 183,572 | 187,244 | 190,989 | 1,909,679 |
| 130,944 | 132,253 | 134,237 | 136,922 | 139,660 | 142,454 | 145,303 | 148,209 | 151,173 | 154,196 | 157,280 | 1,572,632 |
| 127,392 | 128,666 | 130,596 | 133,208 | 135,872 | 138,589 | 141,361 | 144,188 | 147,072 | 150,014 | 153,014 | 1,529,972 |
| 149,600 | 151,096 | 153,362 | 156,430 | 159,558 | 162,749 | 166,004 | 169,325 | 172,711 | 176,165 | 179,689 | 1,796,690 |
| 97,152 | 98,124 | 99,595 | 101,587 | 103,619 | 105,691 | 107,805 | 109,961 | 112,161 | 114,404 | 116,692 | 1,166,791 |
| 88,512 | 89,397 | 90,738 | 92,553 | 94,404 | 96,292 | 98,218 | 100,182 | 102,186 | 104,230 | 106,314 | 1,063,025 |
| 115,680 | 116,837 | 118,589 | 120,961 | 123,380 | 125,848 | 128,365 | 130,932 | 133,551 | 136,222 | 138,946 | 1,389,312 |
| 80,800 | 81,608 | 82,832 | 84,489 | 86,179 | 87,902 | 89,660 | 91,453 | 93,282 | 95,148 | 97,051 | 970,405 |
| 150,000 | 151,500 | 153,773 | 156,848 | 159,985 | 163,185 | 166,448 | 169,777 | 173,173 | 176,636 | 180,169 | 1,801,494 |
| 199,920 | 201,919 | 204,948 | 209,047 | 213,228 | 217,492 | 221,842 | 226,279 | 230,805 | 235,421 | 240,129 | 2,401,031 |
| 158,100 | 159,681 | 162,076 | 165,318 | 168,624 | 171,997 | 175,437 | 178,945 | 182,524 | 186,175 | 189,898 | 1,898,774 |
| 328,980 | 332,270 | 337,254 | 343,999 | 350,879 | 357,896 | 365,054 | 372,355 | 379,803 | 387,399 | 395,147 | 3,951,036 |
| 185,250 | 187,103 | 189,909 | 193,707 | 197,581 | 201,533 | 205,564 | 209,675 | 213,868 | 218,146 | 222,509 | 2,224,845 |
| 159,930 | 161,529 | 163,952 | 167,231 | 170,576 | 173,987 | 177,467 | 181,017 | 184,637 | 188,330 | 192,096 | 1,920,752 |
| 460,515 | 465,120 | 472,097 | 481,539 | 491,170 | 500,993 | 511,013 | 521,233 | 531,658 | 542,291 | 553,137 | 5,530,766 |
| 40,000 | 40,400 | 41,006 | 41,826 | 42,663 | 43,516 | 44,386 | 45,274 | 46,179 | 47,103 | 48,045 | 480,398 |
| 40,000 | 40,400 | 41,006 | 41,826 | 42,663 | 43,516 | 44,386 | 45,274 | 46,179 | 47,103 | 48,045 | 480,398 |
| 6,049,043 | 6,109,533 | 6,201,176 | 6,325,200 | 6,451,704 | 6,580,738 | 6,712,353 | 6,846,600 | 6,983,532 | 7,123,202 | 7,265,667 | 72,648,748 |

* Results displayed are based on Forecast data only


## Input Assumptions Report <br> Valley View Mall (Amounts in USD, Measures in SF)

Feb, 2023 through Jan, 2034
3/12/2023 9:00:05 PM

## Modeling Policies - General

## Sections

Traditional Valuation False
Without Discounted Cash Flow False

Capitalization Valuation False

Calculate Assured Income False

German Income Approach False

| Inflation | Express |
| :--- | :--- |
| Monthly Detail Inflation | Annually |
| Inflate Market Rates | False |
| Allow Inflation in Year One |  |
| Rounding | None |
| Vendor's Cost Net Rounding | None |
| AREA ERV Rounding |  |
| 'Say' Value Rounding | None |
| German Income Approach Market | None |
| Value |  |


| Vacancy \& Credit Loss |  |
| :--- | :--- |
| Calculation Frequency | Monthly |
| Calculation Month | Analysis Date |

Market Leasing
Use Intelligent Renewalsfirst day of the month

## Valuation Date

Enter Valuation Date using days False

## Modeling Policies - Revenues and Expenses

## Revenue and Expense

Use Account Number True
Show Parent Account Numbers False

| Show Account Types | False |
| :---: | :---: |
| Use Fixed \% for Recovery Gross Up Only | False |
| Use Amount 2 | True |
| Lock revenues and expenses entries | False |
| Copy Year Default Basis | Use Forecast Values |
| Prop 13 Initial Amount | Direct Cap Value |
| Modeling Policies - Tenants |  |
| Tenants |  |
| Base Rent Input | \$ / SF / Year |
| Calculate Potential Rent | Base Rent |
| Blend Calculated Market Rate | True |
| Use Lease ID | False |
| Show Alternate Area | False |
| Use Straight Line/GAAP Rent | False |
| Use Acquisition Date in GAAP Rent calculations | False |
| Acquisition Date | September, 2020 |
| Reset CPI on changes to Base Rent | True |
| Use Prior Rental Value for Market Base Rent | False |
| Use Exact Increase Amount for CPI Increases | False |
| Calculate a Full Year of CPI for Partial Year Leases | False |
| Timing for CPI Increases | Use Lease Begin Date |
| Rent for CPI Increases | Rent in Prior 12 Months |

Calculate Leasing Commissions As Capital Expenses
Calculate Tenant Improvements As Capital Expenses
Calculate Security Deposit Interest As Operating Revenue
Multifamily Vacancy Allowance Cal Basis Economic Occupancy
Calculate General Vacancy Overrides ..... By
Tenant Group
Free Rent Calculations Method Use Fractional Months
Modeling Policies - Recoveries
Recoveries
Default Recovery Type ..... Net
Gross Up Variable Expenses for Recoveries ..... False
Gross Up Variable Expense 100.00\%
Gross Up Percent of Line 100\% Variable
Use Monthly Occupancy for Gross Up False
Calculation Frequency Annually
Automatically add Expenses to new ..... FalseExpense Groups
Apply Admin Fees As
\% of Recoverable Expenses ..... True
Calculate admin fee before ..... False
deduction of Anchor Contribution

| Calculate Base Year Stop |  |
| :---: | :---: |
| Before Admin Fees | False |
| \% of Recovery | False |

## Property - Description

| General Information |  |
| :---: | :---: |
| Property Name | Valley View Mall |
| External ID | 23US006696-1 |
| Entity ID | 23US006696-1 |
| Label | 23US006696-1 |
| Property Type | Retail |
| Building Area Type | Enter Area |
| Building Area | 306,613 |
| \% Owned | 100.0\% |
| Template |  |
| Timing |  |
| Override Scenario Settings | False |
| Use Actuals | False |
| Actual Values End | N/A |
| Use Prior Budget | False |
| Budget Period End | N/A |
| Use Inflation Begin Date | False |
| Miscellaneous Revenue Inflation Begins | N/A |
| Operating Expense Inflation Begins | N/A |
| Capital Expense Inflation Begins | N/A |
| Non-Operating Expense Inflation Begins | N/A |
| Market Inflation Begins | N/A |


| Analysis |  |
| :--- | :--- |
| Analysis Begin Date | February, 2023 |
| Analysis Length Years | 10 |
| Analysis Length Months | 0 |
| Purchase Date | Analysis Begin |
|  | February, 2023 |
|  |  |

## Currency \& Measurement

| Property Currency | USD |
| :--- | :--- |
| Property Area Measure | SF |
| Scenario Currency | USD |
| Scenario Area Measure | SF |

## Property - Location

| Address |  |
| :--- | :--- |
| Address Line 1 | 3800 State Road 16 |
| Address Line 2 |  |
| City | LaCrosse |
| State / Territory | Wisconsin |
| Zip / Postal Code | 54601 |
| Country | United States |
| Parcel Number |  |

## Property - Additiona

Additional Property Information

## Preparer Name

Appraisal Number
Loan Number
Year Built
Portfolio Name

## Property - Area Measures

| General | Rentable Area |  |  | Occupied Area |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | How Input | Area | Selected Rentable Areas Selected Units | How Input | Selected Tenants | Selected Lease Types |
| Building Area | Enter Area | 306,613 |  | All Tenants |  |  |
| Office Total | Enter Area | 0 |  | Per Lease Type |  | Office |
| Retail Total | Enter Area | 0 |  | Per Lease Type |  | Retail |
| Industrial Total | Enter Area | 0 |  | Per Lease Type |  | Industrial |
| Storage Total | Enter Area | 0 |  | Per Lease Type |  | Storage |
| Alternate Building Area | Enter Area | 0 |  | All Tenants |  |  |
| General | Occupied Area |  |  |  |  |  |
| Name | Area Type | Minimum | Adjusted Minimum |  |  |  |
| Building Area | Standard Area | 0 |  |  |  |  |
| Office Total | Standard Area | 0 |  |  |  |  |
| Retail Total | Standard Area | 0 |  |  |  |  |
| Industrial Total | Standard Area | 0 |  |  |  |  |
| Storage Total | Standard Area | 0 |  |  |  |  |

## Market - Inflation

| Inflation Information |  | Values |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Inflation Basis | J an 2024 | J an 2025 | J an 2026 | J an 2027 | J an 2028 | J an 2029 |
| No Inflation | As Entered |  | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| General Inflation Rate | As Entered |  | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |
| Market Inflation Rate | As Entered |  | 1.00\% | 1.50\% | 2.00\% | 2.00\% | 2.00\% |
| Expense Inflation Rate | As Entered |  | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |
| CPI Inflation Rate | As Entered |  | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |
| Inflation Information | Values |  |  |  |  |  |  |
| Name | J an 2030 | J an 2031 | J an 2032 | J an 2033 | Jan 2034 |  |  |
| No Inflation | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% |  |  |
| General Inflation Rate | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |  |  |
| Market Inflation Rate | 2.00\% | 2.00\% | 2.00\% | 2.00\% | 2.00\% |  |  |
| Expense Inflation Rate | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |  |  |
| CPI Inflation Rate | 3.00\% | 3.00\% | 3.00\% | 3.00\% | 3.00\% |  |  |

Inflation Analysis Date
Month:
Recovery $\quad$ Fiscal Recovery using Fiscal Inflation
Timing:

## Market - General Vacancy



## Market - Credit Loss

| How Input | Amount | Inflation \% | Override Specific <br> Tenants | Override Treatment |
| :--- | :--- | :--- | :--- | :--- |
| \% of Potential Gross <br> Revenue | $1.0 \%$ | No | Replace Standard Rate |  |

## Market - Market Leasing

| Name | General |  |  | Base Rent (/Area) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Term (Yrs/Mos) | Renewal \% | Months Vacant | Base Rent Unit | New Base Rent | New Base Rent Inf. | Renew Base Rent |
| Anchor | 10/0 | 65.0\% | 24.00 | \$ / SF / Year | 4.00 | Market Inflation Rate | Same as New |
| J unior Anchor | 10/0 | 65.0\% | 12.00 | \$ / SF / Year | 15.00 | Market Inflation Rate | Same as New |
| Inline > 5,000 SF | 5/0 | 65.0\% | 12.00 | \$/ SF / Year | 30.00 | Market Inflation Rate | Same as New |
| I nline 2,500-4,999 SF | 5/0 | 65.0\% | 12.00 | \$ / SF / Year | 32.00 | Market Inflation Rate | Same as New |
| Inline 1,000-2,499 SF | 5/0 | 65.0\% | 12.00 | \$ / SF / Year | 45.00 | Market Inflation Rate | Same as New |
| Inline < 1,000 SF | 5/0 | 65.0\% | 12.00 | \$ / SF / Year | 80.00 | Market Inflation Rate | Same as New |
| Food Court / J ewelry | 5/0 | 65.0\% | 12.00 | \$ / SF / Year | 110.00 | Market Inflation Rate | Same as New |
| Kiosk | 5/0 | 65.0\% | 12.00 | \$/ Year | 40,000 | Market Inflation Rate | Same as New |
| Name | Base Rent (/Area) |  |  | Rent Increases |  |  |  |
| Name | Renew Base Rent Inf. | Renewal Override | \% of Prior Rent | Changing Base Rent | Fixed Steps | Step Amounts | CPI Increases |
| Anchor |  |  |  | Varies |  |  | None |
| J unior Anchor |  |  |  | Varies |  |  | None |
| Inline > 5,000 SF |  |  |  | None | \% Increase | 2.0\% | None |
| Inline 2,500-4,999 SF |  |  |  | None | \% Increase | 2.0\% | None |
| Inline 1,000-2,499 SF |  |  |  | None | \% Increase | 2.0\% | None |
| Inline < 1,000 SF |  |  |  | None | \% Increase | 2.0\% | None |
| Food Court / J ewelry |  |  |  | None | \% Increase | 2.0\% | None |
| Kiosk |  |  |  | None | \% Increase | 2.0\% | None |
| Name | Rent Increases | Rental Value |  |  |  | Free Rent(Mo) |  |
| Name | Inflation Rate / Index | Rental Value Unit | Rental Value | Effective Rental Value | Rental Value Inflation | New Free Rent | Renew Free Rent |
| Anchor |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| J unior Anchor |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| Inline > 5,000 SF |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| I nline 2,500-4,999 SF |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| Inline 1,000-2,499 SF |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| Inline < 1,000 SF |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| Food Court / J ewelry |  | Continue Prior |  | Net |  | 5.00 | 0.00 |
| Kiosk |  | Continue Prior |  | Net |  | 0 | 0 |
| Name | Recoveries |  |  | Miscellaneous Items |  | Improvements |  |
| Name | Structure | Amount | Inflation \% | Miscellaneous Rent | Incentives | TI Unit | New TI |
| Anchor | None |  |  | None | None | \$/ Area | 10.00 |
| J unior Anchor | None |  |  | None | None | \$/ Area | 10.00 |
| Inline > 5,000 SF | None |  |  | None | None | \$/ Area | 10.00 |


| Inline 2,500-4,999 SF | None |  |  | None | None | \$ / Area | 10.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inline 1,000-2,499 SF | None |  |  | None | None | \$ / Area | 10.00 |
| Inline < 1,000 SF | None |  |  | None | None | \$ / Area | 10.00 |
| Food Court / J ewelry | None |  |  | None | None | \$ / Area | 10.00 |
| Kiosk | None |  |  | None | None | None |  |
| Name | Improvements |  |  |  |  | Leasing Commissions |  |
| Name | New TI Inflation \% | Renew TI | Renew TI Inflation \% | TI Timing | Amortize TI | New LC Unit | New LC |
| Anchor | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Junior Anchor | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Inline > 5,000 SF | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Inline 2,500-4,999 SF | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Inline 1,000-2,499 SF | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Inline < 1,000 SF | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Food Court / J ewelry | Expense Inflation Rate | 0.00 | Expense Inflation Rate | 100.0\% |  | Fixed \% | 6.0\% |
| Kiosk |  |  |  |  |  | Fixed \% | 6.0\% |
| Name | Leasing Commissions |  |  |  |  |  | Security Deposit |
| Name | New LC Inflation \% | Renew LC Unit | Renew LC | Renew LC Inflation \% | LC Timing | Amortize LC | New Security Deposit |
| Anchor |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| J unior Anchor |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Inline > 5,000 SF |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Inline 2,500-4,999 SF |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Inline 1,000-2,499 SF |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Inline < 1,000 SF |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Food Court / J ewelry |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Kiosk |  | Fixed \% | 3.0\% |  | 100.0\% |  | None |
| Name | Security Deposit | Percentage Rent | Renew) |  |  |  |  |
| Name | Renew Security Deposit | Sales \% Basis | Sales \% | Sales Amount Unit | Sales Amount | Inflation \% | Breakpoint |
| Anchor | None | None |  |  |  |  |  |
| Junior Anchor | None | None |  |  |  |  |  |
| Inline > 5,000 SF | None | None |  |  |  |  |  |
| Inline 2,500-4,999 SF | None | None |  |  |  |  |  |
| Inline 1,000-2,499 SF | None | None |  |  |  |  |  |
| Inline < 1,000 SF | None | None |  |  |  |  |  |
| Food Court / J ewelry | None | None |  |  |  |  |  |


| Kiosk | None | None |  |
| :---: | :---: | :---: | :---: |
| Name | Percentage Rent (New \& Renew) | Upon Expiration | External ID |
| Name | Break Amount | Upon Expiration | External ID |
| Anchor |  | Anchor (1) | Anchor |
| Junior Anchor |  | J unior Anchor (2) | Junior Anchor |
| Inline > 5,000 SF |  | Inline > 5,000 SF (3) | Inline > 5,000 SF |
| Inline 2,500-4,999 SF |  | Inline 2,500-4,999 SF (4) | Inline 2,500-4,999 SF |
| Inline 1,000-2,499 SF |  | Inline 1,000-2,499 SF (5) | Inline 1,000-2,499 SF |
| Inline < 1,000 SF |  | Inline $<1,000 \mathrm{SF}$ (6) | Inline $<1,000 \mathrm{SF}$ |
| Food Court / J ewelry |  | Food Court / J ewelry (7) | Food Court / J ewelry |
| Kiosk |  | Kiosk (8) | Kiosk |

## Changing Rent

 Anchor| Month Number | Years | Months | Type | Units | Amount | Repeat Annually |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 5 | 0 | Base | \% Market Base Rent | 100\% |  |
| 61 | 5 | 0 | Base | \% Increase | 10\% | No |
| Month Number | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount | Adjust Expense Stops |

1
61
Month Number Stop Year

1
61

| J unior Anchor |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Month Number | Years | Months | Type | Units | Amount | Repeat Annually |
| 1 | 5 | 0 | Base | \% Market Base Rent | 100\% |  |
| 61 | 5 | 0 | Base | \% Increase | 10\% | No |
| Month Number | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount | Adjust Expense Stops |
| 1 |  |  |  |  |  |  |
| 61 |  |  |  |  |  |  |

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61

## Market - Rent Components

| General | Elements to Include |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Base Rent | Fixed Step Rent | Miscellaneous Rent | CPI | Percentage Rent | Recoveries | Free Rent |
| Standard Rent | True | True | False | True | False | False | True |
| Total Prior Components | True | True | False | True | True | False | False |
| Base Rent | True | False | False | False | False | False | False |

## Revenues - Miscellaneous

| General |  |  |  | Amount |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Parent Account Number | Account Number | Account Type | How Input | Amount1 | Frequency | Amount2 |
| Other Income |  |  |  | \$ / Rentable Area | 0.10 | Annually |  |
| Specialty Leasing |  |  |  | \$/ Rentable Area | 1.75 | Annually |  |
| General | Amount |  | Apply to Tenants |  | Timing |  |  |
| Name | Area Measure | Fixed \% | Apply to Tenants | Applied Tenants | Start Date | Date | Start Date Adjustment |
| Other Income | Building Area | 100.0 \% | No |  | Analysis Begin |  | None |
| Specialty Leasing | Building Area | 100.0 \% | No |  | Analysis Begin |  | None |
| General | Timing |  |  |  |  | Inflation | Limits |
| Name | Adjustment Months | Repeat | End Date | Date | Duration Months | Inflation \% | Limits |
| Other Income |  | Monthly | None |  |  | General Inflation Rate | None |
| Specialty Leasing |  | Monthly | None |  |  | General Inflation Rate | None |
| General | Limits |  |  |  |  | Usage | Notes |
| Name | Basis | Minimum | Minimum Inflation \% | Maximum | Maximum Inflation \% | Discounted Cash Flow | Notes |
| Other Income |  |  |  |  |  | Include |  |
| Specialty Leasing |  |  |  |  |  | Include |  |
| General | External ID |  |  |  |  |  |  |
| Name | External ID |  |  |  |  |  |  |
| Other Income | Other Income |  |  |  |  |  |  |
| Specialty Leasing | Specialty Leasing |  |  |  |  |  |  |

## Expenses - Operating Expenses

| General |  |  |  | Amount |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Parent Account Number | Account Number | Account Type | How Input | Amount1 | Frequency | Amount 2 |
| Real Estate Taxes |  |  |  | Amount 1 | 547,320.51 | Annually |  |
| Property Insurance |  |  |  | \$ / Rentable Area | 0.50 | Annually |  |
| Common Area Maintenance |  |  |  | \$ / Rentable Area | 5.50 | Annually |  |
| Management Fee |  |  |  | \% of Effective Gross Revenue | 2.5\% |  |  |
| Other |  |  |  | \$ / Rentable Area | 0.25 | Annually |  |
| General | Amount |  |  | Apply to Tenants |  | Timing |  |
| Name | Area Measure | Fixed \% | Recoverable \% | Apply to Tenants | Applied Tenants | Start Date | Date |
| Real Estate Taxes |  | 100.00\% | 100.00\% | No |  | Analysis Begin |  |
| Property Insurance | Building Area | 100.00\% | 100.00\% | No |  | Analysis Begin |  |
| Common Area Maintenance | Building Area | 100.00\% | 100.00\% | No |  | Analysis Begin |  |
| Management Fee |  |  | 100.00\% | No |  | Analysis Begin |  |
| Other | Building Area | 100.00\% | 100.00\% | No |  | Analysis Begin |  |
| General | Timing |  |  |  |  |  | Inflation |
| Name | Start Date Adjustment | Adjustment Months | Repeat | End Date | Date | Duration Months | Inflation \% |
| Real Estate Taxes | None |  | Monthly | None |  |  | Expense Inflation Rate |
| Property Insurance | None |  | Monthly | None |  |  | Expense Inflation Rate |
| Common Area <br> Maintenance | None |  | Monthly | None |  |  | Expense Inflation Rate |
| Management Fee | None |  | Monthly | None |  |  |  |
| Other | None |  | Monthly | None |  |  | Expense Inflation Rate |
| General | Limits |  |  |  |  |  | Usage |
| Name | Limits | Basis | Minimum | Minimum Inflation \% | Maximum | Maximum Inflation \% | Discounted Cash Flow |
| Real Estate Taxes |  |  |  |  |  |  | Include |
| Property Insurance | None |  |  |  |  |  | Include |
| Common Area <br> Maintenance | None |  |  |  |  |  | Include |
| Management Fee | None |  |  |  |  |  | Include |


| General | Usage <br> Traditional Valuation |
| :--- | :--- |
| Name |  |
| Real Estate Taxes |  |
| Property Insurance |  |
| Common Area |  |
| Maintenance |  |
| Management Fee |  |
| Other |  |

## Expenses - Capital Expenses

| General |  |  |  |  | Amount |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Parent Account Number | Account Number | Account Type | Project ID | How Input | Amount1 | Frequency |
| Reserves for Replacement |  |  |  |  | \$ / Rentable Area | 0.50 | Annually |
| Deferred Maintenance |  |  |  |  | Amount 1 | Varies |  |
| General | Amount | Area Measure | Fixed \% | Apply to Tenants | Applied Tenan | Timing | Date |
| Reserves for Replacement |  | Building Area | 100.00\% | No |  | Analysis Begin |  |
| Deferred Maintenance |  |  | 100.00\% | No |  | Analysis Begin |  |
| General | Timing |  |  |  |  |  | Inflation |
| Name | Start Date Adjustment | Adjustment Months | Repeat | End Date | Date | Duration Months | Inflation \% |
| Reserves for Replacement | None |  | Monthly | None |  |  | Expense Inflation Rate |
| Deferred Maintenance | None |  |  | None |  |  | Expense Inflation Rate |
| General | Amortization |  |  |  | Limits |  |  |
| Name | Start Date | Date | Term (Months) | Interest Rate | Limits | Basis | Minimum |
| Reserves for Replacement | None |  |  |  | None |  |  |
| Deferred Maintenance | None |  |  |  |  |  |  |
| General | Limits |  |  | Usage |  |  |  |
| Name | Minimum Inflation \% | Maximum | Maximum Inflation \% | Discounted Cash Flow | Traditional Valuation |  |  |
| Reserves for Replacement |  |  |  | Include |  |  |  |
| Deferred Maintenance |  |  |  | Include |  |  |  |

## Capital Amount1 Varies

## Deferred Maintenance

| Year Ending | J an-2024 | J an-2025 | Jan-2026 | Jan-2027 | Jan-2028 | Jan-2029 | J an-2030 | J an-2031 | Jan-2032 | J an-2033 | Jan-2034 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mar | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Apr | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| May | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Jun | 57,666.666 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Jul | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Aug | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sep | 57,666.666 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Oct | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Nov | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Dec | $57,666.666$ 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| J an | $\begin{array}{r} 57,666.666 \\ 7 \end{array}$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 692,000 | 0 | 0 | 00 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Inflation | 0 | 0.03 | 3.03 | 30.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | - 0.03 |

## Tenants - Rent Roil

| Name |  |  | Reference | General |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Active | Name | Suite | Lease ID | Tenure | Lease Status | Lease Type | Affects Occupancy |
| Yes | J CPenney | 2002 |  | Freehold | Contract | Retail | Yes |
| Yes | Temporary Tenants | Various |  | Freehold | Contract | Retail | Yes |
| Yes | China Max | FC7 |  | Freehold | Contract | Retail | Yes |
| Yes | Vacant | 0113 |  | Freehold | Speculative | Retail | Yes |
| Yes | Kobe J apan | FC1 |  | Freehold | Contract | Retail | Yes |
| Yes | Rogers \& Hollands | 0173 |  | Freehold | Contract | Retail | Yes |


| Yes | Zales J ewelers | 0129 | Freehold | Contract | Retail | Yes |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Kay J ewelers | 0125 | Freehold | Contract | Retail | Yes |
| Yes | Vacant | FC6 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | FC3 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | FC8 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0165 | Freehold | Speculative | Retail | Yes |
| Yes | Gloria J ean's Coffee | 0167 | Freehold | Contract | Retail | Yes |
| Yes | GNC | 0176 | Freehold | Contract | Retail | Yes |
| Yes | GameStop | 0166 | Freehold | Contract | Retail | Yes |
| Yes | Vacant | 0193 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0189 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0134 | Freehold | Speculative | Retail | Yes |
| Yes | Claire's Boutique | 0175 | Freehold | Contract | Retail | Yes |
| Yes | J ourneys | 0130 | Freehold | Contract | Retail | Yes |
| Yes | Francesca's | 0163 | Freehold | Contract | Retail | Yes |
| Yes | Tradehome Shoes | 0154 | Freehold | Contract | Retail | Yes |
| Yes | Spencer Gifts | 0123 | Freehold | Contract | Retail | Yes |
| Yes | Pearle Vision | 0112 | Freehold | Contract | Retail | Yes |
| Yes | Zumiez | 0179 | Freehold | Contract | Retail | Yes |
| Yes | Valley View Nails \& Spa | 0145 | Freehold | Contract | Retail | Yes |
| Yes | Vacant | 0151 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0143 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0170 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0178 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0146 | Freehold | Speculative | Retail | Yes |
| Yes | Famous Footwear | 0104 | Freehold | Contract | Retail | Yes |
| Yes | HuHot Grill | 0148 | Freehold | Contract | Retail | Yes |
| Yes | Foot Locker | 0133 | Freehold | Contract | Retail | Yes |
| Yes | Torrid | 0107 | Freehold | Contract | Retail | Yes |
| Yes | Rue21 | 0169 | Freehold | Contract | Retail | Yes |
| Yes | Vacant | 0114 | Freehold | Speculative | Retail | Yes |
| Yes | Visionworks | 0153 | Freehold | Contract | Retail | Yes |
| Yes | Vacant | 0171 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 0111 | Freehold | Speculative | Retail | Yes |
| Yes | Bath \& Body Works | 0122 | Freehold | Contract | Retail | Yes |
| Yes | Buckle | 0116 | Freehold | Contract | Retail | Yes |
| Yes | Express | 0115 | Freehold | Contract | Retail | Yes |
| Yes | ULTA | 0157 | Freehold | Contract | Retail | Yes |
| Yes | Maurices | 0105 | Freehold | Contract | Retail | Yes |
| Yes | American Eagle | 0142 | Freehold | Contract | Retail | Yes |
| Yes | Barnes \& Noble | 0180 | Freehold | Contract | Retail | Yes |
| Yes | Vacant | 3502 | Freehold | Speculative | Retail | Yes |
| Yes | Vacant | 3505 | Freehold | Speculative | Retail | Yes |


| Active | Name | Area Type | Units | Area | Alternate Area | Current Area | Available |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | J CPenney | Area |  | 96,357 |  | 96357 | Specified Date |
| Yes | Temporary Tenants | Area |  | 63,941 |  | 63941 | Specified Date |
| Yes | China Max | Area |  | 750 |  | 750 | Specified Date |
| Yes | Vacant | Area |  | 1,490 |  | 0 | Analysis Begin |
| Yes | Kobe J apan | Area |  | 619 |  | 619 | Specified Date |
| Yes | Rogers \& Hollands | Area |  | 1,683 |  | 1683 | Specified Date |
| Yes | Zales J ewelers | Area |  | 1,419 |  | 1419 | Specified Date |
| Yes | Kay J ewelers | Area |  | 1,645 |  | 1645 | Specified Date |
| Yes | Vacant | Area |  | 789 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 533 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 710 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 750 |  | 0 | Analysis Begin |
| Yes | Gloria J ean's Coffee | Area |  | 762 |  | 762 | Specified Date |
| Yes | GNC | Area |  | 968 |  | 968 | Specified Date |
| Yes | GameStop | Area |  | 750 |  | 750 | Specified Date |
| Yes | Vacant | Area |  | 1,000 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 594 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 588 |  | 0 | Analysis Begin |
| Yes | Claire's Boutique | Area |  | 1,381 |  | 1381 | Specified Date |
| Yes | J ourneys | Area |  | 1,645 |  | 1645 | Specified Date |
| Yes | Francesca's | Area |  | 1,481 |  | 1481 | Specified Date |
| Yes | Tradehome Shoes | Area |  | 2,088 |  | 2088 | Specified Date |
| Yes | Spencer Gifts | Area |  | 1,937 |  | 1937 | Specified Date |
| Yes | Pearle Vision | Area |  | 2,222 |  | 2222 | Specified Date |
| Yes | Zumiez | Area |  | 2,132 |  | 2132 | Specified Date |
| Yes | Valley View Nails \& Spa | Area |  | 1,259 |  | 1259 | Specified Date |
| Yes | Vacant | Area |  | 1,358 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 2,274 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 1,215 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 4,069 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 4,054 |  | 0 | Analysis Begin |
| Yes | Famous Footwear | Area |  | 4,011 |  | 4011 | Specified Date |
| Yes | HuHot Grill | Area |  | 4,969 |  | 4969 | Specified Date |
| Yes | Foot Locker | Area |  | 4,092 |  | 4092 | Specified Date |
| Yes | Torrid | Area |  | 3,981 |  | 3981 | Specified Date |
| Yes | Rue21 | Area |  | 4,675 |  | 4675 | Specified Date |
| Yes | Vacant | Area |  | 3,036 |  | 0 | Analysis Begin |
| Yes | Visionworks | Area |  | 2,766 |  | 2766 | Specified Date |
| Yes | Vacant | Area |  | 3,615 |  | 0 | Analysis Begin |
| Yes | Vacant | Area |  | 2,525 |  | 0 | Analysis Begin |
| Yes | Bath \& Body Works | Area |  | 5,000 |  | 5000 | Specified Date |
| Yes | Buckle | Area |  | 6,664 |  | 6664 | Specified Date |
| Yes | Express | Area |  | 5,270 |  | 5270 | Specified Date |
| Yes | ULTA | Area |  | 10,966 |  | 10966 | Specified Date |


| Maurices | Area |
| :--- | :--- |
| American Eagle | Area |
| Barnes \& Noble | Area |
| Vacant | Area |
| Vacant | Area |


| 6,175 | 6175 |
| :--- | :--- |
| 5,331 | 5331 |
| 30,701 | 30701 |
| 181 | 0 |
| 192 | 0 |

Specified Date

192

| Specified Date |  |
| :--- | :--- |
| Specified Date |  |
| Specified Date |  |
| Analysis Begin |  |
|  | Analysis Begin |


| Name |  | General |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Active | Name | Available Date | Lease Execution | Start | Start Date | Term Length Unit | Term / Expire |
| Yes | J CPenney | 8/1/1980 |  | Specified Date | 8/1/1980 | Term/Date | 7/31/2025 |
| Yes | Temporary Tenants | 1/1/2021 |  | Specified Date | 1/1/2021 | Term/Date | 20/0 |
| Yes | China Max | 6/1/2012 |  | Specified Date | 6/1/2012 | Term/Date | 1/31/2024 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Kobe J apan | 7/1/2017 |  | Specified Date | 7/1/2017 | Term/Date | 6/30/2027 |
| Yes | Rogers \& Hollands | 2/1/2014 |  | Specified Date | 2/1/2014 | Term/Date | 12/31/2023 |
| Yes | Zales J ewelers | 5/1/2004 |  | Specified Date | 5/1/2004 | Term/Date | 1/31/2024 |
| Yes | Kay J ewelers | 2/1/2013 |  | Specified Date | 2/1/2013 | Term/Date | 1/31/2024 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Gloria J ean's Coffee | 10/1/2021 |  | Specified Date | 10/1/2021 | Term/Date | 9/30/2023 |
| Yes | GNC | 7/1/2022 |  | Specified Date | 7/1/2022 | Term/Date | 6/30/2024 |
| Yes | GameStop | 2/1/2021 |  | Specified Date | 2/1/2021 | Term/Date | 1/31/2024 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Claire's Boutique | 9/1/2021 |  | Specified Date | 9/1/2021 | Term/Date | 8/31/2023 |
| Yes | Journeys | 2/1/2021 |  | Specified Date | 2/1/2021 | Term/Date | 1/31/2024 |
| Yes | Francesca's | 2/1/2023 |  | Specified Date | 2/1/2023 | Term/Date | 1/0 |
| Yes | Tradehome Shoes | 2/1/2021 |  | Specified Date | 2/1/2021 | Term/Date | 1/31/2026 |
| Yes | Spencer Gifts | 2/1/2021 |  | Specified Date | 2/1/2021 | Term/Date | 1/31/2024 |
| Yes | Pearle Vision | 6/1/2013 |  | Specified Date | 6/1/2013 | Term/Date | 5/31/2023 |
| Yes | Zumiez | 2/1/2009 |  | Specified Date | 2/1/2009 | Term/Date | 1/31/2024 |
| Yes | Valley View Nails \& Spa | 1/1/2021 |  | Specified Date | 1/1/2021 | Term/Date | 12/31/2024 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Famous Footwear | 3/1/2021 |  | Specified Date | 3/1/2021 | Term/Date | 2/28/2025 |
| Yes | HuHot Grill | 6/1/2022 |  | Specified Date | 6/1/2022 | Term/Date | 12/31/2023 |
| Yes | Foot Locker | 6/1/2021 |  | Specified Date | 6/1/2021 | Term/Date | 5/31/2023 |
| Yes | Torrid | 11/1/2017 |  | Specified Date | 11/1/2017 | Term/Date | 10/31/2027 |
| Yes | Rue21 | 2/1/2023 |  | Specified Date | 2/1/2023 | Term/Date | 1/31/2024 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |


| Yes | Visionworks | 2/1/2022 |  | Specified Date | 2/1/2022 | Term/Date | 1/31/2025 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Bath \& Body Works | 2/1/2017 |  | Specified Date | 2/1/2017 | Term/Date | 1/31/2027 |
| Yes | Buckle | 2/1/2020 |  | Specified Date | 2/1/2020 | Term/Date | 1/31/2026 |
| Yes | Express | 2/1/2023 |  | Specified Date | 2/1/2023 | Term/Date | 1/31/2024 |
| Yes | ULTA | 10/1/2014 |  | Specified Date | 10/1/2014 | Term/Date | 9/30/2023 |
| Yes | Maurices | 10/1/2022 |  | Specified Date | 10/1/2022 | Term/Date | 9/30/2025 |
| Yes | American Eagle | 2/1/2023 |  | Specified Date | 2/1/2023 | Term/Date | 1/31/2024 |
| Yes | Barnes \& Noble | 2/1/2022 |  | Specified Date | 2/1/2022 | Term/Date | 1/31/2027 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Yes | Vacant |  |  | 240 |  | Market | 5/0 |
| Name |  | General |  |  | Rental Income |  |  |
| Active | Name | Lease Expiry | Lease Breaks | Earliest Break Date | Base Rent Unit | Base Rent | Current Rent |
| Yes | J CPenney | 7/31/2025 | None | None | \$/ Year | 225,000 | 225000 |
| Yes | Temporary Tenants | 12/31/2040 | None | None | \$/ Year | 677,112 | 704467.3248 |
| Yes | China Max | 1/31/2024 | None | None | \$/ Year | 0 | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Kobe J apan | 6/30/2027 | None | None | \$ / SF / Year | Varies | 47817.75 |
| Yes | Rogers \& Hollands | 12/31/2023 | None | None | \$ / SF / Year | Varies | 132620.4 |
| Yes | Zales J ewelers | 1/31/2024 | None | None | \$/ SF / Year | Varies | 145121.13 |
| Yes | Kay J ewelers | 1/31/2024 | None | None | \$/ Year | 140,000 | 140000 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Gloria J ean's Coffee | 9/30/2023 | None | None | \$/ Year | 69,586 | 69586 |
| Yes | GNC | 6/30/2024 | None | None | \$/ Year | 39,000 | 39000 |
| Yes | GameStop | 1/31/2024 | None | None | \$/ Year | 65,000 | 65000 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Claire's Boutique | 8/31/2023 | None | None | \$ / Year | Varies | 145753 |
| Yes | J ourneys | 1/31/2024 | None | None | \$/ Year | 0 | 0 |
| Yes | Francesca's | 1/31/2024 | None | None | \$/ Year | 0 | 0 |
| Yes | Tradehome Shoes | 1/31/2026 | None | None | \$/ Year | 70,992 | 70992 |
| Yes | Spencer Gifts | 1/31/2024 | None | None | \$/ Year | 60,000 | 60000 |
| Yes | Pearle Vision | 5/31/2023 | None | None | \$ / SF / Year | Varies | 61482.74 |
| Yes | Zumiez | 1/31/2024 | None | None | \$/ Year | 50,000 | 50000 |
| Yes | Valley View Nails \& Spa | 12/31/2024 | None | None | \$/ Year | Varies | 58366 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |
| Yes | Vacant | 1/31/2048 | None | None | \% of Market | 100.0\% | 0 |


| Vacant | $1 / 31 / 2048$ |
| :--- | :--- |
| Famous Footwear | $2 / 28 / 2025$ |
| HuHot Grill | $12 / 31 / 2023$ |
| Foot Locker | $5 / 31 / 2023$ |
| Torrid | $10 / 31 / 2027$ |
| Rue21 | $1 / 31 / 2024$ |
| Vacant | $1 / 31 / 2048$ |
| Visionworks | $1 / 31 / 2025$ |
| Vacant | $1 / 31 / 2048$ |
| Vacant | $1 / 31 / 2048$ |
| Bath \& Body Works | $1 / 31 / 2027$ |
| Buckle | $1 / 31 / 2026$ |
| Express | $1 / 31 / 2024$ |
| ULTA | $9 / 30 / 2023$ |
| Maurices | $9 / 30 / 2025$ |
| American Eagle | $1 / 31 / 2024$ |
| Barnes \& Noble | $1 / 31 / 2027$ |
| Vacant | $1 / 31 / 2048$ |
| Vacant | $1 / 31 / 2048$ |


| None |
| :--- |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |
| None |


| \% of Market | $100.0 \%$ | 0 |
| :--- | :--- | :--- |
| \$ / Year | 70,000 | 70000 |
| \$ / Year | 0 | 0 |
| \$ / Year | 61,380 | 61380 |
| \$ / Year | Varies | 62781 |
| \$ / SF / Year | 0.00 | 0 |
| \% of Market | $100.0 \%$ | 0 |
| \$ / Year | 100,000 | 100000 |
| \% of Market | $100.0 \%$ | 0 |
| \% of Market | $100.0 \%$ | 0 |
| \$/ Year | 0 | 0 |
| \$ / Year | 200,000 | 200000 |
| \$ / Year | 0 | 0 |
| \$ / Year | 96,501 | 96501 |
| \$ / Year | Varies | 125000 |
| \$ / Year | 270,000 | 270000 |
| \$/ Year | 200,000 | 200000 |
| \% of Market | $100.0 \%$ | 0 |
| \% of Market | $100.0 \%$ | 0 |


|  |  | Rental Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Active | Name | Next Rent Review | Fixed Steps Unit | Step Amounts | Payment Schedule | Rental Value Unit | Rental Value |
| Yes | $J$ CPenney |  | None |  | Monthly | Market Base Rent |  |
| Yes | Temporary Tenants |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | China Max |  | None |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Kobe J apan |  |  |  | Monthly | Market Base Rent |  |
| Yes | Rogers \& Hollands |  |  |  | Monthly | Market Base Rent |  |
| Yes | Zales J ewelers |  |  |  | Monthly | Market Base Rent |  |
| Yes | Kay J ewelers |  | None |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Gloria J ean's Coffee |  | None |  | Monthly | Market Base Rent |  |
| Yes | GNC |  | None |  | Monthly | Market Base Rent |  |
| Yes | GameStop |  | None |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Claire's Boutique |  |  |  | Monthly | Market Base Rent |  |
| Yes | J ourneys |  | None |  | Monthly | Market Base Rent |  |
| Yes | Francesca's |  | None |  | Monthly | Market Base Rent |  |
| Yes | Tradehome Shoes |  | None |  | Monthly | Market Base Rent |  |
| Yes | Spencer Gifts |  | None |  | Monthly | Market Base Rent |  |
| Yes | Pearle Vision |  |  |  | Monthly | Market Base Rent |  |


| Yes | Zumiez |  | None |  | Monthly | Market Base Rent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Valley View Nails \& Spa |  |  |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Famous Footwear |  | None |  | Monthly | Market Base Rent |  |
| Yes | HuHot Grill |  | None |  | Monthly | Market Base Rent |  |
| Yes | Foot Locker |  | None |  | Monthly | Market Base Rent |  |
| Yes | Torrid |  |  |  | Monthly | Market Base Rent |  |
| Yes | Rue21 |  | None |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase 2.0\% |  | Monthly | Market Base Rent |  |
| Yes | Visionworks |  | None |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Bath \& Body Works |  | None |  | Monthly | Market Base Rent |  |
| Yes | Buckle |  | None |  | Monthly | Market Base Rent |  |
| Yes | Express |  | None |  | Monthly | Market Base Rent |  |
| Yes | ULTA |  | None |  | Monthly | Market Base Rent |  |
| Yes | Maurices |  |  |  | Monthly | Market Base Rent |  |
| Yes | American Eagle |  | None |  | Monthly | Market Base Rent |  |
| Yes | Barnes \& Noble |  | None |  | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Yes | Vacant |  | \% Increase | 2.0\% | Monthly | Market Base Rent |  |
| Name |  | Rental Income |  |  |  |  |  |
| Active | Name | Current Rental Value | Effective Rental Value | Geared ERV | Geared ERV \% | Rental Value Inflation | Free Rent (Months) |
| Yes | J CPenney | 385428 | Net | No |  |  | 0.00 |
| Yes | Temporary Tenants | 255764 | Net | No |  |  | 0.00 |
| Yes | China Max | 82500 | Net | No |  |  | 0.00 |
| Yes | Vacant | 163900 | Net | No |  |  | 0.00 |
| Yes | Kobe J apan | 68090 | Net | No |  |  | 0.00 |
| Yes | Rogers \& Hollands | 185130 | Net | No |  |  | 0.00 |
| Yes | Zales J ewelers | 156090 | Net | No |  |  | 0.00 |
| Yes | Kay J ewelers | 180950 | Net | No |  |  | 0.00 |
| Yes | Vacant | 86790 | Net | No |  |  | 0.00 |
| Yes | Vacant | 58630 | Net | No |  |  | 0.00 |
| Yes | Vacant | 78100 | Net | No |  |  | 0.00 |
| Yes | Vacant | 60000 | Net | No |  |  | 0.00 |
| Yes | Gloria J ean's Coffee | 60960 | Net | No |  |  | 0.00 |
| Yes | GNC | 77440 | Net | No |  |  | 0.00 |
| Yes | GameStop | 60000 | Net | No |  |  | 0.00 |
| Yes | Vacant | 80000 | Net | No |  |  | 0.00 |
| Yes | Vacant | 47520 | Net | No |  |  | 0.00 |


| Yes | Vacant | 47040 | Net | No |  |  | 0.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Claire's Boutique | 62145 | Net | No |  |  | 0.00 |
| Yes | Journeys | 74025 | Net | No |  |  | 0.00 |
| Yes | Francesca's | 66645 | Net | No |  |  | 0.00 |
| Yes | Tradehome Shoes | 93960 | Net | No |  |  | 0.00 |
| Yes | Spencer Gifts | 87165 | Net | No |  |  | 0.00 |
| Yes | Pearle Vision | 99990 | Net | No |  |  | 0.00 |
| Yes | Zumiez | 95940 | Net | No |  |  | 0.00 |
| Yes | Valley View Nails \& Spa | 56655 | Net | No |  |  | 0.00 |
| Yes | Vacant | 61110 | Net | No |  |  | 0.00 |
| Yes | Vacant | 102330 | Net | No |  |  | 0.00 |
| Yes | Vacant | 54675 | Net | No |  |  | 0.00 |
| Yes | Vacant | 130208 | Net | No |  |  | 0.00 |
| Yes | Vacant | 129728 | Net | No |  |  | 0.00 |
| Yes | Famous Footwear | 128352 | Net | No |  |  | 0.00 |
| Yes | HuHot Grill | 159008 | Net | No |  |  | 0.00 |
| Yes | Foot Locker | 130944 | Net | No |  |  | 0.00 |
| Yes | Torrid | 127392 | Net | No |  |  | 0.00 |
| Yes | Rue21 | 149600 | Net | No |  |  | 0.00 |
| Yes | Vacant | 97152 | Net | No |  |  | 0.00 |
| Yes | Visionworks | 88512 | Net | No |  |  | 0.00 |
| Yes | Vacant | 115680 | Net | No |  |  | 0.00 |
| Yes | Vacant | 80800 | Net | No |  |  | 0.00 |
| Yes | Bath \& Body Works | 150000 | Net | No |  |  | 0.00 |
| Yes | Buckle | 199920 | Net | No |  |  | 0.00 |
| Yes | Express | 158100 | Net | No |  |  | 0.00 |
| Yes | ULTA | 328980 | Net | No |  |  | 0.00 |
| Yes | Maurices | 185250 | Net | No |  |  | 0.00 |
| Yes | American Eagle | 159930 | Net | No |  |  | 0.00 |
| Yes | Barnes \& Noble | 460515 | Net | No |  |  | 0.00 |
| Yes | Vacant | 40000 | Net | No |  |  | 0.00 |
| Yes | Vacant | 40000 | Net | No |  |  | 0.00 |
| Name |  | Rental Income | CPI |  |  |  |  |
| Active | Name | Current Free Rent | CPI Increases | Inflation Rate / Index | CPI Index Value Override | CPI Start Value Date | CPI Specified Start Value |
| Yes | $J$ CPenney | 0 | None |  |  |  |  |
| Yes | Temporary Tenants | 0 | None |  |  |  |  |
| Yes | China Max | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Kobe J apan | 0 | None |  |  |  |  |
| Yes | Rogers \& Hollands | 0 | None |  |  |  |  |
| Yes | Zales J ewelers | 0 | None |  |  |  |  |
| Yes | Kay J ewelers | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |


| Yes | Vacant | 0 | None |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Gloria J ean's Coffee | 0 | None |  |  |  |  |
| Yes | GNC | 0 | None |  |  |  |  |
| Yes | GameStop | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Claire's Boutique | 0 | None |  |  |  |  |
| Yes | J ourneys | 0 | None |  |  |  |  |
| Yes | Francesca's | 0 | None |  |  |  |  |
| Yes | Tradehome Shoes | 0 | None |  |  |  |  |
| Yes | Spencer Gifts | 0 | None |  |  |  |  |
| Yes | Pearle Vision | 0 | None |  |  |  |  |
| Yes | Zumiez | 0 | None |  |  |  |  |
| Yes | Valley View Nails \& Spa | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Famous Footwear | 0 | None |  |  |  |  |
| Yes | HuHot Grill | 0 | None |  |  |  |  |
| Yes | Foot Locker | 0 | None |  |  |  |  |
| Yes | Torrid | 0 | None |  |  |  |  |
| Yes | Rue21 | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Visionworks | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Bath \& Body Works | 0 | None |  |  |  |  |
| Yes | Buckle | 0 | None |  |  |  |  |
| Yes | Express | 0 | None |  |  |  |  |
| Yes | ULTA | 0 | None |  |  |  |  |
| Yes | Maurices | 0 | None |  |  |  |  |
| Yes | American Eagle | 0 | None |  |  |  |  |
| Yes | Barnes \& Noble | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Yes | Vacant | 0 | None |  |  |  |  |
| Name |  | CPI | GAAP Rent |  | Percentage Ren |  |  |
| Active | Name | Current Monthly CPI | GAAP Rent | Amount | Sales \% Basis | Sales \% | Sales Amount Unit |
| Yes | J CPenney |  |  |  | Percent | 1.5\% | Annual \$ |
| Yes | Temporary Tenants |  |  |  | None |  |  |


| China Max |
| :---: |
| Vacant |
| Kobe J apan |
| Rogers \& Hollands |
| Zales J ewelers |
| Kay J ewelers |
| Vacant |
| Vacant |
| Vacant |
| Vacant |
| Gloria J ean's Coffee |
| GNC |
| GameStop |
| Vacant |
| Vacant |
| Vacant |
| Claire's Boutique |
| J ourneys |
| Francesca's |
| Tradehome Shoes |
| Spencer Gifts |
| Pearle Vision |
| Zumiez |
| Valley View Nails \& Spa |
| Vacant |
| Vacant |
| Vacant |
| Vacant |
| Vacant |
| Famous Footwear |
| HuHot Grill |
| Foot Locker |
| Torrid |
| Rue21 |
| Vacant |
| Visionworks |
| Vacant |
| Vacant |
| Bath \& Body Works |
| Buckle |
| Express |
| ULTA |
| Maurices |
| American Eagle |
| Barnes \& Noble |

Percent
20.0\%

Annual \$
None
Percent 8.0\% Annual \$
Percent $6.0 \%$ Annual \$
Percent 8.0\% Annual \$

Percent
6.0\%

Annal
None
None
None
None

| Percent | $6.0 \%$ | Annual \$ |
| :--- | :--- | :--- |
| Percent | $8.0 \%$ | Annual \$ |
| Percent | $5.0 \%$ | Annual \$ |

None
None
None

| Percent | $17.0 \%$ | Annual \$ |
| :--- | :--- | :--- |
| Percent | $7.0 \%$ | Annual \$ |
| Percent | $8.0 \%$ | Annual \$ |
| Percent | $6.0 \%$ | Annual \$ |
| Percent | $10.0 \%$ | Annual \$ |
| Percent | $6.0 \%$ | Annual \$ |
| Percent | $8.0 \%$ | Annual \$ |
| Percent | $0.0 \%$ |  |

None
None
None
None
None

| Percent | $6.0 \%$ | Annual \$ |
| :--- | :--- | :--- |
| Percent | $7.0 \%$ | Annual \$ |
| Percent | $10.0 \%$ | Annual \$ |
| Percent | $0.0 \%$ | Annual \$ |
| Percent | $5.0 \%$ | Annual \$ |
| None |  |  |
| Percent | $10.0 \%$ | Annual \$ |
| None |  |  |
| None | $5.0 \%$ | Annual \$ |
| Percent | $0.0 \%$ | Annual \$ |
| Percent | $5.0 \%$ | Annual \$ |
| Percent | $0.0 \%$ | Annual \$ |
| Percent | $10.0 \%$ | Annual \$ |
| Percent | $0.0 \%$ | Annual \$ |
| Percent | $0.0 \%$ | Annual \$ |
| Percent |  |  |


| Name | Percentage Rent |  |  |  | Recoveries |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales Amount | Inflation \% | Breakpoint | Break Amount | Structure | Amount |
| J CPenney | 8,105,471 | General Inflation Rate | Annual \$ | 16,304,502 | Fixed Amount | 29,871.00 |
| Temporary Tenants |  |  |  |  | None |  |
| China Max | 241,265 | General Inflation Rate | Zero |  | Fixed Amount | 1,268.00 |
| Vacant |  |  |  |  | None |  |
| Kobe J apan | 338,638 | General Inflation Rate | Annual \$ | 597,722 | Fixed Amount | 23,855.00 |
| Rogers \& Hollands | 839,101 | General Inflation Rate | Annual \$ | 2,210,340 | Fixed Amount | 47,144.00 |
| Zales J ewelers | 1,037,934 | General Inflation Rate | Annual \$ | 2,418,686 | Fixed Amount | 35,480.00 |
| Kay J ewelers | 1,481,661 | General Inflation Rate | Annual \$ | 2,333,333 | Fixed Amount | 56,865.00 |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Gloria J ean's Coffee | 476,171 | General Inflation Rate | Annual \$ | 1,159,764 | Fixed Amount | 26,017.00 |
| GNC | 528,848 | General Inflation Rate | Annual \$ | 500,000 | Fixed Amount | 5,323.00 |
| GameStop | 576,644 | General Inflation Rate | Annual \$ | 800,000 | Fixed Amount | 3,698.00 |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Claire's Boutique | 693,560 | General Inflation Rate | Annual \$ | 665,427 | Fixed Amount | 5,520.00 |
| J ourneys | 587,028 | General Inflation Rate | Zero |  | Fixed Amount | 7,938.00 |
| Francesca's | 408,209 | General Inflation Rate | Zero |  | Fixed Amount | 6,889.00 |
| Tradehome Shoes | 2,255,891 | General Inflation Rate | Annual \$ | 1,183,200 | Fixed Amount | 46,576.00 |
| Spencer Gifts | 1,018,826 | General Inflation Rate | Annual \$ | 600,000 | Fixed Amount | 5,811.00 |
| Pearle Vision | 642,633 | General Inflation Rate | Annual \$ | 995,044 | Fixed Amount | 10,624.00 |
| Zumiez | 503,562 | General Inflation Rate | Annual \$ | 625,000 | Fixed Amount | 6,377.00 |
| Valley View Nails \& Spa | 236,422 | General Inflation Rate | Annual \$ | 5,722,200 | Fixed Amount | 529.00 |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |
| Famous Footwear | 1,307,419 | General Inflation Rate | Annual \$ | 1,166,667 | Fixed Amount | 13,276.00 |
| HuHot Grill | 1,168,193 | General Inflation Rate | Zero |  | None |  |
| Foot Locker | 931,669 | General Inflation Rate | Annual \$ | 1,350,000 | Fixed Amount | 102,853.00 |
| Torrid | 542,607 | General Inflation Rate | Natural |  | None |  |
| Rue21 | 535,150 | General Inflation Rate | Zero |  | Fixed Amount | 18,645.00 |
| Vacant |  |  |  |  | None |  |
| Visionworks | 787,867 | General Inflation Rate | Annual \$ | 1,000,000 | Fixed Amount | 11,670.00 |
| Vacant |  |  |  |  | None |  |
| Vacant |  |  |  |  | None |  |


| Yes | Bath \& Body Works | 3,091,625 | General Inflation Rate | Zero |  | Fixed Amount | 17,700.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Buckle | 2,600,906 | General Inflation Rate | Zero |  | Fixed Amount | 31,057.00 |
| Yes | Express | 923,906 | General Inflation Rate | Zero |  | Fixed Amount | 23,140.00 |
| Yes | ULTA | 4,496,372 | General Inflation Rate | Natural |  | Fixed Amount | 143,961.00 |
| Yes | Maurices | 1,786,449 | General Inflation Rate | Annual \$ | 325,000 | Fixed Amount | 24,240.00 |
| Yes | American Eagle | 2,116,883 | General Inflation Rate | Zero |  | Fixed Amount | 24,445.00 |
| Yes | Barnes \& Noble | 5,233,740 | General Inflation Rate | Zero |  | None |  |
| Yes | Vacant |  |  |  |  | None |  |
| Yes | Vacant |  |  |  |  | None |  |
| Name |  | Recoveries | Miscellaneous Items |  | Leasing Costs |  |  |
| Active | Name | Inflation \% | Miscellaneous Rent | Incentives | Improvements Unit | Improvements | Improvements Timing |
| Yes | J CPenney | General Inflation Rate | None | None | None |  |  |
| Yes | Temporary Tenants |  | None | None | None |  |  |
| Yes | China Max | General Inflation Rate | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Kobe J apan | General Inflation Rate | None | None | None |  |  |
| Yes | Rogers \& Hollands | General Inflation Rate | None | None | None |  |  |
| Yes | Zales J ewelers | General Inflation Rate | None | None | None |  |  |
| Yes | Kay J ewelers | General Inflation Rate | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Gloria J ean's Coffee | General Inflation Rate | None | None | None |  |  |
| Yes | GNC | General Inflation Rate | None | None | None |  |  |
| Yes | GameStop | General Inflation Rate | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Claire's Boutique | General Inflation Rate | None | None | None |  |  |
| Yes | J ourneys | General Inflation Rate | None | None | None |  |  |
| Yes | Francesca's | General Inflation Rate | None | None | None |  |  |
| Yes | Tradehome Shoes | General Inflation Rate | None | None | None |  |  |
| Yes | Spencer Gifts | General Inflation Rate | None | None | None |  |  |
| Yes | Pearle Vision | General Inflation Rate | None | None | None |  |  |
| Yes | Zumiez | General Inflation Rate | None | None | None |  |  |
| Yes | Valley View Nails \& Spa | General Inflation Rate | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Famous Footwear | General Inflation Rate | None | None | None |  |  |
| Yes | HuHot Grill |  | None | None | None |  |  |


| Yes | Foot Locker | General Inflation Rate | None | None | None |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yes | Torrid |  | None | None | None |  |  |
| Yes | Rue21 | General Inflation Rate | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Visionworks | General Inflation Rate | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Vacant |  | None | None | Market | 10.00 | 100.0\% |
| Yes | Bath \& Body Works | General Inflation Rate | None | None | None |  |  |
| Yes | Buckle | General Inflation Rate | None | None | None |  |  |
| Yes | Express | General Inflation Rate | None | None | None |  |  |
| Yes | ULTA | General Inflation Rate | None | None | None |  |  |
| Yes | Maurices | General Inflation Rate | None | None | None |  |  |
| Yes | American Eagle | General Inflation Rate | None | None | None |  |  |
| Yes | Barnes \& Noble |  | None | None | None |  |  |
| Yes | Vacant |  | None | None | Market | N/A | N/A |
| Yes | Vacant |  | None | None | Market | N/A | 100.0\% |
| Name |  | Leasing Costs |  |  |  |  | Security Deposit |
| Active | Name | Amortize TI | Commissions Unit | Commissions | Commissions Timing | Amortize LC | Security Deposit |
| Yes | J CPenney |  | None |  |  |  | None |
| Yes | Temporary Tenants |  | None |  |  |  | None |
| Yes | China Max |  | None |  |  |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Kobe J apan |  | None |  |  |  | None |
| Yes | Rogers \& Hollands |  | None |  |  |  | None |
| Yes | Zales J ewelers |  | None |  |  |  | None |
| Yes | Kay J ewelers |  | None |  |  |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Gloria J ean's Coffee |  | None |  |  |  | None |
| Yes | GNC |  | None |  |  |  | None |
| Yes | GameStop |  | None |  |  |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Vacant |  | Market | 6.0\% | 100.0\% |  | None |
| Yes | Claire's Boutique |  | None |  |  |  | None |
| Yes | J ourneys |  | None |  |  |  | None |
| Yes | Francesca's |  | None |  |  |  | None |
| Yes | Tradehome Shoes |  | None |  |  |  | None |
| Yes | Spencer Gifts |  | None |  |  |  | None |
| Yes | Pearle Vision |  | None |  |  |  | None |
| Yes | Zumiez |  | None |  |  |  | None |
| Yes | Valley View Nails \& |  | None |  |  |  | None |


| Vacant |
| :--- |
| Vacant |
| Vacant |
| Vacant |
| Vacant |
| Famous Footwear |
| HuHot Grill |
| Foot Locker |
| Torrid |
| Rue21 |
| Vacant |
| Visionworks |
| Vacant |
| Vacant |
| Bath \& Body Works |
| Buckle |
| Express |
| ULTA |
| Maurices |
| American Eagle |
| Barnes \& Noble |
| Vacant |
| Vacant |


| Market | $6.0 \%$ | $100.0 \%$ | None |
| :--- | :--- | :--- | :--- |
| Market | $6.0 \%$ | $100.0 \%$ | None |
| Market | $6.0 \%$ | $100.0 \%$ | None |
| Market | $6.0 \%$ | $100.0 \%$ | None |
| Market | $6.0 \%$ | $100.0 \%$ | None |
| None |  |  | None |
| None |  |  | None |
| None |  |  | None |
| None | $6.0 \%$ | $100.0 \%$ | None |
| None |  |  | None |
| Market | $6.0 \%$ | $100.0 \%$ | None |
| None | $6.0 \%$ |  | None |
| Market |  |  | None |
| Market |  |  | None |
| None |  |  | None |
| None |  |  | None |
| None |  |  | None |
| None |  |  | None |
| None | $6.0 \%$ | $100.0 \%$ | None |
| None |  |  | None |
| None |  |  | None |
| Market |  |  | None |
| Market |  |  | None |


| Name |  | Market Leasing |  |  |  |  | Tenant Classifications |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Active | Name | Market Leasing | Upon Expiration | Renew Prob. Override | Months Vacant Override | Free Rent Override | Set Classifications |
| Yes | J CPenney | Anchor (1) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Temporary Tenants | Anchor (1) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | China Max | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Vacant | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Kobe J apan | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Rogers \& Hollands | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Zales J ewelers | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Kay J ewelers | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Vacant | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |
| Yes | Vacant | Food Court / J ewelry (7) | Market | Defined On Profile | Defined on Profile | Defined on Profile | None |


| Vacant | Food Court / J ewelry (7) | Market |
| :---: | :---: | :---: |
| Vacant | Inline $<1,000 \mathrm{SF}$ (6) | Market |
| Gloria J ean's Coffee | Inline < 1,000 SF (6) | Market |
| GNC | Inline < 1,000 SF (6) | Market |
| GameStop | Inline < 1,000 SF (6) | Market |
| Vacant | Inline < 1,000 SF (6) | Market |
| Vacant | Inline < 1,000 SF (6) | Market |
| Vacant | Inline < 1,000 SF (6) | Market |
| Claire's Boutique | Inline 1,000-2,499 SF (5) | Market |
| Journeys | Inline 1,000-2,499 SF (5) | Market |
| Francesca's | Inline 1,000-2,499 SF (5) | Market |
| Tradehome Shoes | Inline 1,000-2,499 SF (5) | Market |
| Spencer Gifts | Inline 1,000-2,499 SF (5) | Market |
| Pearle Vision | Inline 1,000-2,499 SF (5) | Market |
| Zumiez | Inline 1,000-2,499 SF (5) | Market |
| Valley View Nails \& Spa | Inline 1,000-2,499 SF (5) | Market |
| Vacant | Inline 1,000-2,499 SF (5) | Market |
| Vacant | Inline 1,000-2,499 SF (5) | Market |
| Vacant | Inline 1,000-2,499 SF (5) | Market |
| Vacant | Inline 2,500-4,999 SF (4) | Market |
| Vacant | Inline 2,500-4,999 SF (4) | Market |
| Famous Footwear | Inline 2,500-4,999 SF (4) | Market |
| HuHot Grill | Inline 2,500-4,999 SF (4) | Market |
| Foot Locker | Inline 2,500-4,999 SF (4) | Market |
| Torrid | Inline 2,500-4,999 SF <br> (4) | Market |
| Rue21 | Inline 2,500-4,999 SF (4) | Market |


| Defined On Profile | Defined on Profile | Defined on Profile | None |
| :---: | :---: | :---: | :---: |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |
| Defined On Profile | Defined on Profile | Defined on Profile | None |


| Inline 2,500-4,999 SF | Market | Defined On Profile |
| :--- | :--- | :--- |
| (4) |  | Defined On Profile |
| Inline 2,500-4,999 SF | Market |  |
| (4) |  | Defined On Profile |
| Inline 2,500-4,999 SF | Market |  |
| (4) |  | Defined On Profile |
| Inline 2,500-4,999 SF | Market | Defined On Profile |
| (4) | Defined On Profile |  |
| Inline > 5,000 SF (3) | Market | Defined On Profile |
| Inline $>5,000$ SF (3) | Market |  |
| Inline $>5,000$ SF (3) | Market | Defined On Profile |
| Inline $>5,000$ SF (3) | Vacate | Defined On Profile |
| Inline $>5,000$ SF (3) | Market | Defined On Profile |
| Inline $>5,000$ SF (3) | Market | Market |
| J unior Anchor (2) | Market | Defined On Profile |
| Kiosk (8) | Market | Defined On Profile |

Defined on Profile
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Defined on Profile
Defined on Profile
Defined on Profile
Defined on Profile

Bath \& Body Works
Buckle
Express
ULTA
Maurices
American Eagle
Barnes \& Noble
Vacant
Vacant

Defined on Profile None
Defined on Profile None
Defined on Profile None
Defined on Profile None Defined on Profile None
Defined on Profile None Defined on Profile None Defined on Profile None Defined on Profile None Defined on Profile None Defined on Profile None Defined on Profile None


Valley View Nails \& Spa
Vacant
Vacant
Vacant
Vacant
Vacant
Famous Footwear
HuHot Grill
Foot Locker
Torrid
Rue21
Vacant
Visionworks
Vacant
Vacant
Bath \& Body Works
Buckle
Express
ULTA
Maurices
American Eagle
Barnes \& Noble
Vacant
Vacant

Valley View Nails \& Spa
Vacant
Vacant
Vacant
Vacant
Vacant
Famous Footwear
HuHot Grill
Foot Locker
Torrid
Rue21
Vacant
Visionworks
Vacant
Vacant
Bath \& Body Works
Buckle
Express
ULTA
Maurices
American Eagle
Barnes \& Noble
Vacant
Vacant

## Base Rent

Kobe J apan

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 7/1/2017 | 3 | 0 | 0 | Base | \$ / SF / Year | 75 |
| 7/1/2020 | 4 | 0 | 0 | Base | \$/ SF / Year | 77.25 |
| 7/1/2024 | 3 | 0 | 0 | Base | \$/ SF / Year | 79.57 |
| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |
| 7/1/2017 |  |  |  |  |  |  |
| 7/1/2020 |  |  |  |  |  |  |
| 7/1/2024 |  |  |  |  |  |  |
| Date | Adjust Expense Stops | Stop Year |  |  |  |  |
| 7/1/2017 |  |  |  |  |  |  |
| 7/1/2020 |  |  |  |  |  |  |
| 7/1/2024 |  |  |  |  |  |  |

## Rogers \& Hollands

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2/1/2014 | 7 | 0 | 0 | Base | \$ / SF / Year | 76.5 |
| 2/1/2021 | 2 | 11 | 0 | Base | \$/ SF / Year | 78.8 |
| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |
| 2/1/2014 |  |  |  |  |  |  |
| 2/1/2021 |  |  |  |  |  |  |
| Date | Adjust Expense Stops | Stop Year |  |  |  |  |
| $\begin{aligned} & 2 / 1 / 2014 \\ & 2 / 1 / 2021 \end{aligned}$ |  |  |  |  |  |  |

Zales J ewelers

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5/1/2004 | 16 | 8 | 0 | Base | \$ / SF / Year | 96.4 |
| 1/1/2021 | 1 | 0 | 0 | Base | \$/ SF / Year | 99.29 |
| 1/1/2022 | 2 | 1 | 0 | Base | \$ / SF / Year | 102.27 |
| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |
| 5/1/2004 |  |  |  |  |  |  |
| 1/1/2021 |  |  |  |  |  |  |
| 1/1/2022 |  |  |  |  |  |  |

Date Adjust Expense Stops Stop Year

5/1/2004
1/1/2021
1/1/2022

Claire's Boutique

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9/1/2021 | 1 | 4 | 0 | Base | \$ / Year | 141,508 |
| 1/1/2023 | 0 | 8 | 0 | Base | \$ / Year | 145,753 |


| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9/1/2021 |  |  |  |  |  |  |
| 1/1/2023 |  |  |  |  |  |  |
| Date | Adjust Expense Stops | Stop Year |  |  |  |  |
| 9/1/2021 |  |  |  |  |  |  |
| 1/1/2023 |  |  |  |  |  |  |

Pearle Vision

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6/1/2013 | 7 | 7 | 0 | Base | \$ / SF / Year | 25.33 |
| 1/1/2021 | 1 | 0 | 0 | Base | \$/ SF / Year | 26.09 |
| 1/1/2022 | 1 | 0 | 0 | Base | \$/ SF / Year | 26.87 |
| 1/1/2023 | 0 | 5 | 0 | Base | \$/ SF / Year | 27.67 |
| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |
| 6/1/2013 |  |  |  |  |  |  |
| 1/1/2021 |  |  |  |  |  |  |
| 1/1/2022 |  |  |  |  |  |  |
| 1/1/2023 |  |  |  |  |  |  |


| Date | Adjust Expense Stops Stop Year |
| :--- | :--- |
| $6 / 1 / 2013$ |  |
| $1 / 1 / 2021$ |  |
| $1 / 1 / 2022$ |  |
| $1 / 1 / 2023$ |  |

Valley View Nails \& Spa

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1/1/2021 | 1 | 0 | 0 | Base | \$ / Year | 56,100 |
| 1/1/2022 | 1 | 0 | 0 | Base | \$ / Year | 57,222 |
| 1/1/2023 | 1 | 0 | 0 | Base | \$ / Year | 58,366 |
| 1/1/2024 | 1 | 0 | 0 | Base | \$ / Year | 59,534 |
| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |
| 1/1/2021 |  |  |  |  |  |  |
| 1/1/2022 |  |  |  |  |  |  |


| Date | Adjust Expense Stops Stop Year |
| :--- | :--- |
| $1 / 1 / 2021$ |  |
| $1 / 1 / 2022$ |  |
| $1 / 1 / 2023$ |  |
| $1 / 1 / 2024$ |  |

Torrid

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11/1/2017 | 5 | 3 | 0 | Base | \$ / Year | 0 |
| 2/1/2023 | 1 | 9 | 0 | Base | \$/ Year | 62,781 |
| 11/1/2024 | 1 | 0 | 0 | Base | \$ / Year | 64,037 |
| 11/1/2025 | 1 | 0 | 0 | Base | \$ / Year | 65,317 |
| 11/1/2026 | 1 | 0 | 0 | Base | \$ / Year | 66,624 |

Date
$11 / 1 / 2017$
2/1/2023
11/1/2024
11/1/2025
11/1/2026
Date Adjust Expense Stops Stop Year

11/1/2017
2/1/2023
11/1/2024
11/1/2025
11/1/2026

## Maurices

| Date | Years | Months | Days | Type | Units | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10/1/2022 | 1 | 0 | 0 | Base | \$ / Year | 125,000 |
| 10/1/2023 | 1 | 0 | 0 | Base | \$ / Year | 128,750 |
| 10/1/2024 | 1 | 0 | 0 | Base | \$ / Year | 132,612 |
| Date | Repeat Annually | Review Type | Minimum Uplift | Amount | Maximum Uplift | Amount |

10/1/2022
10/1/2023
10/1/2024

Date
Adjust Expense Stops Stop Year
10/1/2022
10/1/2023
10/1/2024

## Tenants - Recoveries

Name
Gross Up \% Assign Tenants

N
Base Year Stop
Base Year Stop -1
Base Year Stop +1
Base Year Stop -n
Base Year Stop +n
Stop Amount
Stop Amount / Area

## Fixed Amount

Bath \& Body Works,
Buckle, China Max,
Claire's Boutique,
Express, Famous
Footwear, Gloria J ean's
Coffee, J CPenney,
J ourneys, GNC,
GameStop, Francesca's,
Foot Locker, Kobe
J apan, ULTA,
Tradehome Shoes,
Spencer Gifts, Rue21,
Rogers \& Hollands,
Pearle Vision, Maurices,
Zumiez, Zales J ewelers,
Visionworks, Valley View
Nails \& Spa, American
Eagle, Kay J ewelers

Barnes \& Noble, Vacant, Vacant, Vacant, Vacant, HuHot Grill, Torrid,
Vacant, Vacant, Vacant, Vacant, Vacant, Vacant, Temporary Tenants, Vacant, Vacant, Vacant, Vacant, Vacant, Vacant, Vacant, Vacant

Market

## Tenants - Payment Schedules

| General |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Payment Type | Payment Day | Payment Month | 1st Quarter Day | 2nd Quarter Day | 3rd Quarter Day | 4th Quarter Day |
| Monthly | In Advance | 1 |  |  |  |  |  |
| English Quarter Days | In Advance |  |  | March-25 | J une-24 | September-29 | December-25 |
| Scottish Quarter Days | In Advance |  |  | February-28 | May-28 | August-28 | November-28 |
| Crown Quarter Days | In Advance |  |  | J anuary-05 | April-05 | July-05 | October-10 |
| Quarterly | In Advance |  | Lease Anniversary |  |  |  |  |
| Half Yearly | In Advance |  | Lease Anniversary |  |  |  |  |
| Annually | In Advance |  | Lease Anniversary |  |  |  |  |

## I nvestment - Property Purchase

| Purchase Price Information |  | Purchase Price Calculation |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase Date | How Input | Purchase Price | Closing Costs | Total Price | Less Debt Amount | Debt \% | Equity |
| February, 2023 | Enter Price | 0 | 0 | 0 | 0 | 0.00 \% | 0 |

## Valuation - Assumptions

| Timing | Analysis Begin | General | Discounted Cash Flow |
| :--- | :--- | :--- | :--- |
| Valuation Date Basis | February, 2023 | Mid Point Valuation | DCF and Capitalization |
| Valuation (PV/IRR) Date |  |  | Valuation |
| Sensitivity Intervals |  |  |  |



## Property Resale Adjustments

## Enter Sale Name - Adjustments

| Description | Type | How Input |
| :--- | :--- | :--- | :--- |
| Cost of Sale | Selling Costs | \% Adjusted Gross |


| Valuation - Present Value |  |
| :--- | :--- |
| Primary Discount |  |
| Primary Valuation (PV/IRR) Date Analysis Begin <br> Basis  <br> Primary Valuation (PV/IRR) Date February, 2023 <br> Discount Rate (APR) Annual <br> Siscount Method  <br> Secondary Resale Method  <br> Secondary Valuation (PV/IRR) Date Primary Discount Period <br> Secondary Valuation (PV/IRR) Date February, 2023 |  |

## Secondary Valuation (PV/IRR)

## Length of Hold

Years 10 Months 0

## Building Area Occupancy Report

Valley View Mall (Measures in SF)
Feb, 2023 through Jan, 2034
3/12/2023 9:00:10 PM

| Month | FY 2024 |  | FY 2025 |  | FY 2026 |  | FY 2027 |  | FY 2028 |  | FY 2029 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Occupied |  | Occupied |  | Occupied |  | Occupied |  | Occupied |  | Occupied |  |
|  | Area | \% | Area | \% | Area | \% | Area | \% | Area | \% | Area | \% |
| February | 277,640 | 90.55\% | 232,987 | 75.99\% | 273,615 | 89.24\% | 172,531 | 56.27\% | 241,939 | 78.91\% | 273,659 | 89.25\% |
| March | 277,640 | 90.55\% | 232,987 | 75.99\% | 269,604 | 87.93\% | 172,531 | 56.27\% | 241,939 | 78.91\% | 277,640 | 90.55\% |
| April | 277,640 | 90.55\% | 232,987 | 75.99\% | 269,604 | 87.93\% | 268,888 | 87.70\% | 241,939 | 78.91\% | 277,640 | 90.55\% |
| May | 277,640 | 90.55\% | 239,639 | 78.16\% | 270,863 | 88.34\% | 268,888 | 87.70\% | 241,939 | 78.91\% | 277,640 | 90.55\% |
| June | 271,326 | 88.49\% | 266,674 | 86.97\% | 273,629 | 89.24\% | 277,640 | 90.55\% | 277,640 | 90.55\% | 277,640 | 90.55\% |
| July | 271,326 | 88.49\% | 265,706 | 86.66\% | 277,640 | 90.55\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 277,640 | 90.55\% |
| August | 271,326 | 88.49\% | 265,706 | 86.66\% | 181,283 | 59.12\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 277,640 | 90.55\% |
| September | 269,945 | 88.04\% | 265,706 | 86.66\% | 181,283 | 59.12\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 277,640 | 90.55\% |
| October | 264,531 | 86.28\% | 276,672 | 90.23\% | 175,108 | 57.11\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 271,326 | 88.49\% |
| November | 264,531 | 86.28\% | 277,640 | 90.55\% | 175,108 | 57.11\% | 277,640 | 90.55\% | 273,659 | 89.25\% | 271,326 | 88.49\% |
| December | 264,531 | 86.28\% | 277,640 | 90.55\% | 175,108 | 57.11\% | 277,640 | 90.55\% | 273,659 | 89.25\% | 271,326 | 88.49\% |
| January | 259,260 | 84.56\% | 276,381 | 90.14\% | 175,108 | 57.11\% | 277,640 | 90.55\% | 273,659 | 89.25\% | 269,945 | 88.04\% |
| Average Occupancy | 270,611 | 88.26 | 259,227 | 84.55 | 224,829 | 73.33 | 258,663 | 84.36 | 264,538 | 86.28 | 275,089 | 89.72 |
| Total Net Rentable Area | 306,613 |  | 306,613 |  | 306,613 |  | 306,613 |  | 306,613 |  | 306,613 |  |


| Month | FY 2030 |  | FY 2031 |  | FY 2032 |  | FY 2033 |  | FY 2034 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Occupied |  | Occupied |  | Occupied |  | Occupied |  | Occupied |  |
|  | Area | \% | Area | \% | Area | \% | Area | \% | Area | \% |
| February | 275,497 | 89.85\% | 276,672 | 90.23\% | 271,465 | 88.54\% | 277,640 | 90.55\% | 277,021 | 90.35\% |
| March | 275,497 | 89.85\% | 277,640 | 90.55\% | 271,465 | 88.54\% | 277,640 | 90.55\% | 273,659 | 89.25\% |
| April | 275,497 | 89.85\% | 277,640 | 90.55\% | 271,465 | 88.54\% | 277,640 | 90.55\% | 273,659 | 89.25\% |
| May | 270,226 | 88.13\% | 276,381 | 90.14\% | 271,465 | 88.54\% | 277,640 | 90.55\% | 273,659 | 89.25\% |
| June | 243,953 | 79.56\% | 273,615 | 89.24\% | 268,888 | 87.70\% | 272,640 | 88.92\% | 273,659 | 89.25\% |
| July | 243,953 | 79.56\% | 269,604 | 87.93\% | 268,888 | 87.70\% | 272,640 | 88.92\% | 277,640 | 90.55\% |
| August | 243,953 | 79.56\% | 269,604 | 87.93\% | 268,888 | 87.70\% | 272,640 | 88.92\% | 277,640 | 90.55\% |
| September | 250,605 | 81.73\% | 270,863 | 88.34\% | 268,888 | 87.70\% | 272,640 | 88.92\% | 277,640 | 90.55\% |
| October | 266,674 | 86.97\% | 273,629 | 89.24\% | 277,640 | 90.55\% | 277,640 | 90.55\% | 277,640 | 90.55\% |
| November | 265,706 | 86.66\% | 277,640 | 90.55\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 277,640 | 90.55\% |
| December | 265,706 | 86.66\% | 277,640 | 90.55\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 277,640 | 90.55\% |
| J anuary | 265,706 | 86.66\% | 277,640 | 90.55\% | 277,640 | 90.55\% | 277,021 | 90.35\% | 277,640 | 90.55\% |
| Average Occupancy | 261,914 | 85.42 | 274,881 | 89.65 | 272,664 | 88.93 | 275,819 | 89.96 | 276,261 | 90.10 |
| Total Net Rentable Area | 306,613 |  | 306,613 |  | 306,613 |  | 306,613 |  | 306,613 |  |

## Cash Flow

Valley View Mall (Amounts in USD) Feb, 2023 through J an, 2034
3/12/2023 9:00:13 PM

## or the Years Ending

## Rental Revenue

Potential Base Rent
Absorption \& Turnover Vacancy
Free Rent
Scheduled Base Rent
Total Rental Revenue

## Other Tenant Revenue

Percentage Rent
Total Expense Recoveries
Total Other Tenant Revenue

Total Tenant Revenue

| Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} \text { Year } 1 \\ \text { Lan-2024 } \end{array}$ | $\begin{array}{r} \text { Year } 2 \\ \text { Lan-2025 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 3 \\ \text { Lan-2026 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 4 \\ \text { Lan-2027 } \end{array}$ | $\begin{array}{r} \text { Year } 5 \\ \text { Lan-2028 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 6 \\ \text { Lan-2029 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 7 \\ \text { Lan-2030 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 8 \\ \text { Lan-2031 } \end{array}$ | $\begin{array}{r} \text { Year } 9 \\ \text { Lan-2032 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 10 \\ \text { Lan-2033 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 11 \\ \text { Lan-2034 } \end{array}$ | Total |
| 4,806,508 | 5,756,945 | 5,996,587 | 6,271,384 | 6,863,483 | 7,042,290 | 7,159,116 | 7,273,525 | 7,432,487 | 7,598,355 | 7,747,375 | 73,948,054 |
| -1,730,014 | -2,255,532 | -1,860,215 | -1,710,543 | -1,846,986 | -1,704,121 | -2,415,609 | -1,778,461 | -1,885,705 | -1,814,273 | -1,827,876 | -20,829,337 |
| -38,857 | -372,914 | -27,689 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -439,460 |
| 3,037,637 | 3,128,499 | 4,108,682 | 4,560,841 | 5,016,497 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 52,679,257 |
| 3,037,637 | 3,128,499 | 4,108,682 | 4,560,841 | 5,016,497 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 52,679,257 |
| 690,427 | 391,434 | 342,385 | 168,915 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,593,160 |
| 592,233 | 206,976 | 160,609 | 45,408 | 11,187 | 0 | 0 | 0 | 0 | 0 | 0 | 1,016,414 |
| 1,282,659 | 598,410 | 502,994 | 214,323 | 11,187 | 0 | 0 | 0 | 0 | 0 | 0 | 2,609,574 |
| 4,320,296 | 3,726,909 | 4,611,676 | 4,775,165 | 5,027,684 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 55,288,831 |
| 30,661 | 31,581 | 32,529 | 33,504 | 34,510 | 35,545 | 36,611 | 37,710 | 38,841 | 40,006 | 41,206 | 392,704 |
| 536,573 | 552,670 | 569,250 | 586,328 | 603,917 | 622,035 | 640,696 | 659,917 | 679,714 | 700,106 | 721,109 | 6,872,314 |
| 567,234 | 584,251 | 601,779 | 619,832 | 638,427 | 657,580 | 677,307 | 697,626 | 718,555 | 740,112 | 762,315 | 7,265,018 |
| 4,887,530 | 4,311,160 | 5,213,455 | 5,394,997 | 5,666,111 | 5,995,748 | 5,420,814 | 6,192,690 | 6,265,336 | 6,524,194 | 6,681,814 | 62,553,849 |
| -48,875 | -43,112 | -52,135 | -53,950 | -56,661 | -59,957 | -54,208 | -61,927 | -62,653 | -65,242 | -66,818 | -625,538 |
| -48,875 | -43,112 | -52,135 | -53,950 | -56,661 | -59,957 | -54,208 | -61,927 | -62,653 | -65,242 | -66,818 | -625,538 |
| 4,838,655 | 4,268,049 | 5,161,320 | 5,341,047 | 5,609,450 | 5,935,791 | 5,366,606 | 6,130,763 | 6,202,683 | 6,458,952 | 6,614,996 | 61,928,310 |
| 547,321 | 563,740 | 580,652 | 598,072 | 616,014 | 634,494 | 653,529 | 673,135 | 693,329 | 714,129 | 735,553 | 7,009,969 |
| 153,307 | 157,906 | 162,643 | 167,522 | 172,548 | 177,724 | 183,056 | 188,548 | 194,204 | 200,030 | 206,031 | 1,963,518 |
| 1,686,372 | 1,736,963 | 1,789,072 | 1,842,744 | 1,898,026 | 1,954,967 | 2,013,616 | 2,074,024 | 2,136,245 | 2,200,332 | 2,266,342 | 21,598,702 |
| 120,966 | 106,701 | 129,033 | 133,526 | 140,236 | 148,395 | 134,165 | 153,269 | 155,067 | 161,474 | 165,375 | 1,548,208 |
| 76,653 | 78,953 | 81,321 | 83,761 | 86,274 | 88,862 | 91,528 | 94,274 | 97,102 | 100,015 | 103,016 | 981,759 |
| 2,584,618 | 2,644,263 | 2,742,721 | 2,825,625 | 2,913,098 | 3,004,442 | 3,075,894 | 3,183,250 | 3,275,947 | 3,375,981 | 3,476,317 | 33,102,156 |
| 2,254,037 | 1,623,786 | 2,418,599 | 2,515,422 | 2,696,352 | 2,931,349 | 2,290,712 | 2,947,513 | 2,926,736 | 3,082,971 | 3,138,679 | 28,826,154 |
| 26,933 | 240,628 | 29,839 | 425,611 | 143,075 | 16,153 | 176,127 | 85,962 | 66,182 | 22,834 | 21,637 | 1,254,979 |
| 60,039 | 458,248 | 59,098 | 276,979 | 257,895 | 29,210 | 460,528 | 162,201 | 116,584 | 37,229 | 49,487 | 1,967,498 |
| 86,972 | 698,876 | 88,937 | 702,590 | 400,970 | 45,362 | 636,656 | 248,163 | 182,765 | 60,062 | 71,124 | 3,222,477 |


| Capital Expenditures |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reserves for Replacement | 153,307 | 157,906 | 162,643 | 167,522 | 172,548 | 177,724 | 183,056 | 188,548 | 194,204 | 200,030 | 206,031 | 1,963,518 |
| Deferred Maintenance | 692,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 692,000 |
| Total Capital Expenditures | 845,307 | 157,906 | 162,643 | 167,522 | 172,548 | 177,724 | 183,056 | 188,548 | 194,204 | 200,030 | 206,031 | 2,655,518 |
| Total Leasing \& Capital Costs | 932,278 | 856,782 | 251,579 | 870,112 | 573,518 | 223,087 | 819,712 | 436,711 | 376,969 | 260,092 | 277,155 | 5,877,995 |
| Cash Flow Before Debt Service | 1,321,758 | 767,004 | 2,167,020 | 1,645,310 | 2,122,835 | 2,708,262 | 1,471,000 | 2,510,802 | 2,549,766 | 2,822,879 | 2,861,524 | 22,948,159 |
| Cash Flow Available for Distribution | 1,321,758 | 767,004 | 2,167,020 | 1,645,310 | 2,122,835 | 2,708,262 | 1,471,000 | 2,510,802 | 2,549,766 | 2,822,879 | 2,861,524 | 22,948,159 |

## Cash Flow As Of

Valley View Mall (Amounts in USD) Feb, 2023 through J an, 2034
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## For the Years Ending

## Rental Revenue

Potential Base Rent
Absorption \& Turnover Vacancy
Free Rent
Scheduled Base Rent
Total Rental Revenue

## Other Tenant Revenue

Percentage Rent
Total Expense Recoveries
Total Other Tenant Revenue
otal Tenant Revenue

| Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} \text { Year } 1 \\ \text { Lan-2024 } \end{array}$ | $\begin{array}{r} \text { Year } 2 \\ \text { Lan-2025 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 3 \\ \text { Lan-2026 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 4 \\ \text { Lan-2027 } \end{array}$ | $\begin{array}{r} \text { Year } 5 \\ \text { Lan-2028 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 6 \\ \text { Lan-2029 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 7 \\ \text { Lan-2030 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 8 \\ \text { Lan-2031 } \end{array}$ | $\begin{array}{r} \text { Year } 9 \\ \text { Lan-2032 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 10 \\ \text { Lan-2033 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 11 \\ \text { Lan-2034 } \end{array}$ | Total |
| 4,806,508 | 5,756,945 | 5,996,587 | 6,271,384 | 6,863,483 | 7,042,290 | 7,159,116 | 7,273,525 | 7,432,487 | 7,598,355 | 7,747,375 | 73,948,054 |
| -1,730,014 | -2,255,532 | -1,860,215 | -1,710,543 | -1,846,986 | -1,704,121 | -2,415,609 | -1,778,461 | -1,885,705 | -1,814,273 | -1,827,876 | -20,829,337 |
| -38,857 | -372,914 | -27,689 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -439,460 |
| 3,037,637 | 3,128,499 | 4,108,682 | 4,560,841 | 5,016,497 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 52,679,257 |
| 3,037,637 | 3,128,499 | 4,108,682 | 4,560,841 | 5,016,497 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 52,679,257 |
| 690,427 | 391,434 | 342,385 | 168,915 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,593,160 |
| 592,233 | 206,976 | 160,609 | 45,408 | 11,187 | 0 | 0 | 0 | 0 | 0 | 0 | 1,016,414 |
| 1,282,659 | 598,410 | 502,994 | 214,323 | 11,187 | 0 | 0 | 0 | 0 | 0 | 0 | 2,609,574 |
| 4,320,296 | 3,726,909 | 4,611,676 | 4,775,165 | 5,027,684 | 5,338,169 | 4,743,507 | 5,495,063 | 5,546,781 | 5,784,082 | 5,919,499 | 55,288,831 |
| 30,661 | 31,581 | 32,529 | 33,504 | 34,510 | 35,545 | 36,611 | 37,710 | 38,841 | 40,006 | 41,206 | 392,704 |
| 536,573 | 552,670 | 569,250 | 586,328 | 603,917 | 622,035 | 640,696 | 659,917 | 679,714 | 700,106 | 721,109 | 6,872,314 |
| 567,234 | 584,251 | 601,779 | 619,832 | 638,427 | 657,580 | 677,307 | 697,626 | 718,555 | 740,112 | 762,315 | 7,265,018 |
| 4,887,530 | 4,311,160 | 5,213,455 | 5,394,997 | 5,666,111 | 5,995,748 | 5,420,814 | 6,192,690 | 6,265,336 | 6,524,194 | 6,681,814 | 62,553,849 |
| -48,875 | -43,112 | -52,135 | -53,950 | -56,661 | -59,957 | -54,208 | -61,927 | -62,653 | -65,242 | -66,818 | -625,538 |
| -48,875 | -43,112 | -52,135 | -53,950 | -56,661 | -59,957 | -54,208 | -61,927 | -62,653 | -65,242 | -66,818 | -625,538 |
| 4,838,655 | 4,268,049 | 5,161,320 | 5,341,047 | 5,609,450 | 5,935,791 | 5,366,606 | 6,130,763 | 6,202,683 | 6,458,952 | 6,614,996 | 61,928,310 |
| 547,321 | 563,740 | 580,652 | 598,072 | 616,014 | 634,494 | 653,529 | 673,135 | 693,329 | 714,129 | 735,553 | 7,009,969 |
| 153,307 | 157,906 | 162,643 | 167,522 | 172,548 | 177,724 | 183,056 | 188,548 | 194,204 | 200,030 | 206,031 | 1,963,518 |
| 1,686,372 | 1,736,963 | 1,789,072 | 1,842,744 | 1,898,026 | 1,954,967 | 2,013,616 | 2,074,024 | 2,136,245 | 2,200,332 | 2,266,342 | 21,598,702 |
| 120,966 | 106,701 | 129,033 | 133,526 | 140,236 | 148,395 | 134,165 | 153,269 | 155,067 | 161,474 | 165,375 | 1,548,208 |
| 76,653 | 78,953 | 81,321 | 83,761 | 86,274 | 88,862 | 91,528 | 94,274 | 97,102 | 100,015 | 103,016 | 981,759 |
| 2,584,618 | 2,644,263 | 2,742,721 | 2,825,625 | 2,913,098 | 3,004,442 | 3,075,894 | 3,183,250 | 3,275,947 | 3,375,981 | 3,476,317 | 33,102,156 |
| 2,254,037 | 1,623,786 | 2,418,599 | 2,515,422 | 2,696,352 | 2,931,349 | 2,290,712 | 2,947,513 | 2,926,736 | 3,082,971 | 3,138,679 | 28,826,154 |
| 26,933 | 240,628 | 29,839 | 425,611 | 143,075 | 16,153 | 176,127 | 85,962 | 66,182 | 22,834 | 21,637 | 1,254,979 |
| 60,039 | 458,248 | 59,098 | 276,979 | 257,895 | 29,210 | 460,528 | 162,201 | 116,584 | 37,229 | 49,487 | 1,967,498 |
| 86,972 | 698,876 | 88,937 | 702,590 | 400,970 | 45,362 | 636,656 | 248,163 | 182,765 | 60,062 | 71,124 | 3,222,477 |


| Capital Expenditures |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reserves for Replacement | 153,307 | 157,906 | 162,643 | 167,522 | 172,548 | 177,724 | 183,056 | 188,548 | 194,204 | 200,030 | 206,031 | 1,963,518 |
| Deferred Maintenance | 692,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 692,000 |
| Total Capital Expenditures | 845,307 | 157,906 | 162,643 | 167,522 | 172,548 | 177,724 | 183,056 | 188,548 | 194,204 | 200,030 | 206,031 | 2,655,518 |
| Total Leasing \& Capital Costs | 932,278 | 856,782 | 251,579 | 870,112 | 573,518 | 223,087 | 819,712 | 436,711 | 376,969 | 260,092 | 277,155 | 5,877,995 |
| Cash Flow Before Debt Service | 1,321,758 | 767,004 | 2,167,020 | 1,645,310 | 2,122,835 | 2,708,262 | 1,471,000 | 2,510,802 | 2,549,766 | 2,822,879 | 2,861,524 | 22,948,159 |
| Cash Flow Available for Distribution | 1,321,758 | 767,004 | 2,167,020 | 1,645,310 | 2,122,835 | 2,708,262 | 1,471,000 | 2,510,802 | 2,549,766 | 2,822,879 | 2,861,524 | 22,948,159 |

## Property Summary

Valley View Mall (Amounts in USD, Measures in SF)
Feb, 2023 through J an, 2034
Property Information

| Property Name | Valley View Mall |
| :--- | ---: |
| Property ID \# | $230 \mathrm{SOO6696-1}$ |
| Address | 3800 State Road 16 |
| City, State | LaCrosse, Wisconsin |
| Property Type | Retail |
| Building Area | $306,613 \mathrm{SF}$ |
| Analysis Begin Date | Feb, 2023 |
| Length of Analysis | 10 Years 0 Months |
| General Inflation | $3.00 \%$ |
| Market Inflation | $1.00 \%$ |
| Expense Inflation | $3.00 \%$ |
| CPI Inflation | $3.00 \%$ |
| General Vacancy Rate | $0.00 \%$ |
| Credit Loss Rate | $1.00 \%$ |
| Occupancy (Year End) | $84.56 \%$ |
| Occupancy (Average) | $88.26 \%$ |
| W A L E (Area) | 5 Years 11 Months 15 Days |
| W A L E (Rent) | 4 Years 7 Months 20 Days |


| Summary Cash Flow (Year 1) | Amount | Per SF |
| :--- | ---: | ---: |
| Potential Gross Revenue | 4887530 | $\$ 15.94$ |
| Vacancy \& Adjustments | -48875 | -0.16 |
| Effective Gross Revenue | 4838655 | 15.78 |
| Operating Expenses | -2584618 | -8.43 |
| Ground Lease Expenses | 0 | 0 |
| Net Operating Income | 2254037 | 7.35 |
| Leasing \& Capital Costs | -932278 | -3.04 |
| Cash Flow Before Debt Service | 1321758 | 4.31 |
| Debt Service | 0 | 0 |
| Cash Flow After Debt Service | 1321758 | $\$ 4.31$ |

* Results displayed are based on Forecast data only

| Purchase \& Investment |  |  |
| :--- | :--- | :--- |
| Purchase Price | $\$ 0$ |  |
| Closing Costs (N/A) | $\$ 0$ |  |
| Total Purchase Price | $\$ 0$ |  |
| Less Debt Amount (N/A) | $\$ 0$ |  |
| Loan Costs |  | $\$ 0$ |
| Equity | $\$ 0$ |  |


| Valuation \& Yield |  |
| :---: | :---: |
| Discount Rate | 16.00\% |
| Unleveraged PV | \$13,344,302 [\$43.52/SF] |
| Cap Rate | 15.25\% |
| Gross Income Multiplier | N/A |
| Property Resale(J an, 2033) | \$20,375,685 [\$66.45/SF] |
| Direct Cap Rate | 10.00\% |
| Direct Cap Value | \$22,540,368 [\$73.51/SF] |
| Unleveraged IRR | N/A |
| Recommended Hold End | N/A |
| IRR for Recommended Hold |  |
| Breakeven Date | Feb, 2023 |
| NOI Yield | 0.00\% |
| Cash On Cash Yield | N/A |
| Debt Financing |  |
| Loan Begins |  |
| Amount |  |
| Interest Rate |  |
| Term |  |
| Payment |  |
| Loan Costs |  |
| Additional Loans | 0 \$0 |
| Loan to Present Value | 0.00\% |
| Debt Coverage | 0 |

## Executive Summary Report

Valley View Mall (Amounts in USD, Measures in SF)
3/12/2023 9:00:22 PM

## Property Information

## Property Name

Property ID \#
Property Type
Building Area
Address
City, State
Zip / Postal Code
Country

## Purchase Price / Acquisition

Acquisition / Valuation Date
Purchase Price
Closing Costs
Total Purchase Price
Total Debt (\% LTC)
Loan Costs
Total Equity

## Property Assumptions (Year 1 )

General Inflation (Year 2)
Market Inflation (Year 2) Expense Inflation (Year 2)
CPI Inflation (Year 2)
Capital Expenditures (\$/SF)
General Vacancy (\%)
Credit Loss Reserve (\%)

## Operations (Year 1

$\begin{array}{cl}\text { Valley View Mall } & \text { Effective Gross Revenue (\% EGR) } \\ \text { 23US006696-1 } & \text { Operating Expenses (\% EGR/\$/S })\end{array}$

306,613 Net Operating Income (\% EGR)
3800 State Road 16 Total Leasing \& Capital Costs
LaCrosse / Wisconsin Cash Flow Before Debt Service
54601 Debt Service (DSC)
Cash Flow after Debt Service
Investment (Net)
Cash Flow Available for Distribution

Occupancy Summary (Year 1)
Average Occupancy - NRA / \%
Available SF for Absorption as of 2/1/2023
0 / N/A Net Absorption - NRA / \%

WALE (as of PV/IRR Date)

## WALE (Area)

WALE (Income)
$3.00 \%$
1.00\%
3.00\%
3.00\%
$0.00 \%$
1.00\%

Debt Overview (As of Loan Start Date)
Loan Start Date
Loan Term
Amortization Term N/A
nterest Rate
Debt Service Payment

## Valuation and Returns

| Unleveraged Cash Flow Rate | $16.00 \%$ |
| :--- | ---: |
| Unleveraged Resale Rate | $16.00 \%$ |
| Leveraged Cash Flow Rate | $16.00 \%$ |
| Leveraged Resale Rate | $16.00 \%$ |
| Exit Cap. Rate | $15.25 \%$ |
| Present Value (Unleveraged) | $13,344,302$ |
| Direct Capitalization Value @10.00 \% | $22,540,368$ |
| NOI Yield (Yr. 1) | $\mathrm{N} / \mathrm{A}$ |
| Cash on Cash Return (Yr. 1) | $\mathrm{N} / \mathrm{A}$ |
| IRR (Unleveraged) | $\mathrm{N} / \mathrm{A}$ |
| IRR (Leveraged) | $\mathrm{N} / \mathrm{A}$ |

Optimal Sale Date and IRR N/A

4 Years 7 Months 20 Days

4,838,655 (100.00\%) 2,584,618 (53.42\% / 8.43) 0 (0.00\% / 0.00) 2,254,037 (46.58\%)

932,278
1,321,758
0 (N/A)
1,321,758

1,321,758

270,611.333 / 88.26\%
28,973
-18,380 / -5.99\%

5 Years 11 Months 15 Days

## * Results displayed are based on Forecast data only

## Value Matrix Report

Valley View Mall (Amounts in USD)
3/12/2023 9:00:25 PM

## Key Valuation Policies

| Valuation (PV/ I RR) Date: | February, 2023 |
| :--- | :---: |
| Date of Sale: | January, 2033 |
| Discount Method: | Annual |
| Period to Cap (at Sale): | 12 Months After Sale |


| Value Matrix |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Table Shows: | 1) Unleveraged PV's <br> 2) Unleveraged PV's \$/ SF <br> 3) Going In Cap. Rates | $\begin{gathered} 21,805,558 \\ 14.25 \% \\ \hline \end{gathered}$ | $\begin{gathered} \text { Net Sale Pr } \\ \text { 21,066,386 } \\ \text { 14.75\% } \end{gathered}$ | $\begin{gathered} \text { 2) Exit Cap I } \\ 20,375,685 \\ 15.25 \% \end{gathered}$ | $\begin{gathered} 19,728,838 \\ 15.75 \% \end{gathered}$ | $\begin{gathered} \text { 19,121,797 } \\ 16.25 \% \end{gathered}$ |
| 1) Cash Flow Discount Rate <br> 2) Resale Discount Rate | $\begin{aligned} & 15.00 \% \\ & 15.00 \% \end{aligned}$ | $\begin{gathered} 14,507,527 \\ 47.32 \\ 15.54 \% \end{gathered}$ | $\begin{gathered} 14,324,815 \\ 46.72 \\ 15.74 \% \end{gathered}$ | $\begin{gathered} \hline 14,154,084 \\ 46.16 \\ 15.92 \% \end{gathered}$ | $\begin{gathered} \hline 13,994,194 \\ 45.64 \\ 16.11 \% \end{gathered}$ | $\begin{gathered} \hline 13,844,142 \\ 45.15 \\ 16.28 \% \end{gathered}$ |
|  | $\begin{aligned} & 15.50 \% \\ & 15.50 \% \end{aligned}$ | $\begin{gathered} \hline 14,079,440 \\ 45.92 \\ 16.01 \% \end{gathered}$ | $\begin{gathered} 13,904,486 \\ 45.35 \\ 16.21 \% \end{gathered}$ | $\begin{gathered} \hline 13,741,003 \\ 44.82 \\ 16.40 \% \end{gathered}$ | $\begin{gathered} 13,587,901 \\ 44.32 \\ 16.59 \% \end{gathered}$ | $\begin{gathered} 13,444,221 \\ 43.85 \\ 16.77 \% \end{gathered}$ |
|  | $\begin{aligned} & 16.00 \% \\ & 16.00 \% \end{aligned}$ | $\begin{gathered} 13,668,431 \\ 44.58 \\ 16.49 \% \end{gathered}$ | $\begin{gathered} 13,500,873 \\ 44.03 \\ 16.70 \% \end{gathered}$ | $\begin{gathered} 13,344,302 \\ 43.52 \\ 16.89 \% \end{gathered}$ | $\begin{gathered} 13,197,673 \\ 43.04 \\ 17.08 \% \end{gathered}$ | $\begin{gathered} \hline 13,060,066 \\ 42.59 \\ 17.26 \% \end{gathered}$ |
|  | $\begin{aligned} & 16.50 \% \\ & 16.50 \% \end{aligned}$ | $\begin{gathered} 13,273,706 \\ 43.29 \\ 16.98 \% \end{gathered}$ | $\begin{gathered} 13,113,202 \\ 42.77 \\ 17.19 \% \end{gathered}$ | $\begin{gathered} 12,963,223 \\ 42.28 \\ 17.39 \% \end{gathered}$ | $\begin{gathered} 12,822,766 \\ 41.82 \\ 17.58 \% \end{gathered}$ | $\begin{gathered} 12,690,953 \\ 41.39 \\ 17.76 \% \end{gathered}$ |
|  | $\begin{aligned} & 17.00 \% \\ & 17.00 \% \end{aligned}$ | $\begin{gathered} 12,894,512 \\ 42.05 \\ 17.48 \% \end{gathered}$ | $\begin{gathered} \hline 12,740,737 \\ 41.55 \\ 17.69 \% \end{gathered}$ | $\begin{gathered} 12,597,045 \\ 41.08 \\ 17.89 \% \end{gathered}$ | $\begin{gathered} 12,462,477 \\ 40.65 \\ 18.09 \% \end{gathered}$ | $\begin{gathered} 12,336,189 \\ 40.23 \\ 18.27 \% \end{gathered}$ |


| Sales Price Calculation |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NOI To Capitalize | 3,138,679 | 3,138,679 | 3,138,679 | 3,138,679 | 3,138,679 |
| Divided by Cap Rate | 14.25\% | 14.75\% | 15.25\% | 15.75\% | 16.25\% |
| Gross Sales Price | 22,025,816 | 21,279,178 | 20,581,500 | 19,928,119 | 19,314,946 |
| Adjustments to Sale | $\underline{0}$ | O | 0 | 0 | 0 |
| Adjusted Gross Sales Price | 22,025,816 | 21,279,178 | 20,581,500 | 19,928,119 | 19,314,946 |
| Cost of Sales | -220,258 | -212,792 | -205,815 | -199,281 | -193,149 |
| Net Sale Price | 21,805,558 | 21,066,386 | 20,375,685 | 19,728,838 | 19,121,797 |

* Results displayed are based on Forecast data only


## Present Value Report

Valley View Mall (Amounts in USD)
3/12/2023 9:00:28 PM
Valuation (PV/IRR) Date: Feb, 2023
Discount Method: Annual

| Analysis | Period | Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | NOI to Book |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Ending | Before Debt Service | @ $15.00 \%$ | @ 15.50 \% | @ 16.00 \% | @ 16.50\% | @ 17.00 \% | Value |
| Year 1 | J an-2024 | 1,321,758 | 1,149,355 | 1,144,380 | 1,139,447 | 1,134,557 | 1,129,708 | 241.78\% |
| Year 2 | J an-2025 | 767,004 | 579,965 | 574,955 | 570,009 | 565,127 | 560,307 | 90.76\% |
| Year 3 | Jan-2026 | 2,167,020 | 1,424,851 | 1,406,426 | 1,388,318 | 1,370,519 | 1,353,023 | 118.52\% |
| Year 4 | J an-2027 | 1,645,310 | 940,711 | 924,527 | 908,690 | 893,190 | 878,020 | 86.42\% |
| Year 5 | J an-2028 | 2,122,835 | 1,055,424 | 1,032,776 | 1,010,709 | 989,206 | 968,249 | 77.39\% |
| Year 6 | J an-2029 | 2,708,262 | 1,170,856 | 1,140,772 | 1,111,585 | 1,083,266 | 1,055,785 | 79.07\% |
| Year 7 | J an-2030 | 1,471,000 | 553,003 | 536,462 | 520,483 | 505,046 | 490,130 | 50.60\% |
| Year 8 | J an-2031 | 2,510,802 | 820,786 | 792,787 | 765,858 | 739,955 | 715,032 | 59.38\% |
| Year 9 | J an-2032 | 2,549,766 | 724,803 | 697,048 | 670,469 | 645,011 | 620,623 | 54.80\% |
| Year 10 | J an-2033 | 2,822,879 | 697,772 | 668,148 | 639,900 | 612,961 | 587,264 | 55.04\% |
| Totals |  | 20,086,635 | 9,117,527 | 8,918,280 | 8,725,469 | 8,538,837 | 8,358,141 |  |
| Property Re | @ 15.25 \% Cap Rate | 20,375,685 | 5,036,558 | 4,822,724 | 4,618,834 | 4,424,386 | 4,238,904 |  |
| Total Unlev | d Present Value |  | 14,154,084 | 13,741,003 | 13,344,302 | 12,963,223 | 12,597,045 |  |

Percentage Value Distribution
Income
Net Sale Price

| $64.42 \%$ | $64.90 \%$ | $65.39 \%$ | $65.87 \%$ | $66.35 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $35.58 \%$ | $35.10 \%$ | $34.61 \%$ | $34.13 \%$ | $33.65 \%$ |
| $100.00 \%$ | $100.00 \%$ | $100.00 \%$ | $100.00 \%$ | $100.00 \%$ |

* Results displayed are based on Forecast data only


## Present Value As Of Report

Valley View Mall (Amounts in USD)
3/12/2023 9:00:31 PM
Secondary Valuation (PV/IRR) Date: Feb, 2023
Discount Method: Annual

| Analysis | Period | Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | P.V. of Cash Flow | NOI to Book |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Ending | Before Debt Service | @ 15.00 \% | @ 15.50 \% | @ 16.00 \% | @ 16.50\% | @ $17.00 \%$ | Value |
| Year 1 | J an-2024 | 1,321,758 | 1,149,355 | 1,144,380 | 1,139,447 | 1,134,557 | 1,129,708 | 241.78\% |
| Year 2 | Jan-2025 | 767,004 | 579,965 | 574,955 | 570,009 | 565,127 | 560,307 | 90.76\% |
| Year 3 | Jan-2026 | 2,167,020 | 1,424,851 | 1,406,426 | 1,388,318 | 1,370,519 | 1,353,023 | 118.52\% |
| Year 4 | J an-2027 | 1,645,310 | 940,711 | 924,527 | 908,690 | 893,190 | 878,020 | 86.42\% |
| Year 5 | J an-2028 | 2,122,835 | 1,055,424 | 1,032,776 | 1,010,709 | 989,206 | 968,249 | 77.39\% |
| Year 6 | Jan-2029 | 2,708,262 | 1,170,856 | 1,140,772 | 1,111,585 | 1,083,266 | 1,055,785 | 79.07\% |
| Year 7 | Jan-2030 | 1,471,000 | 553,003 | 536,462 | 520,483 | 505,046 | 490,130 | 50.60\% |
| Year 8 | Jan-2031 | 2,510,802 | 820,786 | 792,787 | 765,858 | 739,955 | 715,032 | 59.38\% |
| Year 9 | J an-2032 | 2,549,766 | 724,803 | 697,048 | 670,469 | 645,011 | 620,623 | 54.80\% |
| Year 10 | J an-2033 | 2,822,879 | 697,772 | 668,148 | 639,900 | 612,961 | 587,264 | 55.04\% |
| Totals |  | 20,086,635 | 9,117,527 | 8,918,280 | 8,725,469 | 8,538,837 | 8,358,141 |  |
| Property R | @ 15.25 \% Cap Rate | 20,375,685 | 5,036,558 | 4,822,724 | 4,618,834 | 4,424,386 | 4,238,904 |  |
| Total Unlev | d Present Value |  | 14,154,084 | 13,741,003 | 13,344,302 | 12,963,223 | 12,597,045 |  |

Percentage Value Distribution
Income
Net Sale Price

| $64.42 \%$ | $64.90 \%$ | $65.39 \%$ | $65.87 \%$ | $66.35 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $35.58 \%$ | $35.10 \%$ | $34.61 \%$ | $34.13 \%$ | $33.65 \%$ |
| $100.00 \%$ | $100.00 \%$ | $100.00 \%$ | $100.00 \%$ | $100.00 \%$ |

* Results displayed are based on Forecast data only

As of Feb, 2023
All Tenants/ All Lease Periods
3/12/2023 9:00:34 PM


| 5. Kobe J apan | 619. | Market | 117.32 | Nov-2028 | 119.67 | 9.97 | None | None | N/A | None | 3.94 | 24.73 | Market - $65.00 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Suite: FC1 11/1/2027-10/31/2032 | 0.20\% | Speculative Food Court / J ewelry | 72,622 9.78 | Nov-2029 | 122.06 124.50 | 10.17 10.38 |  |  |  | N/A | 2,438 | 15,306 |  |
| 5 Years |  | Retail | 6,052 | Nov-2031 | 126.99 | 10.58 |  |  |  |  |  |  |  |
| Freehold |  |  | 72,622 |  |  |  |  |  |  |  |  |  |  |
| 5. Kobe Japan | 619. | Market | 132.12 | Mar-2034 | 134.77 | 11.23 | None | None | N/A | None | 4.70 | 27.85 | Market - $65.00 \%$ |
| Suite: FC1 | 0.20\% | Speculative | 81,785 | Mar-2035 | 137.46 | 11.46 |  |  |  | N/A | 2,912 | 17,237 |  |
| 3/1/2033-2/28/2038 |  | Food Court / J ewelry | 11.01 | Mar-2036 | 140.21 | 11.68 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 6,815 | Mar-2037 | 143.02 | 11.92 |  |  |  |  |  |  |  |
| Freehold |  |  | 81,785 |  |  |  |  |  |  |  |  |  |  |
| 6. Rogers \& Hollands | 1,683. | Base | 76.50 | Feb-2021 | 78.80 | 6.57 | None | None | 839,101 | Fixed Amount | 0.00 | 0.00 | Market - 65.00 \% |
| Suite: 0173 | 0.55\% | Contract | 128,750 |  |  |  |  |  | 2210340 | 47,144 | 0 | o |  |
| 2/1/2014-12/31/2023 |  | Food Court / J ewelry | 6.38 |  |  |  |  |  | $6.00 \%$ |  |  |  |  |
| 9 Years 11 Months |  | Retail | 10,729 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 185,130 |  |  |  |  |  |  |  |  |  |  |
| 6. Rogers \& Hollands | 1,683. | Market | 111.10 | May-2025 | 113.32 | 9.44 | None | May-2024 | N/A | None | 3.61 | 22.76 | Market - $65.00 \%$ |
| Suite: 0173 | 0.55\% | Speculative | 186,981 | May-2026 | 115.59 | 9.63 |  |  |  | N/A | 6,067 | 38,304 |  |
| 5/1/2024-4/30/2029 |  | Food Court / J ewelry | 9.26 | May-2027 | 117.90 | 9.83 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 15,582 | May-2028 | 120.26 | 10.02 |  |  |  |  |  |  |  |
| Freehold |  |  | 186,981 |  |  |  |  |  |  |  |  |  |  |
| 6. Rogers \& Hollands | 1,683. | Market | 122.06 | Sep-2030 | 124.50 | 10.38 | None | None | N/A | None | 4.18 | 25.73 | Market - $65.00 \%$ |
| Suite: 0173 | 0.55\% | Speculative | 205,430 | Sep-2031 | 126.99 | 10.58 |  |  |  | N/A | 7,034 | 43,297 |  |
| 9/1/2029-8/31/2034 |  | Food Court/ J ewelry | 10.17 | Sep-2032 | 129.53 | 10.79 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 17,119 | Sep-2033 | 132.12 | 11.01 |  |  |  |  |  |  |  |
| Freehold |  |  | 205,430 |  |  |  |  |  |  |  |  |  |  |
| 7. Zales J ewelers | 1,419. | Base | 96.40 | Jan-2021 | 99.29 | 8.27 | None | None | 1,037,934 | Fixed Amount | 0.00 | 0.00 | Market - 65.00 \% |
| Suite: 0129 | 0.46\% | Contract | 136,792 | Jan-2022 | 102.27 | 8.52 |  |  | 2418686 | 35,480 | 0 | . |  |
| 5/1/2004-1/31/2024 |  | Food Court / J ewelry | 8.03 |  |  |  |  |  | 8.00\% |  |  |  |  |
| 19 Years 9 Months |  | Retail | 11,399 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 156,090 |  |  |  |  |  |  |  |  |  |  |
| 7. Zales J ewelers | 1,419. | Market | 111.10 | Jun-2025 | 113.32 | 9.44 | None | Jun-2024 | N/A | None | 3.61 | 22.76 | Market - $65.00 \%$ |
| Suite: 0129 | 0.46\% | Speculative | 157,651 | Jun-2026 | 115.59 | 9.63 |  |  |  | N/A | 5,115 | 32,296 |  |
| 6/1/2024-5/31/2029 |  | Food Court / J ewelry | 9.26 | Jun-2027 | 117.90 | 9.83 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 13,138 | Jun-2028 | 120.26 | 10.02 |  |  |  |  |  |  |  |
| Freehold |  |  | 157,651 |  |  |  |  |  |  |  |  |  |  |
| 7. Zales J ewelers | 1,419. | Market | 122.06 | Oct-2030 | 124.50 | 10.38 | None | None | N/A | None | 4.18 | 25.73 | Market - $65.00 \%$ |
| Suite: 0129 | 0.46\% | Speculative | 173,206 | Oct-2031 | 126.99 | 10.58 |  |  |  | N/A | 5,930 | 36,506 |  |
| 10/1/2029-9/30/2034 |  | Food Court / J ewelry | 10.17 | Oct-2032 | 129.53 | 10.79 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 14,434 | Oct-2033 | 132.12 | 11.01 |  |  |  |  |  |  |  |
| Freehold |  |  | 173,206 |  |  |  |  |  |  |  |  |  |  |
| 8. Kay Jewelers | 1,645. | Base | 85.11 |  |  |  | None | None | 1,481,661 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0125 | 0.54\% | Contract | 140,000 |  |  |  |  |  | 2333333 | 56,865 | 0 | 0 |  |
| 2/1/2013-1/31/2024 |  | Food Court / Jewery | 7.09 |  |  |  |  |  | $6.00 \%$ |  |  |  |  |
| 11 Years |  | Retail | 11,667 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 180,950 |  |  |  |  |  |  |  |  |  |  |
| 8. Kay Jewelers | 1,645. | Market | 111.10 | Jun-2025 | 113.32 | 9.44 | None | Jun-2024 | N/A | None | 3.61 | 22.76 | Market - $65.00 \%$ |
| Suite: 0125 | 0.54\% | Speculative | 182,760 | Jun-2026 | 115.59 | 9.63 |  |  |  | N/A | 5,930 | 37,440 |  |
| 6/1/2024-5/31/2029 |  | Food Court / J ewelry | 9.26 | Jun-2027 | 117.90 | 9.83 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 15,230 | Jun-2028 | 120.26 | 10.02 |  |  |  |  |  |  |  |
| Freehold |  |  | 182,760 |  |  |  |  |  |  |  |  |  |  |
| 8. Kay Jewelers | 1,645. | Market | 122.06 | Oct-2030 | 124.50 | 10.38 | None | None | N/A | None | 4.18 | 25.73 | Market - $65.00 \%$ |
| Suite: 0125 | 0.54\% | Speculative | 200,792 | Oct-2031 | 126.99 | 10.58 |  |  |  | N/A | 6,875 | 42,320 |  |
| 10/1/2029-9/30/2034 |  | Food Court / J ewelry | 10.17 | Oct-2032 | 129.53 | 10.79 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 16,733 | Oct-2033 | 132.12 | 11.01 |  |  |  |  |  |  |  |
| Freehold |  |  | 200,792 |  |  |  |  |  |  |  |  |  |  |
| 13. Gloria Jean's Coffee | 762. | Base | 91.32 |  |  |  | None | None | 476,171 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0167 | 0.25\% | Contract | 69,586 |  |  |  |  |  | 1159764 | 26,017 | 0 | 0 |  |
| 10/1/2021-9/30/2023 |  | Inline < 1,000 SF | 7.61 |  |  |  |  |  | $6.00 \%$ |  |  |  |  |


| 2 Years <br> Freehold |  | Retail | $\begin{gathered} 5,799 \\ 60,960 \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 13. Gloria Jean's Coffee | 762. | Market | 80.80 | Feb-2025 | 82.42 | 6.87 | None | Feb-2024 | N/A | None | 3.61 | 16.55 | Market - $65.00 \%$ |
| Suite: 0167 | 0.25\% | Speculative | 61,570 | Feb-2026 | 84.06 | 7.01 |  |  |  | N/A | 2,747 | 12,613 |  |
| 2/1/2024-1/31/2029 |  | Inline $<1,000 \mathrm{SF}$ | 6.73 | Feb-2027 | 85.75 | 7.15 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 5,131 | Feb-2028 | 87.46 | 7.29 |  |  |  |  |  |  |  |
| Freehold |  |  | 61,570 |  |  |  |  |  |  |  |  |  |  |
| 13. Gloria Jean's Coffee | 762. | Market | 88.77 | Jun-2030 | 90.55 | 7.55 | None | None | N/A | None | 4.18 | 18.71 | Market - $65.00 \%$ |
| Suite: 0167 | 0.25\% | Speculative | 67,645 | Jun-2031 | 92.36 | 7.70 |  |  |  | N/A | 3,185 | 14,257 |  |
| 6/1/2029-5/31/2034 |  | Inline $<1,000 \mathrm{SF}$ | 7.40 | Jun-2032 | 94.21 | 7.85 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 5,637 | Jun-2033 | 96.09 | 8.01 |  |  |  |  |  |  |  |
| Freehold |  |  | 67,645 |  |  |  |  |  |  |  |  |  |  |
| 14. GNC | 968. | Base | 40.29 |  |  |  | None | None | 528,848 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0176 | 0.32\% | Contract | 39,000 |  |  |  |  |  | 500000 | 5,323 | o | - |  |
| 7/1/2022-6/30/2024 |  | Inline $<1,000 \mathrm{SF}$ | 3.36 |  |  |  |  |  | 8.00 \% |  |  |  |  |
| 2 Years |  | Retail | 3,250 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 77,440 |  |  |  |  |  |  |  |  |  |  |
| 14. GNC | 968. | Market | 80.80 | Nov-2025 | 82.42 | 6.87 | None | Nov-2024 | N/A | None | 3.61 | 16.55 | Market - $65.00 \%$ |
| Suite: 0176 | 0.32\% | Speculative | 78,214 | Nov-2026 | 84.06 | 7.01 |  |  |  | N/A | 3,490 | 16,023 |  |
| 11/1/2024-10/31/2029 |  | Inline < $1,000 \mathrm{SF}$ | 6.73 | Nov-2027 | 85.75 | 7.15 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 6,518 | Nov-2028 | 87.46 | 7.29 |  |  |  |  |  |  |  |
| Freehold |  |  | 78,214 |  |  |  |  |  |  |  |  |  |  |
| 14. GNC | 968. | Market | 90.55 | Mar-2031 | 92.36 | 7.70 | None | None | N/A | None | 4.30 | 19.08 | Market - $65.00 \%$ |
| Suite: 0176 | 0.32\% | Speculative | 87,650 | Mar-2032 | 94.21 | 7.85 |  |  |  | N/A | 4,167 | 18,474 |  |
| 3/1/2030-2/28/2035 |  | Inline < $1,000 \mathrm{SF}$ | 7.55 | Mar-2033 | 96.09 | 8.01 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 7,304 | Mar-2034 | 98.01 | 8.17 |  |  |  |  |  |  |  |
| Freehold |  |  | 87,650 |  |  |  |  |  |  |  |  |  |  |
| 15. GameStop | 750. | Base | 86.67 |  |  |  | None | None | 576,644 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0166 | 0.24\% | Contract | 65,000 |  |  |  |  |  | 800000 | 3,698 | . | 0 |  |
| 2/1/2021-1/31/2024 |  | Inline < $1,000 \mathrm{SF}$ | 7.22 |  |  |  |  |  | $5.00 \%$ |  |  |  |  |
| 3 Years |  | Retail | 5,417 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 60,000 |  |  |  |  |  |  |  |  |  |  |
| 15. GameStop | 750. | Market | 80.80 | Jun-2025 | 82.42 | 6.87 | None | Jun-2024 | N/A | None | 3.61 | 16.55 | Market - $65.00 \%$ |
| Suite: 0166 | 0.24\% | Speculative | 60,600 | Jun-2026 | 84.06 | 7.01 |  |  |  | N/A | 2,704 | 12,414 |  |
| 6/1/2024-5/31/2029 |  | Inline < $1,000 \mathrm{SF}$ | 6.73 | Jun-2027 | 85.75 | 7.15 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 5,050 | Jun-2028 | 87.46 | 7.29 |  |  |  |  |  |  |  |
| Freehold |  |  | 60,600 |  |  |  |  |  |  |  |  |  |  |
| 15. GameStop | 750. | Market | 88.77 | Oct-2030 | 90.55 | 7.55 | None | None | N/A | None | 4.18 | 18.71 | Market - $65.00 \%$ |
| Suite: 0166 | 0.24\% | Speculative | 66,579 | Oct-2031 | 92.36 | 7.70 |  |  |  | N/A | 3,134 | 14,032 |  |
| 10/1/2029-9/30/2034 |  | Inline $<1,000$ SF | 7.40 | Oct-2032 | 94.21 | 7.85 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 5,548 | Oct-2033 | 96.09 | 8.01 |  |  |  |  |  |  |  |
| Freehold |  |  | 66,579 |  |  |  |  |  |  |  |  |  |  |
| 19. Claire's Boutique | 1,381. | Base | 102.47 | Jan-2023 | 105.54 | 8.80 | None | None | 693,560 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0175 | 0.45\% | Contract | 141,508 |  |  |  |  |  | 665427 | 5,520 | 0 | 0 |  |
| 9/1/2021-8/31/2023 |  | Inline 1,000-2,499 SF | 8.54 |  |  |  |  |  | 17.00\% |  |  |  |  |
| 2 Years |  | Retail | 11,792 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 62,145 |  |  |  |  |  |  |  |  |  |  |
| 19. Claire's Boutique | 1,381. | Market | 45.00 | Jan-2025 | 45.90 | 3.83 | None | Jan-2024 | N/A | None | 3.50 | 9.22 | Market - $65.00 \%$ |
| Suite: 0175 | 0.45\% | Speculative | 62,145 | Jan-2026 | 46.82 | 3.90 |  |  |  | N/A | 4,834 | 12,731 |  |
| 1/1/2024-12/31/2028 |  | Inline 1,000-2,499 SF | 3.75 | Jan-2027 | 47.75 | 3.98 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 5,179 | Jan-2028 | 48.71 | 4.06 |  |  |  |  |  |  |  |
| Freehold |  |  | 62,145 |  |  |  |  |  |  |  |  |  |  |
| 19. Claire's Boutique | 1,381. | Market | 49.93 | May-2030 | 50.93 | 4.24 | None | None | N/A | None | 4.18 | 10.52 | Market - $65.00 \%$ |
| Suite: 0175 | 0.45\% | Speculative | 68,960 | May-2031 | 51.95 | 4.33 |  |  |  | N/A | 5,771 | 14,534 |  |
| 5/1/2029-4/30/2034 |  | Inline 1,000-2,499 SF | 4.16 | May-2032 | 52.99 | 4.42 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 5,747 | May-2033 | 54.05 | 4.50 |  |  |  |  |  |  |  |
| Freehold |  |  | 68,960 |  |  |  |  |  |  |  |  |  |  |
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| $\stackrel{\circ}{\circ} \mathrm{O}$ | ¢ ${ }_{\text {mio }}^{\text {¢ }}$ |  | $\stackrel{\circ}{\circ}{ }_{\circ}^{\circ}$ | ¢ | $\stackrel{\infty}{\infty} \underset{\sim}{\infty} \underset{\sigma}{\circ}$ | $\stackrel{\circ}{\circ}{ }^{\circ}$ | $\stackrel{\sim}{\sim}$ | \％\％${ }_{\text {\％}}^{0}$ | $\stackrel{\circ}{\circ} \mathrm{O}$ |  | $\stackrel{\infty}{\sim}$ |
|  | $\stackrel{0}{¢}$ | $\stackrel{\text { ¢\％}}{\substack{2}}$ |  | $\stackrel{\text { Ex }}{\text { ¢ }}$ | $\stackrel{0}{¢}$ |  | $\stackrel{(1)}{\text { ¢ }}$ |  |  | $\stackrel{0}{¢}$ | $\stackrel{0}{¢}$ |
|  | $\stackrel{\pi}{2}$ | \％ |  | $\underset{z}{ }$ | z |  | $\stackrel{\leftarrow}{z}$ | $\stackrel{\nwarrow}{z}$ |  | \％ | z |
| $\begin{aligned} & \stackrel{0}{\delta} \\ & \frac{5}{2} \end{aligned}$ |  | $\begin{aligned} & \text { § } \\ & \frac{1}{2} \end{aligned}$ | $\begin{aligned} & \text { 气 } \\ & \frac{0}{2} \end{aligned}$ |  | $\stackrel{\text { ¢ }}{\text { ¢ }}$ | $\begin{aligned} & \stackrel{0}{\delta} \\ & \frac{1}{2} \end{aligned}$ | $\stackrel{\text { ¢ }}{\text { ¢ }}$ | $\stackrel{\text { ¢\％}}{\text { ¢ }}$ | $\stackrel{0}{\text { ¢ }}$ |  | $\stackrel{\text { \％}}{\substack{0}}$ |
| $\begin{aligned} & \check{5} \\ & \stackrel{5}{2} \end{aligned}$ | $\stackrel{8}{8}$ | $\begin{aligned} & \stackrel{0}{5} \\ & \stackrel{1}{2} \end{aligned}$ | $\stackrel{0}{8}$ | $\stackrel{\%}{8}$ | $\stackrel{8}{5}$ | $\stackrel{\%}{8}$ | ${ }_{5}^{0}$ | $\stackrel{\square}{\text { \％}}$ | ${ }_{5}^{0}$ | ${ }_{5}^{\circ}$ | $\stackrel{0}{5}$ |
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| 32. Famous Footwear Suite: 0104 <br> 11/1/2030-10/31/2035 <br> 5 Years <br> Freehold | $\begin{aligned} & \text { 4,011. } \\ & 1.31 \% \end{aligned}$ | Market Speculative Inline 2,500-4,999 SF Retail | $\begin{gathered} 36.22 \\ 145,275 \\ 3.02 \\ 12,106 \\ 145,275 \end{gathered}$ | Nov-2031 <br> Nov-2032 <br> Nov-2033 <br> Nov-2034 | $\begin{aligned} & 36.94 \\ & 37.68 \\ & 38.44 \\ & 39.20 \end{aligned}$ | 3.08 3.14 3.20 3.27 | None | None | N/A | None N/A | $\begin{gathered} 4.30 \\ 17,266 \end{gathered}$ | $\begin{gathered} 7.63 \\ 30,619 \end{gathered}$ | Market - $65.00 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 33. HuHot Grill Suite: 0148 6/1/2022-12/31/2023 1 Year 7 Months Freehold | $\begin{aligned} & 4,969 . \\ & 1.62 \% \end{aligned}$ | $\begin{gathered} \text { Base } \\ \text { Contract } \\ \text { Inline } 2,500-4,999 \mathrm{SF} \\ \text { Retail } \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \\ 0.00 \\ 0 \\ 159,008 \end{gathered}$ |  |  |  | None | None | $\begin{gathered} \text { 1,168,193 } \\ \text { Zero } \\ 7.00 \% \end{gathered}$ | None N/A | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | Market - $65.00 \%$ |
| 33. HuHot Grill Suite: 0148 5/1/2024-4/30/2029 5 Years Freehold | $\begin{aligned} & 4,969 . \\ & 1.62 \% \end{aligned}$ | Market Speculative Inline 2,500-4,999 SF Retail | $\begin{gathered} 32.32 \\ 160,598 \\ 2.69 \\ 13,383 \\ 160,598 \end{gathered}$ | May-2025 <br> May-2026 <br> May-2027 <br> May-2028 | $\begin{aligned} & 32.97 \\ & 33.63 \\ & 34.30 \\ & 34.98 \end{aligned}$ | $\begin{aligned} & 2.75 \\ & 2.80 \\ & 2.86 \\ & 2.92 \end{aligned}$ | None | May-2024 | N/A | None N/A | $\begin{gathered} 3.61 \\ 17,913 \end{gathered}$ | $\begin{gathered} 6.62 \\ 32,900 \end{gathered}$ | Market - $65.00 \%$ |
| 33. HuHot Grill Suite: 0148 9/1/2029-8/31/2034 5 Years Freehold | $\begin{aligned} & 4,969 . \\ & 1.62 \% \end{aligned}$ | Market Speculative Inline 2,500-4,999 SF Retail | $\begin{gathered} 35.51 \\ 176,444 \\ 2.96 \\ 14,704 \\ 176,444 \end{gathered}$ | Sep-2030 <br> Sep-2031 <br> Sep-2032 <br> Sep-2033 | $\begin{aligned} & 36.22 \\ & 36.94 \\ & 37.68 \\ & 38.44 \end{aligned}$ | $\begin{aligned} & 3.02 \\ & 3.08 \\ & 3.14 \\ & 3.20 \end{aligned}$ | None | None | N/A | None N/A | $\begin{gathered} 4.18 \\ 20,766 \end{gathered}$ | $\begin{gathered} 7.48 \\ 37,188 \end{gathered}$ | Market - $65.00 \%$ |
| 34. Foot Locker Suite: 0133 6/1/2021-5/31/2023 2 Years Freehold | $\begin{aligned} & 4,092 . \\ & 1.33 \% \end{aligned}$ | $\begin{gathered} \text { Base } \\ \text { Contract } \\ \text { Inline } 2,500-4,999 \mathrm{SF} \\ \text { Retail } \end{gathered}$ | $\begin{gathered} 15.00 \\ 61,380 \\ 1.25 \\ 5,115 \\ 130,944 \end{gathered}$ |  |  |  | None | None | 931,669 <br> 1350000 <br> 10.00 \% | Fixed Amount 102,853 | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | Market - $65.00 \%$ |
| $\begin{gathered} \text { 34. Foot Locker } \\ \text { Suite: 0133 } \\ \text { 10/1/2023-9/30/2028 } \\ 5 \text { Years } \\ \text { Freehold } \end{gathered}$ | $\begin{aligned} & 4,092 . \\ & 1.33 \% \end{aligned}$ | Market Speculative Inline 2,500-4,999 SF Retail | $\begin{gathered} 32.00 \\ 130,944 \\ 2.67 \\ 10,912 \\ 130,944 \end{gathered}$ | Oct-2024 <br> Oct-2025 <br> Oct-2026 <br> Oct-2027 | $\begin{aligned} & 32.64 \\ & 33.29 \\ & 33.96 \\ & 34.64 \end{aligned}$ | $\begin{aligned} & 2.72 \\ & 2.77 \\ & 2.83 \\ & 2.89 \end{aligned}$ | None | Oct-2023 | N/A | None N/A | $\begin{gathered} 3.50 \\ 14,322 \end{gathered}$ | $\begin{gathered} 6.56 \\ 26,825 \end{gathered}$ | Market - $65.00 \%$ |
| $\begin{gathered} \text { 34. Foot Locker } \\ \text { Suite: } 0133 \\ 2 / 1 / 2029-1 / 31 / 2034 \\ 5 \text { Years } \\ \text { Freehold } \end{gathered}$ | $\begin{aligned} & 4,092 . \\ & 1.33 \% \end{aligned}$ | Market Speculative Inline 2,500-4,999 SF Retail | $\begin{gathered} 35.51 \\ 145,303 \\ 2.96 \\ 12,109 \\ 145,303 \end{gathered}$ | Feb-2030 Feb-2031 Feb-2032 Feb-2033 | $\begin{aligned} & 36.22 \\ & 36.94 \\ & 37.68 \\ & 38.44 \end{aligned}$ | $\begin{aligned} & 3.02 \\ & 3.08 \\ & 3.14 \\ & 3.20 \end{aligned}$ | None | None | N/A | None <br> N/A | $\begin{gathered} 4.18 \\ 17,101 \end{gathered}$ | $\begin{gathered} 7.48 \\ 30,625 \end{gathered}$ | Market - $65.00 \%$ |
| $\begin{gathered} \text { 35. Torrid } \\ \text { Suite: 0107 } \\ \text { 11/1/2017-10/31/2027 } \\ \text { 10 Years } \\ \text { Freehold } \end{gathered}$ | $\begin{aligned} & 3,981 . \\ & 1.30 \% \end{aligned}$ | $\begin{gathered} \text { Base } \\ \text { Contract } \\ \text { Inline } 2,500-4,999 \mathrm{SF} \\ \text { Retail } \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \\ 0.00 \\ 0 \\ 127,392 \end{gathered}$ | Feb-2023 Nov-2024 Nov-2025 Nov-2026 | $\begin{aligned} & 15.77 \\ & 16.09 \\ & 16.41 \\ & 16.74 \end{aligned}$ | 1.31 1.34 1.37 1.39 | None | None | 542,607 Natural 0.00 \% | None N/A | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | Market - $65.00 \%$ |
| 35. Torrid <br> Suite: 0107 <br> 3/1/2028-2/28/2033 <br> 5 Years <br> Freehold | $\begin{aligned} & 3,981 . \\ & 1.30 \% \end{aligned}$ | $\begin{gathered} \text { Market } \\ \text { Speculative } \\ \text { Inline 2,500-4,999 SF } \\ \text { Retail } \end{gathered}$ | $\begin{gathered} 34.81 \\ 138,589 \\ 2.90 \\ 11,549 \\ 138,589 \end{gathered}$ | Mar-2029 <br> Mar-2030 <br> Mar-2031 <br> Mar-2032 | $\begin{aligned} & 35.51 \\ & 36.22 \\ & 36.94 \\ & 37.68 \end{aligned}$ | $\begin{aligned} & 2.96 \\ & 3.02 \\ & 3.08 \\ & 3.14 \end{aligned}$ | None | None | N/A | $\begin{aligned} & \text { None } \\ & \mathrm{N} / \mathrm{A} \end{aligned}$ | $\begin{gathered} 4.06 \\ 16,153 \end{gathered}$ | $\begin{gathered} 7.34 \\ 29,210 \end{gathered}$ | Market - $65.00 \%$ |
| $\begin{gathered} \text { 35. Torrid } \\ \text { Suite: } 0107 \\ 7 / 1 / 2033-6 / 30 / 2038 \\ 5 \text { Years } \\ \text { Freehold } \end{gathered}$ | $\begin{aligned} & 3,981 \\ & 1.30 \% \end{aligned}$ | Market Speculative I nline 2,500-4,999 SF Retail | $\begin{gathered} 38.44 \\ 153,014 \\ 3.20 \\ 12,751 \\ 153,014 \end{gathered}$ |  | $\begin{aligned} & 39.20 \\ & 39.99 \\ & 40.79 \\ & 41.60 \end{aligned}$ | $\begin{aligned} & 3.27 \\ & 3.33 \\ & 3.40 \\ & 3.47 \end{aligned}$ | None | None | N/A | None N/A | $\begin{gathered} 4.70 \\ 18,725 \end{gathered}$ | $\begin{gathered} 8.10 \\ 32,250 \end{gathered}$ | Market - $65.00 \%$ |
| $\begin{gathered} \text { 36. Rue21 } \\ \text { Suite: } 0169 \\ 2 / 1 / 2023-1 / 31 / 2024 \\ 1 \text { Year } \\ \text { Freehold } \end{gathered}$ | $\begin{aligned} & 4,675 \\ & 1.52 \% \end{aligned}$ | $\begin{gathered} \text { Base } \\ \text { Contract } \\ \text { Inline 2,500-4,999 SF } \\ \text { Retail } \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \\ 0.00 \\ 0 \\ 149,600 \end{gathered}$ |  |  |  | None | None | $\begin{gathered} 535,150 \\ \text { Zero } \\ 5.00 \% \end{gathered}$ | Fixed Amount 18,645 | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | $\begin{gathered} 0.00 \\ 0 \end{gathered}$ | Market - $65.00 \%$ |
| $\begin{gathered} \text { 36. Rue21 } \\ \text { Suite: } 0169 \\ 6 / 1 / 2024-5 / 31 / 2029 \end{gathered}$ | $\begin{aligned} & 4,675 . \\ & 1.52 \% \end{aligned}$ | Market Speculative Inline 2,500-4,999 SF | $\begin{gathered} 32.32 \\ 151,096 \\ 2.69 \end{gathered}$ | $\begin{aligned} & \text { Jun-2025 } \\ & \text { Jun-2026 } \\ & \text { Jun-2027 } \end{aligned}$ | $\begin{aligned} & 32.97 \\ & 33.63 \\ & 34.30 \end{aligned}$ | $\begin{aligned} & 2.75 \\ & 2.80 \\ & 2.86 \end{aligned}$ | None | Jun-2024 | N/A | None N/A | $\begin{gathered} 3.61 \\ 16,853 \end{gathered}$ | $\begin{gathered} 6.62 \\ 30,953 \end{gathered}$ | Market - $65.00 \%$ |


| 5 Years Freehold |  | Retail | $\begin{gathered} 12,591 \\ 151,096 \end{gathered}$ | \|Jun-2028 | 34.98 | 2.92 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 36. Rue21 | 4,675. | Market | 35.51 | Oct-2030 | 36.22 | 3.02 | None | None | N/A | None | 4.18 | 7.48 | Market - $65.00 \%$ |
| Suite: 0169 | 1.52\% | Speculative | 166,004 | Oct-2031 | 36.94 | 3.08 |  |  |  | N/A | 19,538 | 34,988 |  |
| 10/1/2029-9/30/2034 |  | Inline 2,500-4,999 SF | 2.96 | Oct-2032 | 37.68 | 3.14 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 13,834 | Oct-2033 | 38.44 | 3.20 |  |  |  |  |  |  |  |
| Freehold |  |  | 166,004 |  |  |  |  |  |  |  |  |  |  |
| 38. Visionworks | 2,766. | Base | 36.15 |  |  |  | None | None | 787,867 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0153 | 0.90\% | Contract | 100,000 |  |  |  |  |  | 1000000 | 11,670 | - | - |  |
| 2/1/2022-1/31/2025 |  | Inline 2,500-4,999 SF | 3.01 |  |  |  |  |  | 10.00 \% |  |  |  |  |
| 3 Years |  | Retail | 8,333 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 88,512 |  |  |  |  |  |  |  |  |  |  |
| 38. Visionworks | 2,766. | Market | 32.80 | Jun-2026 | 33.46 | 2.79 2.84 | None | None | N/A | None | 3.71 | ${ }^{6.91}$ | Market - $65.00 \%$ |
| Suite: 0153 | 0.90\% | Speculative | 90,738 | Jun-2027 | 34.13 | 2.84 |  |  |  | N/A | 10,271 | 19,124 |  |
| 6/1/2025-5/31/2030 |  | Inline 2,500-4,999 SF | 2.73 | Jun-2028 | 34.81 | 2.90 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 7,562 | Jun-2029 | 35.51 | 2.96 |  |  |  |  |  |  |  |
| Freehold |  |  | 90,738 |  |  |  |  |  |  |  |  |  |  |
| 38. Visionworks | 2,766. | Market | 36.22 | Oct-2031 | 36.94 | 3.08 | None | None | N/A | None | 4.30 | 7.63 | Market - $65.00 \%$ |
| Suite: 0153 | 0.90\% | Speculative | 100,182 | Oct-2032 | 37.68 | 3.14 |  |  |  | N/A | 11,906 | 21,115 |  |
| 10/1/2030-9/30/2035 |  | Inline 2,500-4,999 SF | 3.02 | Oct-2033 | 38.44 | 3.20 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 8,349 | Oct-2034 | 39.20 | 3.27 |  |  |  |  |  |  |  |
| Freehold |  |  | 100,182 |  |  |  |  |  |  |  |  |  |  |
| 41. Bath \& Body Works | 5,000. | Base | 0.00 |  |  |  | None | None | 3,091,625 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0122 | 1.63\% | Contract | 0 |  |  |  |  |  | Zero | 17,700 | - | 0 |  |
| 2/1/2017-1/31/2027 |  | Inline $>5$ 5,000 SF | 0.00 |  |  |  |  |  | $5.00 \%$ |  |  |  |  |
| 10 Years |  | Retail | 0 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 150,000 |  |  |  |  |  |  |  |  |  |  |
| 41. Bath \& Body Works | 5,000. | Market | 32.00 | Jun-2028 | 32.64 | 2.72 | None | None | N/A | None | 3.94 | 6.74 | Market - $65.00 \%$ |
| Suite: 0122 | 1.63\% | Speculative | 159,985 | Jun-2029 | 33.29 | 2.77 |  |  |  | N/A | 19,696 | 33,719 |  |
| 6/1/2027-5/31/2032 |  | Inline $>5$ 5,000 SF | 2.67 | Jun-2030 | 33.96 | 2.83 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 13,332 | Jun-2031 | 34.63 | 2.89 |  |  |  |  |  |  |  |
| Freehold |  |  | 159,985 |  |  |  |  |  |  |  |  |  |  |
| 41. Bath \& Body Works | 5,000. | Market | 35.33 176.636 | Oct-2033 | 36.03 3675 | 3.00 | None | None | N/A | None | 4.57 | 7.45 37.229 | Market - $65.00 \%$ |
| Suite: 0122 | 1.63\% | Speculative Inline $>55,000$ SF | 176,636 2.94 | Oct-2034 | 36.75 37.49 | 3.06 3.12 3 |  |  |  | N/A | 22,834 | 37,229 |  |
| 10/1/2032-9/30/2037 5 Years |  | Inline $>5,000 \mathrm{SF}$ Retail | 2.94 14,720 | Oct-2035 | 37.49 38.24 | 3.12 3.19 |  |  |  |  |  |  |  |
| Freehold |  |  | 176,636 |  |  |  |  |  |  |  |  |  |  |
| 42. Buckle | 6,664. | Base | 30.01 |  |  |  | None | None | 2,600,906 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0116 | 2.17\% | Contract | 200,000 |  |  |  |  |  | Zero | 31,057 | 0 | 0 |  |
| 2/1/2020-1/31/2026 |  | Inline $>5$ 5,000 SF | 2.50 |  |  |  |  |  | 0.00\% |  |  |  |  |
| 6 Years |  | Retail | 16,667 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 199,920 |  |  |  |  |  |  |  |  |  |  |
| 42. Buckle | 6,664. | Market | 31.37 | Jun-2027 | 32.00 | 2.67 | None | None | N/A | None | 3.82 | 6.61 | Market - $65.00 \%$ |
| Suite: 0116 | 2.17\% | Speculative | 209,047 | Jun-2028 | 32.64 | 2.72 |  |  |  | N/A | 25,487 | 44,059 |  |
| 6/1/2026-5/31/2031 |  | Inline $>5$ 5,000 SF | 2.61 | Jun-2029 | 33.29 | 2.77 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 17,421 | Jun-2030 | 33.96 | 2.83 |  |  |  |  |  |  |  |
| Freehold |  |  | 209,047 |  |  |  |  |  |  |  |  |  |  |
| 42. Buckle | 6,664. | Market | 34.63 | Oct-2032 | 35.33 | 2.94 | None | None | N/A | None | 4.43 | 7.30 | Market - $65.00 \%$ |
| Suite: 0116 | 2.17\% | Speculative | 230,805 | Oct-2033 | 36.03 | 3.00 |  |  |  | N/A | 29,546 | 48,645 |  |
| 10/1/2031-9/30/2036 |  | Inline > 5,000 SF | 2.89 | Oct-2034 | 36.75 | 3.06 |  |  |  |  |  |  |  |
| 5 Years <br> Freehold |  | Retail | $\begin{gathered} 19,234 \\ 230,805 \end{gathered}$ | Oct-2035 | 37.49 | 3.12 |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 43. Express | 5,270. | Base | 0.00 |  |  |  | None | None | 923,906 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0115 | 1.72\% | Contract | 0 |  |  |  |  |  | Zero | 23,140 | - | 0 |  |
| 2/1/2023-1/31/2024 |  | Inline $>5,000 \mathrm{SF}$ | 0.00 |  |  |  |  |  | 5.00 \% |  |  |  |  |
| 1 Year Freehold |  | Retail | 0 158,100 |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| 43. Express | 5,270. | Market | 30.30 | Jun-2025 | 30.91 | 2.58 | None | Jun-2024 | N/A | None | 3.61 | 6.21 | Market - $65.00 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Suite: 0115 6/1/2024-5/31/2029 | 1.72\% | Speculative Inline $>5,000$ SF | 159,681 2.53 | Jun-2026 | 31.52 32.15 | 2.63 2.68 |  |  |  | N/A | 18,998 | 32,712 |  |
| 5 Years |  | Retail | 13,307 | Jun-2028 | 32.80 | 2.73 |  |  |  |  |  |  |  |
| Freehold |  |  | 159,681 |  |  |  |  |  |  |  |  |  |  |
| 43. Express | 5,270. | Market | 33.29 | Oct-2030 | 33.96 | 2.83 | None | None | N/A | None | 4.18 | 7.02 | Market - $65.00 \%$ |
| Suite: 0115 | 1.72\% | Speculative | 175,437 | Oct-2031 | 34.63 | 2.89 |  |  |  | N/A | 22,024 | 36,976 |  |
| 10/1/2029-9/30/2034 |  | Inline $>5,000 \mathrm{SF}$ | 2.77 | Oct-2032 | 35.33 | 2.94 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 14,620 | Oct-2033 | 36.03 | 3.00 |  |  |  |  |  |  |  |
| Freehold |  |  | 175,437 |  |  |  |  |  |  |  |  |  |  |
| 44. ULTA | 10,966. | Base | 8.80 |  |  |  | None | None | 4,496,372 | Fixed Amount | 0.00 | 0.00 | Market - $0.00 \%$ |
| Suite: 0157 10/1/2014-9/30/2023 | 3.58\% | Contract Inline $>5.000$ SF | 96,501 0.73 |  |  |  |  |  | Natural $0.00 \%$ | 143,961 | 0 | 0 |  |
| 10/1/2014-9/30/2023 9 Years |  | Inline $>5,000 \mathrm{SF}$ Retail | 0.73 8,042 |  |  |  |  |  | 0.00\% |  |  |  |  |
| Freehold |  |  | 328,980 |  |  |  |  |  |  |  |  |  |  |
| 44. ULTA | 10,966. | Market | 30.30 | Oct-2025 | 30.91 | 2.58 | None | Oct-2024 | N/A | None | 10.30 | 8.70 | Market - $65.00 \%$ |
| Suite: 0157 | 3.58\% | Speculative | 332,270 | Oct-2026 | 31.52 | 2.63 |  |  |  | N/A | 112,950 | 95,442 |  |
| 10/1/2024-9/30/2029 |  | Inline $>5,000$ SF | 2.53 | Oct-2027 | 32.15 | 2.68 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 27,689 | Oct-2028 | 32.80 | 2.73 |  |  |  |  |  |  |  |
| Freehold |  |  | 332,270 |  |  |  |  |  |  |  |  |  |  |
| 44. ULTA | 10,966. | Market | 33.96 372355 | Feb-2031 | 34.63 35 | 2.89 2.94 | None | None | N/A | None | 4.30 47.204 | 7.16 78.479 | Market - $65.00 \%$ |
| Suite: 0157 | 3.58\% | Speculative | 372,355 | Feb-2032 | 35.33 | 2.94 |  |  |  | N/A | 47,204 | 78,479 |  |
| 2/1/2030-1/31/2035 |  | Inline > 5,000 SF | 2.83 | Feb-2033 | 36.03 | 3.00 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 31,030 | Feb-2034 | 36.75 | 3.06 |  |  |  |  |  |  |  |
| Freehold |  |  | 372,355 |  |  |  |  |  |  |  |  |  |  |
| 45. Maurices | 6,175. | Base | 20.24 | Oct-2023 | 20.85 | 1.74 | None | None | 1,786,449 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
|  | 2.01\% | ${ }_{\text {Contract }}$ | 125,000 | Oct-2024 | 21.48 | 1.79 |  |  | $325000$ | 24,240 | 0 | 0 |  |
| 10/1/2022-9/30/2025 |  | Inline > 5,000 SF | 1.69 |  |  |  |  |  |  |  |  |  |  |
| 3 Years |  | Retail | 10,417 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 185,250 |  |  |  |  |  |  |  |  |  |  |
| 45. Maurices | 6,175. | Market | 31.37 | Feb-2027 | 32.00 | 2.67 | None | None | N/A |  | $3.82$ | 6.61 | Market - $65.00 \%$ |
| Suite: 0105 | 2.01\% | Speculative | 193,707 | Feb-2028 | 32.64 | 2.72 |  |  |  | N/A | 23,617 | 40,826 |  |
| 2/1/2026-1/31/2031 |  | Inline > 5,000 SF | 2.61 | Feb-2029 | 33.29 | 2.77 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 16,142 | Feb-2030 | 33.96 | 2.83 |  |  |  |  |  |  |  |
| Freehold |  |  | 193,707 |  |  |  |  |  |  |  |  |  |  |
| 45. Maurices | 6,175. | Market | 34.63 | Jun-2032 | 35.33 | 2.94 | None | None | N/A | None | 4.43 | 7.30 | Market - $65.00 \%$ |
| Suite: 0105 | 2.01\% | Speculative | 213,868 | Jun-2033 | 36.03 | 3.00 |  |  |  | N/A | 27,378 | 45,076 |  |
| 6/1/2031-5/31/2036 |  | Inline > 5,000 SF | 2.89 | Jun-2034 | 36.75 | 3.06 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 17,822 | Jun-2035 | 37.49 | 3.12 |  |  |  |  |  |  |  |
| Freehold |  |  | 213,868 |  |  |  |  |  |  |  |  |  |  |
| 46. American Eagle | 5,331. | Base | 50.65 |  |  |  | None | None | 2,116,883 | Fixed Amount | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0142 | 1.74\% | Contract | 270,000 |  |  |  |  |  | Zero | 24,445 | 0 | 0 |  |
| 2/1/2023-1/31/2024 |  | Inline > 5,000 SF | 4.22 |  |  |  |  |  | 0.00\% |  |  |  |  |
| 1 Year |  | Retail | 22,500 |  |  |  |  |  |  |  |  |  |  |
| Freehold |  |  | 159,930 |  |  |  |  |  |  |  |  |  |  |
| 46. American Eagle | 5,331. | Market | ${ }^{30.30}$ | Jun-2025 | 30.91 | 2.58 | None | Jun-2024 | N/A | None | 3.61 | 6.21 | Market - $65.00 \%$ |
| Suite: 0142 | 1.74\% | Speculative | 161,529 | Jun-2026 | 31.52 | 2.63 |  |  |  | N/A | 19,218 | 33,090 |  |
| 6/1/2024-5/31/2029 |  | Inline > 5,000 SF | 2.53 | Jun-2027 | 32.15 | 2.68 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 13,461 | Jun-2028 | 32.80 | 2.73 |  |  |  |  |  |  |  |
| Freehold |  |  | 161,529 |  |  |  |  |  |  |  |  |  |  |
| 46. American Eagle | 5,331. | Market | 33.29 | Oct-2030 | 33.96 | 2.83 | None | None | N/A | None | 4.18 | 7.02 | Market - $65.00 \%$ |
| Suite: 0142 | 1.74\% | Speculative | 177,467 | Oct-2031 | 34.63 | 2.89 |  |  |  | N/A | 22,279 | 37,404 |  |
| 10/1/2029-9/30/2034 |  | Inline $>5,000 \mathrm{SF}$ | 2.77 | Oct-2032 | 35.33 | 2.94 |  |  |  |  |  |  |  |
| 5 Years |  | Retail | 14,789 | Oct-2033 | 36.03 | 3.00 |  |  |  |  |  |  |  |
| Freehold |  |  | 177,467 |  |  |  |  |  |  |  |  |  |  |
| 47. Barnes \& Noble | 30,701. | Base | 6.51 |  |  |  | None | None | 5,233,740 | None | 0.00 | 0.00 | Market - $65.00 \%$ |
| Suite: 0180 | 10.01\% | Contract | 200,000 |  |  |  |  |  | Zero | N/A | 0 | 0 |  |
| 2/1/2022-1/31/2027 |  | Junior Anchor | 0.54 |  |  |  |  |  | 0.00\% |  |  |  |  |


| 5 Years Freehold |  | Retail | $\begin{gathered} 16,667 \\ 460,515 \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 47. Barnes \& Noble <br> Suite: 0180 <br> 6/1/2027-5/31/2037 <br> 10 Years <br> Freehold | $\begin{aligned} & 30,701 . \\ & 10.01 \% \end{aligned}$ | Market Speculative Junior Anchor Retail | $\begin{gathered} 16.00 \\ 491,170 \\ 1.33 \\ 40,931 \\ 491,170 \end{gathered}$ | Jun-2032 | 17.60 | 1.47 | None | None | N/A | None N/A | $\begin{gathered} 3.94 \\ 120,940 \end{gathered}$ | $\begin{gathered} 6.80 \\ 208,870 \end{gathered}$ | Market - $65.00 \%$ |

Results displayed are based on Forecast data only

## Lease Expiration Report

Valley View Mall (Amounts in USD, Measures in SF)
As of Jan, 2019
All Tenants/ All Lease Periods
3/12/2023 9:00:38 PM
Tenants
FY 2024 Expirations
3. China Max
3. China Max
6. Rogers \& Hollands
7. Zales J ewelers
8. Kay J ewelers
13. Gloria J ean's Coffee
15. GameStop
19. Claire's Boutique
20. J ourneys
21. Francesca's
23. Spencer Gifts
24. Pearle Vision
25. Zumiez
33. HuHot Grill
34. Foot Locker
36. Rue21
43. Express
44. ULTA
46. American Eagle

Total FY 2024 Expirations

## FY 2025 Expirations

14. GNC
15. Valley View Nails \& Spa 38. Visionworks

Total FY 2025 Expirations

## FY 2026 Expirations

1. JCPenney
2. Tradehome Shoes
3. Famous Footwear

## 42. Buckle

45. Maurices

Total FY 2026 Expirations

## FY 2027 Expirations

41. Bath \& Body Works
42. Barnes \& Noble

Total FY 2027 Expirations

## FY 2028 Expirations

5. Kobe Japan
6. Torrid

Total FY 2028 Expirations

| Suite | Lease <br> Period | Lease <br> Status | Expiration <br> Date | Remaining <br> Term |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |
|  |  |  |  |  |
| FC7 | Base | Contract | $1 / 31 / 2024$ | 5 Years 1 Month |
| 0173 | Base | Contract | $12 / 31 / 2023$ | 5 Years |
| 0129 | Base | Contract | $1 / 31 / 2024$ | 5 Years 1 Month |
| 0125 | Base | Contract | $1 / 31 / 2024$ | 5 Years 1 Month |
| 0167 | Base | Contract | $9 / 30 / 2023$ | 2 Years |
| 0166 | Base | Contract | $1 / 31 / 2024$ | 3 Years |
| 0175 | Base | Contract | $8 / 31 / 2023$ | 2 Years |
| 0130 | Base | Contract | $1 / 31 / 2024$ | 3 Years |
| 0163 | Base | Contract | $1 / 31 / 2024$ | 1 Year |
| 0123 | Base | Contract | $1 / 31 / 2024$ | 3 Years |
| 0112 | Base | Contract | $5 / 31 / 2023$ | 4 Years 5 Months |
| 0179 | Base | Contract | $1 / 31 / 2024$ | 5 Years 1 Month |
| 0148 | Base | Contract | $12 / 31 / 2023$ | 1 Year 7 Months |
| 0133 | Base | Contract | $5 / 31 / 2023$ | 2 Years |
| 0169 | Base | Contract | $1 / 31 / 2024$ | 1 Year |
| 0115 | Base | Contract | $1 / 31 / 2024$ | 1 Year |
| 0157 | Base | Contract | $9 / 30 / 2023$ | 4 Years 9 Months |
| 0142 | Base | Contract | $1 / 31 / 2024$ | 1 Year |

0145 Base 0153 Base Contract
6/30/2024

1/31/2025 3 Years

| $7 / 31 / 2025$ | 6 Years 7 Month |
| :--- | :--- |
| $1 / 31 / 2026$ | 5 Years |
| $2 / 28 / 2025$ | 4 Years |
| $1 / 31 / 2026$ | 6 Years |
| $9 / 30 / 2025$ | 3 Years |


| 750.00 | 0.24\% | 0.00 | 0.00 | 110.00 | 0.00\% | 66.03 | 111.10 | 59.43\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,683.00 | 0.55\% | 132,620.40 | 78.80 | 110.00 | 71.64\% | 106.81 | 111.10 | 96.14\% |
| 1,419.00 | 0.46\% | 145,121.13 | 102.27 | 110.00 | 92.97\% | 127.27 | 111.10 | 114.56\% |
| 1,645.00 | 0.54\% | 140,000.00 | 85.11 | 110.00 | 77.37\% | 119.67 | 111.10 | 107.72\% |
| 762.00 | 0.25\% | 69,586.00 | 91.32 | 80.00 | 114.15\% | 125.46 | 80.80 | 155.28\% |
| 750.00 | 0.24\% | 65,000.00 | 86.67 | 80.00 | 108.33\% | 91.60 | 80.80 | 113.36\% |
| 1,381.00 | 0.45\% | 144,338.00 | 104.52 | 45.00 | 232.26\% | 113.00 | 45.00 | 251.12\% |
| 1,645.00 | 0.54\% | 0.00 | 0.00 | 45.00 | 0.00\% | 29.81 | 45.45 | 65.58\% |
| 1,481.00 | 0.48\% | 0.00 | 0.00 | 45.00 | 0.00\% | 26.70 | 45.45 | 58.75\% |
| 1,937.00 | 0.63\% | 60,000.00 | 30.98 | 45.00 | 68.83\% | 55.60 | 45.45 | 122.33\% |
| 2,222.00 | 0.72\% | 60,445.81 | 27.20 | 45.00 | 60.45\% | 32.45 | 45.00 | 72.11\% |
| 2,132.00 | 0.70\% | 50,000.00 | 23.45 | 45.00 | 52.12\% | 26.44 | 45.45 | 58.18\% |
| 4,969.00 | 1.62\% | 0.00 | 0.00 | 32.00 | 0.00\% | 16.46 | 32.32 | 50.92\% |
| 4,092.00 | 1.33\% | 61,380.00 | 15.00 | 32.00 | 46.88\% | 40.14 | 32.00 | 125.42\% |
| 4,675.00 | 1.52\% | 0.00 | 0.00 | 32.00 | 0.00\% | 9.71 | 32.32 | 30.05\% |
| 5,270.00 | 1.72\% | 0.00 | 0.00 | 30.00 | 0.00\% | 13.16 | 30.30 | 43.42\% |
| 10,966.00 | 3.58\% | 96,501.00 | 8.80 | 30.00 | 29.33\% | 21.93 | 30.30 | 72.37\% |
| 5,331.00 | 1.74\% | 270,000.00 | 50.65 | 30.00 | 168.82\% | 55.23 | 30.30 | 182.29\% |
| 53,110.00 | 17.32\% | 1,294,992.34 | 24.38 | 43.27 | 56.35\% | 40.44 | 43.65 | 92.64\% |
| 968.00 | 0.32\% | 39,000.00 | 40.29 | 80.80 | 49.86\% | 48.79 | 80.80 | 60.38\% |
| 1,259.00 | 0.41\% | 59,534.00 | 47.29 | 45.45 | 104.04\% | 47.72 | 46.13 | 103.44\% |
| 2,766.00 | 0.90\% | 100,000.00 | 36.15 | 32.32 | 111.86\% | 40.50 | 32.80 | 123.45\% |
| 4,993.00 | 1.63\% | 198,534.00 | 39.76 | 45.03 | 88.30\% | 43.93 | 45.47 | 96.60\% |
| 96,357.00 | 31.43\% | 225,000.00 | 2.34 | 4.10 | 56.94\% | 2.66 | 4.18 | 63.58\% |
| 2,088.00 | 0.68\% | 70,992.00 | 34.00 | 46.13 | 73.70\% | 92.44 | 47.05 | 196.45\% |
| 4,011.00 | 1.31\% | 70,000.00 | 17.45 | 32.80 | 53.20\% | 23.61 | 32.80 | 71.98\% |
| 6,664.00 | 2.17\% | 200,000.00 | 30.01 | 30.75 | 97.59\% | 34.96 | 31.37 | 111.43\% |
| 6,175.00 | 2.01\% | 132,612.00 | 21.48 | 30.75 | 69.83\% | 50.73 | 31.37 | 161.72\% |
| 115,295.00 | 37.60\% | 698,604.00 | 6.06 | 8.83 | 68.63\% | 9.46 | 8.98 | 105.27\% |


| $5,000.00$ | $1.63 \%$ | 0.00 | 0.00 | 31.37 | $0.00 \%$ | 37.65 | 32.00 | $117.67 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $30,701.00$ | $10.01 \%$ | $200,000.00$ | 6.51 | 15.68 | $41.53 \%$ | 6.51 | 16.00 | $40.72 \%$ |
| $35,701.00$ | $11.64 \%$ | $200,000.00$ | 5.60 | 17.88 | $31.33 \%$ | 10.88 | 18.24 | $59.63 \%$ |


| 619.00 | $0.20 \%$ | $49,253.83$ | 79.57 | 117.32 | $67.82 \%$ | 122.21 | 117.32 | $104.16 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $3,981.00$ | $1.30 \%$ | $66,624.00$ | 16.74 | 34.13 | $49.03 \%$ | 16.74 | 34.81 | $48.07 \%$ |
| $4,600.00$ | $1.50 \%$ | $115,877.83$ | 25.19 | 45.32 | $55.58 \%$ | 30.93 | 45.92 | $67.36 \%$ |

## Expiring Building

Area Share\%

Rent vs. Effective Effective
frective
Effective Rent vs.
Effective Market Rent

| 0122 | Base | Contract | $1 / 31 / 2027$ | 8 Years 1 Month |
| :--- | :--- | :--- | :--- | :--- |
| 0180 | Base | Contract | $1 / 31 / 2027$ | 5 Years |

## FY 2029 Expirations

13. Gloria J ean's Coffee
14. Claire's Boutique

0167 Market Speculative 1/31/2029
0175 Market Speculative 12/31/2028

| 762.00 | $0.25 \%$ | $61,569.60$ | 80.80 | 87.03 | $92.84 \%$ | 87.46 | 88.77 | $98.52 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :--- |
| $1,381.00$ | $0.45 \%$ | $62,145.00$ | 45.00 | 48.96 | $91.92 \%$ | 48.71 | 49.93 | $97.55 \%$ |

24. Pearle Vision
25. Foot Locker
Total FY 2029 Expirations

0112 Market Speculative 9/30/2028 0133 Market Speculative 9/30/2028

## FY 2030 Expirations

## 3. China Max

6. Rogers \& Hollands
7. Zales J ewelers
8. Kay J ewelers
9. GNC
10. GameStop
11. Journeys
12. Francesca's
13. Spencer Gifts
14. Zumiez
15. HuHot Grill
16. Rue21
17. Express
18. ULTA
19. American Eagle

Total FY 2030 Expirations

## FY 2031 Expirations

26. Valley View Nails \& Spa 32. Famous Footwear
27. Visionworks
28. Maurices

Total FY 2031 Expirations

## FY 2032 Expirations

22. Tradehome Shoes
23. Buckle

Total FY 2032 Expirations

## FY 2033 Expirations

5. Kobe Japan
6. Bath \& Body Works

Total FY 2033 Expirations

| FY 2034 Expirations |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| 24. Pearle Vision | 0112 | Market | Speculative | $1 / 31 / 2034$ |
| 34. Foot Locker | 0133 | Market | Speculative | $1 / 31 / 2034$ |
| 35. Torrid | 0107 | Market | Speculative | $2 / 28 / 2033$ |


| 2,222.00 | 0.72\% | 99,990.00 | 45.00 | 48.96 | 91.92\% | 48.71 |  | 97.55\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,092.00 | 1.33\% | 130,944.00 | 32.00 | 34.81 | 91.92\% | 34.64 | 35.51 | 97.55\% |
| 8,457.00 | 2.76\% | 354,648.60 | 41.94 | 45.54 | 92.08\% | 45.39 | 46.45 | 97.71\% |
| 750.00 | 0.24\% | 83,325.00 | 111.10 | 122.06 | 91.02\% | 120.26 | 122.06 | 98.52\% |
| 1,683.00 | 0.55\% | 186,981.30 | 111.10 | 122.06 | 91.02\% | 120.26 | 122.06 | 98.52\% |
| 1,419.00 | 0.46\% | 157,650.90 | 111.10 | 122.06 | 91.02\% | 120.26 | 122.06 | 98.52\% |
| 1,645.00 | 0.54\% | 182,759.50 | 111.10 | 122.06 | 91.02\% | 120.26 | 122.06 | 98.52\% |
| 968.00 | 0.32\% | 78,214.40 | 80.80 | 88.77 | 91.02\% | 87.46 | 90.55 | 96.59\% |
| 750.00 | 0.24\% | 60,600.00 | 80.80 | 88.77 | 91.02\% | 87.46 | 88.77 | 98.52\% |
| 1,645.00 | 0.54\% | 74,765.25 | 45.45 | 49.93 | 91.02\% | 49.20 | 49.93 | 98.52\% |
| 1,481.00 | 0.48\% | 67,311.45 | 45.45 | 49.93 | 91.02\% | 49.20 | 49.93 | 98.52\% |
| 1,937.00 | 0.63\% | 88,036.65 | 45.45 | 49.93 | 91.02\% | 49.20 | 49.93 | 98.52\% |
| 2,132.00 | 0.70\% | 96,899.40 | 45.45 | 49.93 | 91.02\% | 49.20 | 49.93 | 98.52\% |
| 4,969.00 | 1.62\% | 160,598.08 | 32.32 | 35.51 | 91.02\% | 34.98 | 35.51 | 98.52\% |
| 4,675.00 | 1.52\% | 151,096.00 | 32.32 | 35.51 | 91.02\% | 34.98 | 35.51 | 98.52\% |
| 5,270.00 | 1.72\% | 159,681.00 | 30.30 | 33.29 | 91.02\% | 32.80 | 33.29 | 98.52\% |
| 10,966.00 | 3.58\% | 332,269.80 | 30.30 | 33.29 | 91.02\% | 32.80 | 33.96 | 96.59\% |
| 5,331.00 | 1.74\% | 161,529.30 | 30.30 | 33.29 | 91.02\% | 32.80 | 33.29 | 98.52\% |
| 45,621.00 | 14.88\% | 2,041,718.03 | 44.75 | 49.17 | 91.02\% | 48.44 | 49.37 | 98.13\% |
| 1,259.00 | 0.41\% | 58,079.87 | 46.13 | 50.93 | 90.57\% | 49.93 | 50.93 | 98.04\% |
| 4,011.00 | 1.31\% | 131,580.05 | 32.80 | 36.22 | 90.57\% | 35.51 | 36.22 | 98.04\% |
| 2,766.00 | 0.90\% | 90,738.08 | 32.80 | 36.22 | 90.57\% | 35.51 | 36.22 | 98.04\% |
| 6,175.00 | 2.01\% | 193,707.22 | 31.37 | 33.96 | 92.38\% | 33.96 | 34.63 | 98.04\% |
| 14,211.00 | 4.63\% | 474,105.22 | 33.36 | 36.54 | 91.30\% | 36.11 | 36.83 | 98.04\% |
| 2,088.00 | 0.68\% | 98,249.56 | 47.05 | 51.95 | 90.57\% | 50.93 | 51.95 | 98.04\% |
| 6,664.00 | 2.17\% | 209,046.95 | 31.37 | 34.63 | 90.57\% | 33.96 | 34.63 | 98.04\% |
| 8,752.00 | 2.85\% | 307,296.50 | 35.11 | 38.77 | 90.57\% | 38.01 | 38.77 | 98.04\% |
| 619.00 | 0.20\% | 72,622.48 | 117.32 | 129.53 | 90.57\% | 126.99 | 132.12 | 96.12\% |
| 5,000.00 | 1.63\% | 159,984.91 | 32.00 | 35.33 | 90.57\% | 34.63 | 35.33 | 98.04\% |
| 5,619.00 | 1.83\% | 232,607.39 | 41.40 | 45.71 | 90.57\% | 44.81 | 45.99 | 97.43\% |
| 2,222.00 | 0.72\% | 110,954.44 | 49.93 | 54.05 | 92.38\% | 54.05 | 55.13 | 98.04\% |
| 4,092.00 | 1.33\% | 145,302.71 | 35.51 | 38.44 | 92.38\% | 38.44 | 39.20 | 98.04\% |
| 3,981.00 | 1.30\% | 138,589.42 | 34.81 | 38.44 | 90.57\% | 37.68 | 38.44 | 98.03\% |
| 10,295.00 | 3.36\% | 394,846.57 | 38.35 | 41.81 | 91.74\% | 41.51 | 42.35 | 98.04\% |
| 306,654.00 | 100.01\% | 6,313,230.48 | 20.59 | 27.92 | 73.74\% | 26.44 | 28.19 | 93.77\% |

$\begin{array}{lllllllllll}6 & \text { Years } 5 \text { Months } 6 \text { Days } & 306,654.00 & 100.01 \% & 6,313,230.48 & 20.59 & 27.92 & 73.74 \% & 26.44 & 28.19\end{array}$

[^19]
## Income By Rent Review Report

Valley View Mall（Amounts in USD，Measures in SF）
Feb， 2023 through J an， 2034
All Tenants／All Lease Periods
3／12／2023 9：00：41 PM

| For the Years Ending | Suite |
| :--- | ---: |
| Tenants |  |
| 1．JCPenney | 2002 |

Total Rent Income

## 2．Temporary Tenants

Base Rent＋CPI
Total Rent Income

## 3．China Max

Base Rent＋CPI
Total Rent Income

## 5．Kobe Japan

Base Rent＋CPI
Total Rent Income

6．Rogers \＆Hollands
Base Rent＋CPI
Total Rent Income

## 7．Zales Jewelers

2002

Various

FC7

FC1

| $\begin{array}{r} \text { Year } 1 \\ \text { Lan-2024 } \end{array}$ | $\begin{array}{r} \text { Year } 2 \\ \text { Jan-2025 } \end{array}$ | $\begin{array}{r} \text { Year } 3 \\ \text { 」an-2026 } \end{array}$ | $\begin{array}{r} \text { Year } 4 \\ \text { Jan-2027 } \end{array}$ | $\begin{array}{r} \text { Year } 5 \\ \text { 」an-2028 } \end{array}$ | $\begin{array}{r} \text { Year } 6 \\ \text { 」an-2029 } \end{array}$ | $\begin{array}{r} \text { Year } 7 \\ \text { 」an-2030 } \end{array}$ | $\begin{array}{r} \text { Year } 8 \\ \text { Jan-2031 } \end{array}$ | $\begin{array}{r} \text { Year } 9 \\ \text { 」an-2032 } \end{array}$ | $\begin{array}{r} \text { Year } 10 \\ \text { Jan-2033 } \end{array}$ | $\begin{array}{r} \text { Year } 11 \\ \text { Lan-2034 } \end{array}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 225，000 | 225，000 | 112，500 | 335，853 | 403，024 | 403，024 | 403，024 | 403，024 | 436，609 | 443，326 | 443，326 | 3，833，711 |
| 225，000 | 225，000 | 112，500 | 335，853 | 403，024 | 403，024 | 403，024 | 403，024 | 436，609 | 443，326 | 443，326 | 3，833，711 |
| 705，641 | 719，754 | 734，149 | 748，832 | 763，809 | 779，085 | 794，667 | 810，560 | 826，771 | 843，307 | 860，173 | 8，586，750 |
| 705，641 | 719，754 | 734，149 | 748，832 | 763，809 | 779，085 | 794，667 | 810，560 | 826，771 | 843，307 | 860，173 | 8，586，750 |
| 0 | 55，550 | 84，436 | 86，125 | 87，847 | 89，604 | 60，580 | 92，157 | 94，000 | 95，880 | 97，798 | 843，977 |
| 0 | 55，550 | 84，436 | 86，125 | 87，847 | 89，604 | 60，580 | 92，157 | 94，000 | 95，880 | 97，798 | 843，977 |
| 47，818 | 48，655 | 49，254 | 49，254 | 38，678 | 72，986 | 74，445 | 75，934 | 77，453 | 58，957 | 74，969 | 668，403 |
| 47，818 | 48，655 | 49，254 | 49，254 | 38，678 | 72，986 | 74，445 | 75，934 | 77，453 | 58，957 | 74，969 | 668，403 |
| 121，569 | 140，236 | 189，786 | 193，582 | 197，453 | 201，402 | 136，195 | 207，142 | 211，285 | 215，511 | 219，821 | 2，033，983 |
| 121，569 | 140，236 | 189，786 | 193，582 | 197，453 | 201，402 | 136，195 | 207，142 | 211，285 | 215，511 | 219，821 | 2，033，983 |
| 145，121 | 105，101 | 159，753 | 162，948 | 166，207 | 169，531 | 114，618 | 174，361 | 177，848 | 181，405 | 185，033 | 1，741，925 |
| 45，121 | 5，101 | 59，75 | 62，94 | 66，207 | 69，531 | 4，61 | 7，3 | 77，8 | 1，4 | 185，033 | 741，925 |


| 140，000 | 121，840 | 185，196 | 188，900 | 192，678 | 196，532 | 132，872 | 202，131 | 206，173 | 210，297 | 214，503 | 1，991，122 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 140，000 | 121，840 | 185，196 | 188，900 | 192，678 | 196，532 | 132，872 | 202，131 | 206，173 | 210，297 | 214，503 | 1，991，122 |
| 46，391 | 61，570 | 62，801 | 64，057 | 65，338 | 66，645 | 45，096 | 68，547 | 69，917 | 71，316 | 72，742 | 694，420 |
| 46，391 | 61，570 | 62，801 | 64，057 | 65，338 | 66，645 | 45，096 | 68，547 | 69，917 | 71，316 | 72，742 | 694，420 |
| 39，000 | 35，804 | 78，605 | 80，178 | 81，781 | 83，417 | 63，496 | 80，346 | 89，257 | 91，042 | 92，863 | 815，790 |
| 39，000 | 35，804 | 78，605 | 80，178 | 81，781 | 83，417 | 63，496 | 80，346 | 89，257 | 91，042 | 92，863 | 815，790 |


| 65,000 | 40,400 | 61,408 | 62,636 | 63,889 | 65,167 | 44,058 | 67,023 | 68,364 | 69,731 | 71,126 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 65,000 | 40,400 | 61,408 | 62,636 | 63,889 | 65,167 | 44,058 | 67,023 | 68,364 | 69,731 | 71,126 |

## 20. Journeys

Base Rent + CPI
Total Rent Income

## 21. Francesca's

Base Rent + CPI
Total Rent Income

## 22. Tradehome Shoes

Base Rent + CPI
Total Rent Income

## 23. Spencer Gifts

Base Rent + CPI
Total Rent Income

## 24. Pearle Vision

Base Rent + CPI
Total Rent Income

## 25. Zumiez

Base Rent + CPI
Total Rent Income

## 26. Valley View Nails \& Spa

Base Rent + CPI
Total Rent Income

## 32. Famous Footwear

Base Rent + CPI
Total Rent Income

## 33. HuHot Grill

Base Rent + CP
Total Rent Income

## 34. Foot Locker

Base Rent + CPI
Total Rent Income

## 35. Torrid

Base Rent + CPI
Total Rent Income

## 36. Rue21

Base Rent + CPI
Total Rent Income

## 38. Visionworks

Base Rent + CPI
Total Rent Income

130

| 0 | 49,844 | 75,762 | 77,277 | 78,823 | 80,399 | 54,357 | 82,690 | 84,344 | 86,031 | 87,751 | 757,277 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 49,844 | 75,762 | 77,277 | 78,823 | 80,399 | 54,357 | 82,690 | 84,344 | 86,031 | 87,751 | 757,277 |
| 0 | 44,874 | 68,209 | 69,573 | 70,965 | 72,384 | 48,938 | 74,446 | 75,935 | 77,454 | 79,003 | 681,780 |
| 0 | 44,874 | 68,209 | 69,573 | 70,965 | 72,384 | 48,938 | 74,446 | 75,935 | 77,454 | 79,003 | 681,780 |
| 70,992 | 70,992 | 70,992 | 65,500 | 99,560 | 101,551 | 103,582 | 105,653 | 71,608 | 109,199 | 111,383 | 981,010 |
| 70,992 | 70,992 | 70,992 | 65,500 | 99,560 | 101,551 | 103,582 | 105,653 | 71,608 | 109,199 | 111,383 | 981,010 |
| 60,000 | 58,691 | 89,210 | 90,995 | 92,815 | 94,671 | 64,006 | 97,368 | 99,315 | 101,302 | 103,328 | 951,700 |
| 60,000 | 58,691 | 89,210 | 90,995 | 92,815 | 94,671 | 64,006 | 97,368 | 99,315 | 101,302 | 103,328 | 951,700 |
| 53,824 | 100,657 | 102,670 | 104,723 | 106,818 | 72,155 | 110,954 | 113,174 | 115,437 | 117,746 | 120,101 | 1,118,258 |
| 53,824 | 100,657 | 102,670 | 104,723 | 106,818 | 72,155 | 110,954 | 113,174 | 115,437 | 117,746 | 120,101 | 1,118,258 |
| 50,000 | 64,600 | 98,191 | 100,155 | 102,158 | 104,201 | 70,449 | 107,170 | 109,313 | 111,500 | 113,730 | 1,031,468 |
| 50,000 | 64,600 | 98,191 | 100,155 | 102,158 | 104,201 | 70,449 | 107,170 | 109,313 | 111,500 | 113,730 | 1,031,468 |
| 58,463 | 54,573 | 43,560 | 58,951 | 60,130 | 61,333 | 62,559 | 42,436 | 64,659 | 65,952 | 67,271 | 639,888 |
| 58,463 | 54,573 | 43,560 | 58,951 | 60,130 | 61,333 | 62,559 | 42,436 | 64,659 | 65,952 | 67,271 | 639,888 |
| 70,000 | 70,000 | 82,588 | 133,115 | 135,777 | 138,493 | 141,263 | 95,663 | 146,001 | 148,921 | 151,900 | 1,313,723 |
| 70,000 | 70,000 | 82,588 | 133,115 | 135,777 | 138,493 | 141,263 | 95,663 | 146,001 | 148,921 | 151,900 | 1,313,723 |
| 0 | 120,449 | 163,007 | 166,267 | 169,593 | 172,984 | 116,977 | 177,914 | 181,473 | 185,102 | 188,804 | 1,642,571 |
| 0 | 120,449 | 163,007 | 166,267 | 169,593 | 172,984 | 116,977 | 177,914 | 181,473 | 185,102 | 188,804 | 1,642,571 |
| 64,108 | 131,817 | 134,453 | 137,142 | 139,885 | 94,492 | 145,303 | 148,209 | 151,173 | 154,196 | 157,280 | 1,458,059 |
| 64,108 | 131,817 | 134,453 | 137,142 | 139,885 | 94,492 | 145,303 | 148,209 | 151,173 | 154,196 | 157,280 | 1,458,059 |
| 62,781 | 63,095 | 64,357 | 65,644 | 49,968 | 127,040 | 141,130 | 143,953 | 146,832 | 149,769 | 101,759 | 1,116,328 |
| 62,781 | 63,095 | 64,357 | 65,644 | 49,968 | 127,040 | 141,130 | 143,953 | 146,832 | 149,769 | 101,759 | 1,116,328 |
| 0 | 100,731 | 153,111 | 156,173 | 159,296 | 162,482 | 109,852 | 167,111 | 170,453 | 173,862 | 177,340 | 1,530,411 |
| 0 | 100,731 | 153,111 | 156,173 | 159,296 | 162,482 | 109,852 | 167,111 | 170,453 | 173,862 | 177,340 | 1,530,411 |
| 100,000 | 100,000 | 60,492 | 91,948 | 93,787 | 95,663 | 97,576 | 66,133 | 100,850 | 102,867 | 104,924 | 1,014,240 |
| 100,000 | 100,000 | 60,492 | 91,948 | 93,787 | 95,663 | 97,576 | 66,133 | 100,850 | 102,867 | 104,924 | 1,014,240 |


| 0 | 0 | 0 | 0 | 106,657 | 162,118 | 165,360 | 168,668 | 172,041 | 116,603 | 177,814 | 1,069,260 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 0 | 0 | 0 | 106,657 | 162,118 | 165,360 | 168,668 | 172,041 | 116,603 | 177,814 | 1,069,260 |
| 200,000 | 200,000 | 200,000 | 139,365 | 211,834 | 216,071 | 220,392 | 224,800 | 152,361 | 232,343 | 236,990 | 2,234,157 |
| 200,000 | 200,000 | 200,000 | 139,365 | 211,834 | 216,071 | 220,392 | 224,800 | 152,361 | 232,343 | 236,990 | 2,234,157 |
| 0 | 106,454 | 161,810 | 165,046 | 168,347 | 171,714 | 116,093 | 176,606 | 180,138 | 183,741 | 187,416 | 1,617,366 |
| 0 | 106,454 | 161,810 | 165,046 | 168,347 | 171,714 | 116,093 | 176,606 | 180,138 | 183,741 | 187,416 | 1,617,366 |
| 64,334 | 110,757 | 334,485 | 341,175 | 347,998 | 354,958 | 239,773 | 372,355 | 379,803 | 387,399 | 395,147 | 3,328,183 |
| 64,334 | 110,757 | 334,485 | 341,175 | 347,998 | 354,958 | 239,773 | 372,355 | 379,803 | 387,399 | 395,147 | 3,328,183 |
| 126,250 | 130,037 | 88,408 | 193,707 | 197,581 | 201,533 | 205,564 | 209,675 | 142,579 | 216,720 | 221,054 | 1,933,109 |
| 126,250 | 130,037 | 88,408 | 193,707 | 197,581 | 201,533 | 205,564 | 209,675 | 142,579 | 216,720 | 221,054 | 1,933,109 |
| 270,000 | 107,686 | 163,683 | 166,957 | 170,296 | 173,702 | 117,437 | 178,650 | 182,223 | 185,868 | 189,585 | 1,906,087 |
| 270,000 | 107,686 | 163,683 | 166,957 | 170,296 | 173,702 | 117,437 | 178,650 | 182,223 | 185,868 | 189,585 | 1,906,087 |
| 200,000 | 200,000 | 200,000 | 200,000 | 327,446 | 491,170 | 491,170 | 491,170 | 491,170 | 523,914 | 540,287 | 4,156,326 |
| 200,000 | 200,000 | 200,000 | 200,000 | 327,446 | 491,170 | 491,170 | 491,170 | 491,170 | 523,914 | 540,287 | 4,156,326 |

* Results displayed are based on Forecast data only


## Leasing Activity Report

Valley View Mall (Amounts in USD, Measures in SF)
Feb, 2023 through Jan, 2034
All Tenants/ All Lease Periods
3/12/2023 9:00:45 PM
Tenants
2023 Leasing Activity

| 21. Francesca's | 0163 | Base | Contract | $2 / 1 / 2023$ | 1 Year |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 24. Pearle Vision | 0112 | Market | Speculative | $10 / 1 / 2023$ | 5 Years |
| 34. Foot Locker | 0133 | Market | Speculative | $10 / 1 / 2023$ | 5 Years |
| 36. Rue21 | 0169 | Base | Contract | $2 / 1 / 2023$ | 1 Year |
| 43. Express | 0115 | Base | Contract | $2 / 1 / 2023$ | 1 Year |
| 46. American Eagle | 0142 | Base | Contract | $2 / 1 / 2023$ | 1 Year |

2024 Leasing Activity
2024 Leasing Activity
3. China Max
6. Rogers \& Hollands
7. Zales J ewelers
8. Kay J ewelers
13. Gloria Jean's Coffee
14. GNC
15. GameStop
19. Claire's Boutique
20. Journeys
21. Francesca's
23. Spencer Gifts
25. Zumiez
33. HuHot Grill
36. Rue21
43. Express
44. ULTA
46. American Eagle
Total 2024 Leasing Activity

## 2025 Leasing Activity

26. Valley View Nails \& Spa 32. Famous Footwe
27. Visionworks

Total 2025 Leasing Activity

## 2026 Leasing Activity

1. J CPenney
2. Tradehome Shoes
3. Buckle

Total 2026 Leasing Activity

|  | Lease <br> Suite | Lease <br> Period | $\underline{S t a t u s}$ | $\underline{\text { Begin Date }}$ | Term |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |
| 0163 | Base | Contract | $2 / 1 / 2023$ | 1 Year |  |
| 0112 | Market | Speculative | $10 / 1 / 2023$ | 5 Years |  |
| 0133 | Market | Speculative | $10 / 1 / 2023$ | 5 Years |  |
| 0169 | Base | Contract | $2 / 1 / 2023$ | 1 Year |  |
| 0115 | Base | Contract | $2 / 1 / 2023$ | 1 Year |  |
| 0142 | Base | Contract | $2 / 1 / 2023$ | 1 Year |  |


| Initial Area | Initial Base Rent | Initial Base Rent/ SF | Building Share \% | Tenant Improvements | Tenant Improvements/ SF | Leasing Commissions | Leasing <br> Commissions/ SF | Incentives | Incentives/ SF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,481. | 0.00 | 0.00 | 0.48\% | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 2,222. | 99,990.00 | 45.00 | 0.72\% | 7,777.00 | 3.50 | 20,483.69 | 9.22 | 0.00 | 0.00 |
| 4,092. | 130,944.00 | 32.00 | 1.33\% | 14,322.00 | 3.50 | 26,824.84 | 6.56 | 0.00 | 0.00 |
| 4,675. | 0.00 | 0.00 | 1.52\% | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 5,270. | 0.00 | 0.00 | 1.72\% | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 5,331. | 270,000.00 | 50.65 | 1.74\% | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 23,071. | 500,934.00 | 21.71 | 7.52\% | 22,099.00 | 0.96 | 47,308.53 | 2.05 | 0.00 | 0.00 |


| FC7 | Market | Speculative | 6/1/2024 | 5 Years | 750. | 83,325.00 | 111.10 | 0.24\% | 2,703.75 | 3.61 | 17,069.74 | 22.76 | 0.00 | 0.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0173 | Market | Speculative | 5/1/2024 | 5 Years | 1,683. | 186,981.30 | 111.10 | 0.55\% | 6,067.22 | 3.61 | 38,304.50 | 22.76 | 0.00 | 0.00 |
| 0129 | Market | Speculative | 6/1/2024 | 5 Years | 1,419. | 157,650.90 | 111.10 | 0.46\% | 5,115.50 | 3.61 | 32,295.95 | 22.76 | 0.00 | 0.00 |
| 0125 | Market | Speculative | 6/1/2024 | 5 Years | 1,645. | 182,759.50 | 111.10 | 0.54\% | 5,930.23 | 3.61 | 37,439.63 | 22.76 | 0.00 | 0.00 |
| 0167 | Market | Speculative | 2/1/2024 | 5 Years | 762. | 61,569.60 | 80.80 | 0.25\% | 2,747.01 | 3.61 | 12,612.99 | 16.55 | 0.00 | 0.00 |
| 0176 | Market | Speculative | 11/1/2024 | 5 Years | 968. | 78,214.40 | 80.80 | 0.32\% | 3,489.64 | 3.61 | 16,022.80 | 16.55 | 0.00 | 0.00 |
| 0166 | Market | Speculative | 6/1/2024 | 5 Years | 750. | 60,600.00 | 80.80 | 0.24\% | 2,703.75 | 3.61 | 12,414.36 | 16.55 | 0.00 | 0.00 |
| 0175 | Market | Speculative | 1/1/2024 | 5 Years | 1,381. | 62,145.00 | 45.00 | 0.45\% | 4,833.50 | 3.50 | 12,730.86 | 9.22 | 0.00 | 0.00 |
| 0130 | Market | Speculative | 6/1/2024 | 5 Years | 1,645. | 74,765.25 | 45.45 | 0.54\% | 5,930.23 | 3.61 | 15,316.21 | 9.31 | 0.00 | 0.00 |
| 0163 | Market | Speculative | 6/1/2024 | 5 Years | 1,481. | 67,311.45 | 45.45 | 0.48\% | 5,339.01 | 3.61 | 13,789.25 | 9.31 | 0.00 | 0.00 |
| 0123 | Market | Speculative | 6/1/2024 | 5 Years | 1,937. | 88,036.65 | 45.45 | 0.63\% | 6,982.89 | 3.61 | 18,034.96 | 9.31 | 0.00 | 0.00 |
| 0179 | Market | Speculative | 6/1/2024 | 5 Years | 2,132. | 96,899.40 | 45.45 | 0.70\% | 7,685.86 | 3.61 | 19,850.56 | 9.31 | 0.00 | 0.00 |
| 0148 | Market | Speculative | 5/1/2024 | 5 Years | 4,969. | 160,598.08 | 32.32 | 1.62\% | 17,913.25 | 3.61 | 32,899.70 | 6.62 | 0.00 | 0.00 |
| 0169 | Market | Speculative | 6/1/2024 | 5 Years | 4,675. | 151,096.00 | 32.32 | 1.52\% | 16,853.38 | 3.61 | 30,953.13 | 6.62 | 0.00 | 0.00 |
| 0115 | Market | Speculative | 6/1/2024 | 5 Years | 5,270. | 159,681.00 | 30.30 | 1.72\% | 18,998.35 | 3.61 | 32,711.83 | 6.21 | 0.00 | 0.00 |
| 0157 | Market | Speculative | 10/1/2024 | 5 Years | 10,966. | 332,269.80 | 30.30 | 3.58\% | 112,949.80 | 10.30 | 95,441.98 | 8.70 | 0.00 | 0.00 |
| 0142 | Market | Speculative | 6/1/2024 | 5 Years | 5,331. | 161,529.30 | 30.30 | 1.74\% | 19,218.26 | 3.61 | 33,090.47 | 6.21 | 0.00 | 0.00 |


| 0145 | Market | Speculative | $5 / 1 / 2025$ |
| :--- | :--- | :--- | :--- |
| 0104 | Market | Speculative | $7 / 1 / 2025$ |
| 0153 | Market | Speculative | $6 / 1 / 2025$ |


|  |  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :--- |
| $1,259$. | $58,079.87$ | 46.13 | $0.41 \%$ | $4,674.86$ |  | 3.71 | $12,241.12$ | 9.72 | 0.00 |
| $4,011$. | $181,580.05$ | 32.80 | $1.31 \%$ | $14,893.44$ | 3.71 | $27,732.29$ | 6.91 | 0.00 | 0.00 |
| $2,766$. | $90,738.08$ | 32.80 | $0.90 \%$ | $10,270.57$ | 3.71 | $19,124.29$ | 0.00 |  |  |
| $8,036$. | $280,398.00$ | 34.89 | $2.62 \%$ | $29,838.87$ | 3.71 | $59,097.70$ | 7.35 | 0.00 | 0.00 |

## 2027 Leasing Activity

5. Kobe J apan
6. Bath \& Body Works
7. Barnes \& Noble

Total 2027 Leasing Activity

| 2002 | Market | Speculative | $4 / 1 / 2026$ |
| :--- | :--- | :--- | :--- |
| 0154 | Market | Speculative | $6 / 1 / 2026$ |
| 0116 | Market | Speculative | $6 / 1 / 2026$ |
| 0105 | Market | Speculative | $2 / 1 / 2026$ |


| 10 Years | 96,357. | 403,023.94 | 4.18 | 31.43\% | 368,521.63 | 3.82 | 171,385.93 | 1.78 | 0.00 | 0.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 Years | 2,088. | 98,249.56 | 47.05 | 0.68\% | 7,985.65 | 3.82 | 20,707.43 | 9.92 | 0.00 | 0.00 |
| 5 Years | 6,664. | 209,046.95 | 31.37 | 2.17\% | 25,486.76 | 3.82 | 44,059.49 | 6.61 | 0.00 | 0.00 |
| 5 Years | 6,175. | 193,707.22 | 31.37 | 2.01\% | 23,616.56 | 3.82 | 40,826.44 | 6.61 | 0.00 | 0.00 |


| FC1 | Market | Speculative | 11/1/2027 | 5 Years | 619. | 72,622.48 | 117.32 | 0.20\% | 2,438.41 | 3.94 | 15,306.18 | 24.73 | 0.00 | 0.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0122 | Market | Speculative | 6/1/2027 | 5 Years | 5,000. | 159,984.91 | 32.00 | 1.63\% | 19,696.40 | 3.94 | 33,719.00 | 6.74 | 0.00 | 0.00 |
| 0180 | Market | Speculative | 6/1/2027 | 10 Years | 30,701. | 491,169.67 | 16.00 | 10.01\% | 120,939.86 | 3.94 | 208,869.90 | 6.80 | 0.00 | 0.00 |
|  |  |  |  |  | 36,320. | 723,777.06 | 19.93 | 11.85\% | 143,074.68 | 3.94 | 257,895.08 | 7.10 | 0.00 | 0.00 |

## 2028 Leasing Activity

35. Torrid

0107 Market Speculative $3 / 1 / 2028 \quad 5$ Years
3,981. 138,589.42
$34.81 \quad 1.30 \%$
16,152.7

| 75 | 4.06 | $29,209.61$ |
| :--- | :--- | :--- |

$\qquad$
Total 2028 Leasing Activity

| 2029 Leasing Activity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3. China Max | FC7 | Market | Speculative | 10/1/2029 | 5 Years | 750. | 91,546.56 | 122.06 | 0.24\% | 3,134.39 | 4.18 | 19,294.69 | 25.73 | 0.00 | 0.00 |
| 6. Rogers \& Hollands | 0173 | Market | Speculative | 9/1/2029 | 5 Years | 1,683. | 205,430.49 | 122.06 | 0.55\% | 7,033.57 | 4.18 | 43,297.28 | 25.73 | 0.00 | 0.00 |
| 7. Zales J ewelers | 0129 | Market | Speculative | 10/1/2029 | 5 Years | 1,419. | 173,206.10 | 122.06 | 0.46\% | 5,930.26 | 4.18 | 36,505.55 | 25.73 | 0.00 | 0.00 |
| 8. Kay Jewelers | 0125 | Market | Speculative | 10/1/2029 | 5 Years | 1,645. | 200,792.13 | 122.06 | 0.54\% | 6,874.76 | 4.18 | 42,319.68 | 25.73 | 0.00 | 0.00 |
| 13. Gloria J ean's Coffee | 0167 | Market | Speculative | 6/1/2029 | 5 Years | 762. | 67,644.59 | 88.77 | 0.25\% | 3,184.54 | 4.18 | 14,257.02 | 18.71 | 0.00 | 0.00 |
| 15. GameStop | 0166 | Market | Speculative | 10/1/2029 | 5 Years | 750. | 66,579.32 | 88.77 | 0.24\% | 3,134.39 | 4.18 | 14,032.50 | 18.71 | 0.00 | 0.00 |
| 19. Claire's Boutique | 0175 | Market | Speculative | 5/1/2029 | 5 Years | 1,381. | 68,959.53 | 49.93 | 0.45\% | 5,771.45 | 4.18 | 14,534.16 | 10.52 | 0.00 | 0.00 |
| 20. Journeys | 0130 | Market | Speculative | 10/1/2029 | 5 Years | 1,645. | 82,142.24 | 49.93 | 0.54\% | 6,874.76 | 4.18 | 17,312.60 | 10.52 | 0.00 | 0.00 |
| 21. Francesca's | 0163 | Market | Speculative | 10/1/2029 | 5 Years | 1,481. | 73,952.98 | 49.93 | 0.48\% | 6,189.37 | 4.18 | 15,586.60 | 10.52 | 0.00 | 0.00 |
| 23. Spencer Gifts | 0123 | Market | Speculative | 10/1/2029 | 5 Years | 1,937. | 96,723.11 | 49.93 | 0.63\% | 8,095.08 | 4.18 | 20,385.71 | 10.52 | 0.00 | 0.00 |
| 24. Pearle Vision | 0112 | Market | Speculative | 2/1/2029 | 5 Years | 2,222. | 110,954.44 | 49.93 | 0.72\% | 9,286.14 | 4.18 | 23,385.16 | 10.52 | 0.00 | 0.00 |
| 25. Zumiez | 0179 | Market | Speculative | 10/1/2029 | 5 Years | 2,132. | 106,460.33 | 49.93 | 0.70\% | 8,910.02 | 4.18 | 22,437.97 | 10.52 | 0.00 | 0.00 |
| 33. HuHot Grill | 0148 | Market | Speculative | 9/1/2029 | 5 Years | 4,969. | 176,444.07 | 35.51 | 1.62\% | 20,766.36 | 4.18 | 37,187.99 | 7.48 | 0.00 | 0.00 |
| 34. Foot Locker | 0133 | Market | Speculative | 2/1/2029 | 5 Years | 4,092. | 145,302.71 | 35.51 | 1.33\% | 17,101.22 | 4.18 | 30,624.53 | 7.48 | 0.00 | 0.00 |
| 36. Rue21 | 0169 | Market | Speculative | 10/1/2029 | 5 Years | 4,675. | 166,004.44 | 35.51 | 1.52\% | 19,537.68 | 4.18 | 34,987.70 | 7.48 | 0.00 | 0.00 |
| 43. Express | 0115 | Market | Speculative | 10/1/2029 | 5 Years | 5,270. | 175,436.51 | 33.29 | 1.72\% | 22,024.29 | 4.18 | 36,975.63 | 7.02 | 0.00 | 0.00 |
| 46. American Eagle | 0142 | Market | Speculative | 10/1/2029 | 5 Years | 5,331. | 177,467.18 | 33.29 | 1.74\% | 22,279.22 | 4.18 | 37,403.63 | 7.02 | 0.00 | 0.00 |
| Total 2029 Leasing Activity |  |  |  |  |  | 42,144. | 2,185,046.72 | 51.85 | 13.75\% | 176,127.49 | 4.18 | 460,528.37 | 10.93 | 0.00 | 0.00 |
| 2030 Leasing Activity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 14. GNC | 0176 | Market | Speculative | 3/1/2030 | 5 Years | 968. | 87,650.34 | 90.55 | 0.32\% | 4,166.81 | 4.30 | 18,473.50 | 19.08 | 0.00 | 0.00 |
| 26. Valley View Nails \& Spa | 0145 | Market | Speculative | 9/1/2030 | 5 Years | 1,259. | 64,124.87 | 50.93 | 0.41\% | 5,419.44 | 4.30 | 13,515.19 | 10.73 | 0.00 | 0.00 |
| 32. Famous Footwear | 0104 | Market | Speculative | 11/1/2030 | 5 Years | 4,011. | 145,275.01 | 36.22 | 1.31\% | 17,265.58 | 4.30 | 30,618.69 | 7.63 | 0.00 | 0.00 |
| 38. Visionworks | 0153 | Market | Speculative | 10/1/2030 | 5 Years | 2,766. | 100,182.17 | 36.22 | 0.90\% | 11,906.41 | 4.30 | 21,114.76 | 7.63 | 0.00 | 0.00 |
| 44. ULTA | 0157 | Market | Speculative | 2/1/2030 | 5 Years | 10,966. | 372,355.50 | 33.96 | 3.58\% | 47,203.79 | 4.30 | 78,479.00 | 7.16 | 0.00 | 0.00 |
| Total 2030 Leasing Activity |  |  |  |  |  | 19,970. | 769,587.89 | 38.54 | 6.51\% | 85,962.03 | 4.30 | 162,201.14 | 8.12 | 0.00 | 0.00 |
| 2031 Leasing Activity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 22. Tradehome Shoes | 0154 | Market | Speculative | 10/1/2031 | 5 Years | 2,088. | 108,475.45 | 51.95 | 0.68\% | 9,257.56 | 4.43 | 22,862.68 | 10.95 | 0.00 | 0.00 |
| 42. Buckle | 0116 | Market | Speculative | 10/1/2031 | 5 Years | 6,664. | 230,804.72 | 34.63 | 2.17\% | 29,546.15 | 4.43 | 48,645.24 | 7.30 | 0.00 | 0.00 |
| 45. Maurices | 0105 | Market | Speculative | 6/1/2031 | 5 Years | 6,175. | 213,868.42 | 34.63 | 2.01\% | 27,378.07 | 4.43 | 45,075.68 | 7.30 | 0.00 | 0.00 |
| Total 2031 Leasing Activity |  |  |  |  |  | 14,927. | 553,148.59 | 37.06 | 4.87\% | 66,181.77 | 4.43 | 116,583.60 | 7.81 | 0.00 | 0.00 |
| 2032 Leasing Activity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 41. Bath \& Body Works | 0122 | Market | Speculative | 10/1/2032 | 5 Years | 5,000. | 176,636.27 | 35.33 | 1.63\% | 22,833.53 | 4.57 | 37,228.50 | 7.45 | 0.00 | 0.00 |
| Total 2032 Leasing Activity |  |  |  |  |  | 5,000. | 176,636.27 | 35.33 | 1.63\% | 22,833.53 | 4.57 | 37,228.50 | 7.45 | 0.00 | 0.00 |
| 2033 Leasing Activity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. Kobe J apan | FC1 | Market | Speculative | 3/1/2033 | 5 Years | 619. | 81,784.71 | 132.12 | 0.20\% | 2,911.59 | 4.70 | 17,237.24 | 27.85 | 0.00 | 0.00 |
| 35. Torrid | 0107 | Market | Speculative | 7/1/2033 | 5 Years | 3,981. | 153,013.92 | 38.44 | 1.30\% | 18,725.46 | 4.70 | 32,249.77 | 8.10 | 0.00 | 0.00 |
| Total 2033 Leasing Activity |  |  |  |  |  | 4,600. | 234,798.63 | 51.04 | 1.50\% | 21,637.05 | 4.70 | 49,487.01 | 10.76 | 0.00 | 0.00 |
| Final Totals |  |  |  |  |  | 317,097. | 8,632,376.89 | 27.22 | 103.42\% | 1,254,979.37 | 3.96 | 1,967,497.74 | 6.20 | 0.00 | 0.00 |

## Property Resale Report

Valley View Mall (Amounts in USD)
Feb, 2023 through J an, 2034
3/12/2023 9:00:49 PM

| Name/Description | Calculation Method | Date of Sale | Net Sale Price |
| :--- | :--- | :--- | :--- |
| * Enter Sale Name | CAP NOI (12 Months After Sale) | February, 2033 | $20,375,685$ |

Enter Sale Name
Sales Proceeds Calculation CAP NOI (12 Months After Sale)

| Residual Sale Date | January, 2033 |
| ---: | ---: |
| Net Operating Income | $3,138,679$ |
| Occupancy Gross-up Adjustment | $\mathbf{0}$ |
| NOI To Capitalize | $3,138,679$ |
| Divided by Cap Rate | $\underline{15.25 \%}$ |
| Gross Sale Price | $20,581,500$ |
| Adjusted Gross Sale Price | $\underline{20,581,500}$ |
| Cost of Sale | $\underline{-205,815}$ |
| Net Sale Price | $20,375,685$ |
| Less: Loan Balance | $\underline{0}$ |
| Proceeds from Sale | $20,375,685$ |
| PV of Net Sale Price | $4,618,834$ |

* Results displayed are based on Forecast data only

Grouped By - None
3/12/2023 9:00:52 PM

| Tenant Name | Suite | Lease Type | Lease Status | Tenant Status | Credit Tenants | Unit Type | Area | $\begin{array}{r} \text { Lease } \\ \text { Start Date } \end{array}$ | $\begin{array}{r} \text { Lease } \\ \text { End Date } \end{array}$ | Potential Base Rent | Absorption \& Turnover Rent | Free <br> Rent | Scheduled Base Rent | Miscellaneous Rent | $\begin{array}{r} \text { CP1 } \\ \text { Increases } \end{array}$ | Percentage Rent | $\begin{array}{r} \text { Expense } \\ \text { Recoveries } \end{array}$ | $\begin{array}{r} \text { Potential } \\ \text { Gross Revenue } \end{array}$ | Tenant Improvements | $\begin{array}{r} \text { Leasing } \\ \text { Commissions } \end{array}$ | $\begin{array}{r} \text { Tenant } \\ \text { Incentives } \end{array}$ | $\begin{array}{r} \text { Net } \\ \text { Cash Flow } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| JcPenney | 2002 | Retail | Contract |  |  |  | 96,357 | 8/1/1980 | 7/31/2025 | 225,000 | 0 | 0 | 225,000 | 0 | 0 | 0 | 29,871 | 254,871 | 0 | 0 | 0 | 254,871 |
| Temporary Tenants | Various | Retail | Contract |  |  |  | 63,941 | 1/1/2021 | 12/31/2040 | 705,641 | - | - | 705,641 | - | - | 0 | - | 705,641 | - | 0 | 0 | 705,641 |
| China Max | FC7 | Retail | Contract |  |  |  | 750 | 6/1/2012 | 1/31/2024 | 0 | - | - | 0 | 0 | 0 | 48,253 | 1,268 | 49,521 | 0 | 0 | 0 | 49,521 |
| Vacant | 0113 | Retail | Speculative |  |  |  |  | 21/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Kobe Japan | FC1 | Retail | Contract |  |  |  | 619 | 7/1/2017 | 6/30/2027 | 47,818 | 0 | 0 | 47,818 | 0 | 0 | 0 | 23,855 | 71,673 | 0 | 0 | 0 | ${ }^{71,673}$ |
| Rogers \& Hollands | 0173 | Retail | Contract |  |  |  | ${ }^{1,683}$ | 21/2014 | 12/31/2023 | 136,996 | 15,428 | 0 | 121.569 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | ${ }^{43,215}$ | 164,784 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | 164,784 |
| Zales jevelers | 0129 | Retail | Contract |  |  |  | 1,419 | 5/1/2004 | 1/31/2024 | 145.121 | - | 0 | 145,121 | - | 0 | - | 35,480 | 180,601 | - | - | - | 180,601 |
| Kay Jewelers | 0125 | Retail | Contract |  |  |  | 1,645 | 21/2013 | 1/31/2024 | 140,000 | - | - | 140,000 | 0 | - | - | 56,865 | 196,865 | 0 | - | - | 196,865 |
| Vacant | FC6 | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vacant | fC3 | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vacant | FC8 | Retail | Speculative |  |  |  |  | 211/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vacant | 0165 | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gioria ean's Coffee | ${ }_{0}^{0167}$ | ${ }^{\text {Retail }}$ | ${ }_{\text {contract }}$ |  |  |  | ${ }_{968} 7$ | 101/12021 | ${ }^{9 / 30 / 2023}$ | ${ }^{66,711}$ | 20.320 | $\bigcirc$ | ${ }^{46,391}$ | $\bigcirc$ | $\bigcirc$ | 析 |  | ${ }_{46,631} 63$ | 0 | 0 | 0 | 63,735 4.631 |
| ${ }_{\text {GNC }}^{\text {Gamestop }}$ | (0176 | Retail Retail | contract contract |  |  |  | 968 750 | $7 / 1 / 12022$ $21 / 2021$ | $6 / 3012024$ $1 / 312024$ | 39,000 65.000 | ${ }_{0}^{0}$ | 0 | 39,000 65.000 | ${ }_{0}^{\circ}$ | ${ }_{0}^{\circ}$ | , 08 | 5.323 3.698 | 46,631 68.698 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | ${ }^{46,631}$ |
| Vacant | 0193 | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vecant | 0189 | Retail | Speculative |  |  |  |  | 21/12043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| vacant | 0134 | Retail | Speculative |  |  |  |  | 21/12043 | 1/3/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Caire's Butique | 0175 | Retail | Contract |  |  |  | 1,381 | 91/2021 | 8131/2023 | 110,916 | 20,715 | 5.179 | 85,023 | 0 | 0 | 2,790 | 3.220 | 91.032 | 4,834 | 12,731 | 0 | 73,468 |
| Journeys | 0130 | Retail | Contract |  |  |  | 1,645 | 2/1/2021 | 1/31/2024 | 0 | 0 |  | $\bigcirc$ | 0 | 0 | 41,092 | 7,938 | 49,030 | 0 | 0 | 0 | 49,030 |
| Francesca's | 0163 | Retail | Contract |  |  |  | 1,481 | 211/2023 | 1/31/2024 | 0 | 0 | 0 | 0 | 0 | 0 | 32,657 | 6,889 | ${ }^{39,546}$ | 0 | 0 | 0 | 39,546 |
| Tradehome Shoes | 0154 | Retail | Contract |  |  |  | 2,088 | 2/1/2021 | 1/31/2026 | 70,992 | 0 | 0 | 70,992 | 0 | 0 | 64,361 | 46,576 | 181,929 | 0 | 0 | - | 181,929 |
| Spencer Gifts | 0123 | Retail | Contract |  |  |  | 1,937 | 2/1/2021 | 1/3/2024 | 60,000 | 0 | 0 | 60.000 | - | - | 41,883 | 5,811 | 107,694 | \% | 0 | 0 | 107,694 |
| Peare Vision | 0112 | Retail | Contract |  |  |  | 2,222 | 6/1/2013 | 5/31/2023 | ${ }^{87,154}$ | 33,330 | 14,582 | 39,242 | 0 | 0 | 0 | 3,541 | 42,784 | 77 | 20,484 | 0 | 14,523 |
| Zumiez | 0179 | Retail | Contract |  |  |  | 2,132 | 2/1/2009 | 1/31/2024 | 50,000 | 0 | 0 | 50,000 | - | 0 | 0 | 6,377 | 56,377 | - | - | 0 | 56,377 |
| Valle V Vew Nails \& Spa | 0145 | Retail | Contract |  |  |  | 1,259 | 1/1/2021 | 12/31/2024 | 58,463 | 0 | 0 | 58,463 | - | 0 | - | 529 | 58,992 | - | 0 | 0 | 58,992 |
| Vacant | 0151 | Retail | Speculative |  |  |  |  | 211/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vecant | ${ }^{0143}$ | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vacant | 0170 0178 | ${ }_{\text {Retail }}^{\text {Retail }}$ | Specculative Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vecant | 0146 | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/3/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Famous fotwear | 0104 | Retail | Contract |  |  |  | 4.011 | 3/1/2021 | 2/28/2025 | 70,000 | 0 | 0 | 70,000 | 0 | 0 | 8.445 | 13,276 | 91,721 | 0 | 0 | 0 | 91,721 |
| HuHtot Grill | 0148 | Retail | Contract |  |  |  | 4,969 | 6/1/2022 | 12/31/2023 | 13,251 | 13,251 | $\bigcirc$ | $\bigcirc$ | - | 0 | 74,959 | $\bigcirc$ | 74,959 | 0 | 0 | 0 | 74,959 |
| Foot Locker | 0133 | Retail | Contract |  |  |  | 4,092 | 6/1/2021 | 5/31/2023 | 107,756 | 43,648 | 19,096 | 45,012 | 0 | 0 | 0 | 34,284 | 79,296 | 14,322 | 26,825 | 0 | 38,149 |
| Torrid | 0107 | Retail | Contract |  |  |  | 3,981 | 11/12017 | 10/31/2027 | 62,781 | 0 | 0 | 62,781 | - | 0 | - | $\bigcirc$ | 62,781 | 0 | 0 | 0 | 62,781 |
| Rue21 | 0169 | Retail | Contract |  |  |  | 4,675 | 21/2023 | 1331/2024 | 0 | 0 | 0 | 0 | 0 | 0 | 26,758 | 18,645 | 45,403 | 0 | 0 | 0 | 45,403 |
| Vacant | 0114 | Retail | Speculative |  |  |  |  | 2/1/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Vsionworks | ${ }^{0153}$ | Retail | Contrat |  |  |  | 2,766 | 2/1/2022 | 1/31/2025 | 100,000 | 0 | 0 | 100,000 | 0 | 0 | 0 | 11,670 | 111,670 | 0 | 0 | 0 | 111,670 |
| Vacant | ${ }_{0}^{0171}$ | ${ }^{\text {Retail }}$ | Specalative Speulative |  |  |  |  | ${ }^{21 / 1 / 2043}$ | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bath \& Body Works | 0122 | Retail | Contract |  |  |  | 5.000 | 21/2017 | 1/3/2027 | 0 | 0 | 0 | 0 | 0 | 0 | 154,581 | 17,700 | 172,281 | 0 | 0 | 0 | 172,281 |
| Bucke | 0116 | Retail | Contract |  |  |  | 6,664 | 211/2020 | 1/31/2026 | 200,000 | 0 | 0 | 200,000 | - | 0 | - | 31,057 | 231,057 | 0 | 0 | - | 231,057 |
| Express | 0115 | Retail | Contract |  |  |  | 5,270 | 211/2023 | 131/2024 |  | 0 | - | 0 | 0 | 0 | 46,195 | 23,140 | 69,335 | 0 | 0 | 0 | 69,335 |
| ULTA | 0157 | Retail | Contract |  |  |  | 10,966 | 101/2014 | 9/30/2023 | 173,994 | 109,660 | 0 | 64,334 | 0 | 0 | 0 | 95,974 | 160,308 | 0 | 0 | 0 | 160,308 |
| Maurices | 0105 | Retail | Contract |  |  |  | 6,175 | 101/2022 | 9/30/2025 | 126,250 | - | 0 | 126,250 | - | 0 | 146,145 | 24,240 | 296,635 | - | 0 | - | 296,635 |
| American Eagle | ${ }^{0142}$ | Retail | Contract |  |  |  | 5,331 | $2 / 1 / 12023$ | 1/31/2024 | 270,000 | $\bigcirc$ | $\bigcirc$ | 270,000 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | 24,445 | 294,445 | 0 | 0 | ${ }^{\circ}$ | 294,445 |
| Barnes \& Noole | 0180 3502 | Retail Retail | Contract Speculative |  |  |  | 30,701 | 2/1/2022 | ${ }^{1 / 31 / 2027}$ | 200,000 | 0 | $\bigcirc$ | 200,000 | $\bigcirc$ |  |  | 0 | 200,000 | 0 | 0 |  |  |
| Vacant | 3505 | Retail | Speculative |  |  |  |  | 21/2043 | 1/31/2048 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  | 277,640 |  |  | 3,332,845 | 256,351 | 38,857 | 3,037,637 | 0 | 0 | 690,427 | 592,233 | 4,320,296 | 26,933 | 60,039 | 0 | 4,233,324 |

Addendum F

## CLIENT CONTRACT INFORMATION

January 26, 2023
Les Linder, MAI
Head of VAS North Region
CB Richard Ellis
321 N. Clark St., $34^{\text {th }}$ Floor
Chicago, IL 60654
312-233-8665
Les.linder@cbre.com
Re: $\quad$ Request for Comprehensive Format Appraisal Report

| Property Name: | Valley View Mall ("Property") |
| :--- | :--- |
| Property Address: | 3800 WI 16, La Crosse, WI 54601 |
| Borrower Name: | PR Valley View LP ("Borrower") |
| Loan Number: | 030281322 ("Mortgage Loan") |
| Portfolio ID: | JPMCC 2010-C2 |
| Client: | Greystone Servicing Company, LLC |
| Intended User: | Greystone Servicing Company LLC, noteholder and/or assigns |
| Intended Use: | Asset Valuation Purposes |

Dear Les:
Prior to commencing the appraisal assignment, the Appraiser must contact Don Vitsentzos, the "Asset Manager", at (469) 749-2049 (don.vitsentzos@greyco.com) and provide documentation of the call in the appraisal report.

This engagement letter (contract letter) confirms your agreement with Greystone Servicing Company LLC ("GSC"), as Special Servicer to Wells Fargo Bank, National Association, as Trustee for the registered holders of J.P. Morgan Chase Commercial Mortgage Securities Trust 2010-C2, Commercial Mortgage Pass-Through Certificates, Series 2010-C2 ("Trustee"), to inspect the Property and evaluate the As-Is and As-Stabilized Leased Fee interests and Fee Simple Land Value in the Property described above. If the Property is not stabilized, the "As Stabilized" value shall be Prospective as of the Date of Stabilization. Please include an estimate of Insurable Value. Acceptance of this assignment and the corresponding terms will be confirmed upon GSC's receipt of one signed copy of this letter within two business days of your receipt of this engagement letter from GSC. Furthermore, a copy of this contract letter must be contained within your appraisal report.

GSC requires Les Linder, MAI and/ or Kevin Crowe, MAI (contractor) to inspect the Property (interior and exterior), complete the GSC property inspection form (attached to the initial bid request), and provide substantial input in the analysis and sign the report. Additionally, GSC requires that an MAI Appraiser complete our standard property inspection form in its entirety. The inspection form (3 pages, maps and photos, was attached to the initial bid request) shall be submitted both separately in pdf or excel and in the addendum to the report. The MAI designated appraiser must have a permanent or temporary license in the state the property is located effective at the time of the inspection and the date of value and be in full compliance with the licensing laws of that state. Please include the permanent or temporary license, as applicable, in the draft appraisal report.

This appraisal assignment is based on the appraiser considering all three Approaches to Value and both Direct Capitalization and Discounted Cash Flow methodology in the Income Approach and providing a specific
discussion in the report of why an approach or method is not applicable to the assignment and was not utilized in the reconciliation of final value(s).

1. The appraisal shall estimate the As-Is Market Value of the Leased Fee interest in the subject property.
2. If the subject property is not currently stabilized, a Prospective Stabilized Market value shall also be estimated as of the Prospective Date of Stabilization.
3. The appraisal shall include an estimate of the insurable value.
4. In addition, for this assignment, GSC requires an estimate of the fee simple market value of the entire site as if vacant, even if the Cost Approach is not fully developed

This engagement letter is based on the premise that you are a qualified registered vendor with GSC, and that you have received, completed and returned a registration package which contains directions and forms as referred to in this letter. If you do not have GSC's Vendor Form and a W9 on file with GSC, please request from the Asset Manager.

GSC understands that you have agreed to complete this assignment by no later than 02/24/2023 ("Scheduled Delivery Date"), for a fee not to exceed $\$ 8,000$ (including expenses). During the course of this assignment, any deviation from these terms and conditions must be approved by GSC in writing and should be included in your appraisal report. A draft of the appraisal is due in PDF form to the Asset Manager and Review Appraiser by 5:00 p.m. Central Time of the Scheduled Delivery Date. If a formal deadline extension has not been granted, a penalty of $\$ 50$ per business day may be deducted from the contract fee. Furthermore, when evaluation reports are ten (10) business days late and an extension of the due date has not been granted, GSC reserves the right to consider the contract null and void. At that time, the assignment may be canceled, and no fee will be paid to the firm. Hence, it is important that your staff maintain communication with this office during the course of your assignment.

Your appraisal will be reviewed by GSC's reviewer appraiser as named herein and responses to comments and questions by the reviewer must be provided in a timely manner with a Final Appraisal delivered within 20 days of the first receipt of comments from GSC's review appraiser. If a formal deadline extension for the Final Appraisal has not been granted, a penalty of $\$ 50$ per business day may be deducted from the contract fee. Please coordinate your initial contact through Don Vitsentzos, the designated Asset Manager, at (972) 868-5249 (don.vitsentzos@greyco.com) or the Review Appraisers-Linda M. Vincent at 443-454-5722 (linda@axiomval.com) and Jennifer F. Bean at 203-559-6359 (jennifer@axiomval.com). All assessment instructions must come only from GSC or the Review Appraiser.

Your appraisal must be a Comprehensive Format Appraisal Report prepared by a MAI designated appraiser and prepared in accordance with the guidelines and directions set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as approved by the Appraisal Standards Board of Appraisal Foundation and FIRREA Title XI, 12 CFR Part 323 (FDIC, and 12 CFR Part 34 (RTC); the applicable laws of the State where the contractor is licensed and/or certified and where the Property is located; GSC's current Comprehensive Format Report Appraisal Requirements (sent with the initial bid request) and any other requirements that may be set forth in this contract letter.

The appraisal report must contain express permission to the owner of the report to provide the appraisal report to potential purchasers of the Note secured by the subject collateral property or the Real Property in substantially the form set forth as follows:
"Notwithstanding anything to the contrary contained herein, this report or portions thereof may also be provided, for information purposes only and not for reliance in decision making, to potential purchasers of the Note secured by the subject or Real Property of this appraisal and used in connection with the materials offering for sale the Note, an interest in the Note, or the Real Property".

Once the PDF version of the appraisal has been reviewed and approved by GSC, your firm will provide one Final PDF and one (1) signed hard copy of the report with original exhibits (photos, maps, etc.). All the reports
and invoice are to be addressed to Don Vitsentzos at Greystone Servicing Company, 5221 N. O'Connor Blvd, Suite 800, Irving, TX 75039 but emailed to Linda M. Vincent (linda@axiomval.com) and Jennifer F. Bean (jennifer@axiomval.com). The invoice must include the date, contractor's name, address, telephone number, contractor's tax identification number, asset name, an itemized description of services completed, wiring instructions and the signature of an authorized official of the contractor.

It is a requirement of GSC that you have and maintain a \$1,000,000 (aggregate and per occurrence) contractor's general liability policy for the duration of this assignment. Your below signatory acceptance of this assignment verifies that such a policy is in place and confirms your acknowledgment that it will be maintained until the assignment is completed.

Please contact the undersigned or if you have any questions concerning this assignment.
ALL INFORMATION, INCLUDING YOUR EVALUATION, IS CONFIDENTIAL. All information received in performing this assignment shall be considered non-public and confidential. The contractor is to comply with the terms and conditions of the Confidential Non-Disclosure Agreement submitted in the registration package. The contractor may not disclose the appraisal of the subject property of this engagement letter in any subsequent appraisal without prior written approval by Greystone Servicing Company.

Sincerely,

Wells Fargo Bank, National Association, as Trustee for the registered holders of J.P. Morgan Chase Commercial Mortgage Securities Trust 2010-C2, Commercial Mortgage Pass-Through Certificates, Series 2010-C2

By: Greystone Servicing Company, LLC a Delaware limited liability company (successor to Midland Loan Services, Inc.), in its capacity as special servicer pursuant to that certain Pooling and Servicing Agreement dated October 1, 2010


Name: Don Vitsentzos
Title: Servicing Officer
(This signed document must be returned immediately, and also included in your appraisal report.)

| GREYSTONE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Loan Number: <br> Investor Number: <br> Reviewed By: <br> Property Type: | 030281322 |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Standard Inspection Form |  |  | Retail |  |
|  |  | Page 1 of 3 |
| I. Loan/ Inspection Information |  |  |  |  |
| Servicer Name: <br> Lender/Investor <br> Borrower: <br> Property Name: <br> Property Address: <br> City, State, Zip: <br> Borrower Contact: <br> Contact Phone: | Greystone Servicing Company, LLC |  | Overall Property Rating: <br> Deferred Maintenance? <br> Date of Inspection: <br> Inspected By: <br> Inspector Name: <br> Rent Roll Attached? | Fair |  |
|  | Wells Fargo Bank, NA | No |  |
|  | JPM Chase Trust 2010-C2 | 2/11/2023 |  |
|  | Valley View Mall | CBRE |  |
|  | 3800 State Road 16 | Crowe/Bosley |  |
|  | LaCrosse, WI 54601 | No |  |
|  | Don Klaben |  |  |  |  |
|  | 3157510656 Loan Balance: |  |  |  |  |
| General Comments for Subject Property: |  |  |  |  |
| The subject property is a regional mall known as the Valley View Mall. The center is located at 3800 State Road 16 in LaCrosse, LaCrosse County, Wisconsin. The property was originally developed in 1980 and substantially renovated in 1991. The food court area was added in 2001. The subject is anchored by JCPenney and Barnes and Noble. The remaining mall anchor spaces are separately owned and not part of the subject collateral. Formerly occupied by Macy's, Sears and Herberger's, the shadow anchor stores were vacated between 2017 and 2018. The US Department of Veterans Affairs (LaCrosse VA Clinic) occupies the former Herberger's space. The Macy's box sold in early 2023 to a developer. Detailed plans were not finalized. However, preliminary plans have included additional outparcel development including a car wash and potential entertainment users for the existing building. <br> The overall mall GLA is approximately 606,000 square feet. The subject collateral excluding the separately owned anchor spaces includes 306,613 square feet. The subject is $90.6 \%$ occupied including temporary/short-term tenants. Excluding the short-term tenants, the mall occupancy rate is $69.7 \%$. No outparcels or freestanding retail uses along the mall perimeter are part of the owned mall asset. Additional large tenants include ULTA, Buckle, Maurice's and American Eagle Outfitters. Construction was completed in 2022 on a Hy-Vee grocery store and gas station at the location of the vacated mall Sears store. Though not part of the owned subject asset, mall management indicated that preliminary shopper counts have increased over prior years. |  |  |  |  |
| Units Inspected | Vacant Units: |  |  |  |  |
| Occupied Units: $\quad 30$ |  |  |  |  |  |
| II. Market Data |  |  |  |  |
| Area: <br> Growth Rate: <br> Change in Current Use: <br> New Construction: <br> Area Trends Appear to be: <br> Major Competition: | Suburban | Development: <br> Present Use - \%: |  | Over 75\% |  |
|  | Slow |  | Single Family 2-4 Family Apartment Commercial Industrial Undeveloped | 10\% |
|  | Unlikely |  |  | 5\% |
|  | No |  |  | 5\% |
|  | Stable |  |  | 60\% |
|  | None |  |  | 5\% |
|  |  |  |  | 15\% |

Describe Surrounding Land Use and Subject's Competition in the Marketplace:
The immediate area represents the primary collection of retail space in Onalaska-LaCrosse featuring the subject mall and complimentary businesses including Dick's Sporting Goods, Walmart and others.

## Site Data

Please answer each question using Above Average, Average, or Below Average ratings

| Street Appeal <br> Visibility: <br> Ingress and Egress: <br> Traffic Volume | Average | Access to Major Arteries: <br> Access to Local Amenities: <br> Access to Public Transportation: <br> Compatibility with Neighborhood: | Above Average |
| :---: | :---: | :---: | :---: |
|  | Average |  | Above Average |
|  | Average |  | Average |
|  | Average |  | Above Average |

## III. Management Information

Management Company Name:
Site Contact:
Is Management Affiliated with Borrower:

| Spinoso |
| :---: |
| Aimee Awonohopay |
| No |

Phone Number: 6087814700

On-site
Responsive

|  | Loan Number: |
| :--- | :--- |
| Investor Number: | 030281322 |
| Reviewed By: | 0 |
| Property Type: | Retail |

## IV. Property Information

| Number of Buildings: | 1 | Square Feet: | 306,613 |
| :---: | :---: | :---: | :---: |
| Number of Units: | 72 | Number of Units Occupied: | 54 |
| Number of Floors: | 1 | Percent Occupied: | 90.60\% |
| Number of Parking Spaces: | 1,446 | Owner Occupied: | 0.00\% |
| Number of Elevators: | 0 | Sprinklers | Yes |

## Occupancy Data

$\square$ Office/Retail/Industrial

| Five Largest Commercial Tenants | Expiration | Sq. Ft. | $\%$ NRA | Annual Rent | Rent/Sq. Ft. |
| :--- | :---: | :---: | :---: | :---: | :---: |
| JCPenney | $07 / 31 / 25$ | 96,357 | $31 \%$ | $\$ 225,000.00$ |  |
| Barnes \& Noble | $01 / 31 / 27$ | 30,701 | $10 \%$ | $\$ 200,000.00$ |  |
| ULTA | $02 / 28 / 25$ | 10,966 | $4 \%$ | $\$ 96,501.00$ |  |
| Buckle | $01 / 31 / 26$ | 6,664 | $2 \%$ | $\$ 200,000.00$ |  |
| Maurices | $09 / 30 / 25$ | 6,175 | $2 \%$ | $\$ 125,000.00$ |  |

$\square$

## Improvements

Describe in detail what Repairs, Replacements or Improvements have been or will be made this year.
Repairs and upgrades to parking and selected roofing or related items totaling \$692,000.

Describe in detail what Repairs, Replacements or Improvements have been planned for the next 1-2 years.
$\square$

| Loan Number: | 030281322 |
| :--- | :--- |
| Investor Number: | 0 |
| Reviewed By: | 0 |
| Property Type: | Retail |

Page 3 of 3

## V. Property Condition

Please answer each question using Excellent, Good, Fair, Poor, Not Accessible, Not Inspected, or N/A ratings

| Exterior |  | Interior |  |
| :---: | :---: | :---: | :---: |
| Ingress/Egress | Fair | Lobbies | Fair |
| Parking Lot | Fair | Hallways | Fair |
| Striping | Fair | Stairways | Fair |
| Drainage | Fair | Interior Walls | Fair |
| Retaining Walls | Fair | Painting/Wallcover | Fair |
| Sidewalks | Fair | Flooring/Carpets/Tiles | Fair |
| Landscaping | Fair | Ceilings | Fair |
| Signage | Fair | Interior Doors | Fair |
| Site Lighting | Fair | Windows | Fair |
| Roof Condition | Fair | Kitchens | Fair |
| Flashing/Eaves/Ventilators | Fair | Appliances | Fair |
| Gutters/Downspouts | Fair | Fixtures | Fair |
| Foundations | Fair | Cabinets | Fair |
| Exterior Walls | Fair | Plumbing/Bathrooms | Fair |
| Glazing/Windows | Fair | Electrical | Fair |
| Storefronts | Fair | Lighting | Fair |
| Exterior Doors | Fair | HVAC System | Fair |
| Stairs/Railings | Fair | Basement | Fair |
| Loading Docks | Fair | Mechanical Rooms | Fair |
| Paint | Fair | Boilers/Water Heaters | Fair |
| Siding/Trim | Fair | Laundry Rooms | Fair |
| Balconies/Patios | Fair | Elevators/Escalators | Fair |
| Security | Fair | Sprinklers/Fire Protection | Fair |
| Refuse/Disposal | Fair | Amenities |  |
| Amenities |  | Other 1 |  |
| Other 1 |  | Other 2 |  |
| Other 2 |  | Other 3 |  |

## Deferred Maintenance

Describe any deferred maintenance observed. Please also include comments for fair or poor item noted above, as well as any health \& safety concerns.
$\square$
Approved By:


EXTERIOR VIEW OF THE SUBJECT



INTERIOR VIEW OF THE SUBJECT


LOCATIONAL MAPS


## QUALIFICATIONS

# Chad M. Bosley, MAI, ASA, MRICS 

## Executive Vice President, Chicago - Oak Brook, IL

## Experience


$T+13125404658$
C + 17734058738
chad.bosley@cbre.com
321 N. Clark Street, $34^{\text {th }}$ Floor Chicago, IL 60654

Chad Bosley, MAI, ASA, MRICS serves as a Executive Vice President for CBRE Valuation \& Advisory Services in Chicago, Illinois. His experience in commercial real estate is focused throughout the Chicago metropolitan area, but also includes assets throughout Illinois, Indiana, lowa, Michigan, Missouri and Wisconsin.

Mr. Bosley is a member of the CBRE's Retail Valuation Practice, specializing in the valuation and analysis of institutional grade retail properties. In addition, Mr. Bosley has experience providing portfolio valuations, third party appraisal reviews, market studies, rent analyses, feasibility studies, and litigation support. Retail assignments have ranged from freestanding stores and neighborhood storefronts to superregional malls in major metropolitan markets. Industrial experience includes distribution warehouses, R\&D facilities, manufacturing facilities and cold storage warehouses. Office assignments include high-rise buildings in both the CBD and suburban markets, as well as low and mid-rise facilities and medical office buildings. Experience with other property types includes parking garages, senior housing and healthcare facilities and vacant land.

Clients served include accountants, national and regional banks, CMBS and private-equity lenders, law firms, life insurance companies, mortgage brokers, investments firms, REITS, pension funds, private corporations, municipalities and government agencies.

Mr. Bosley has more than 18 years of experience as an appraiser within the real estate valuation and advisory services sector. Prior to CBRE, Mr. Bosley spent 3 years as a Director at Colliers International and 3 years as a Director at Butler Burgher Group (BBG) and has consistently been a top producer in valuation and advisory services.

## Professional Affiliations / Accreditations

- Appraisal Institute - Designated Member (MAI)
- American Society of Appraisers - Member (ASA)
- Royal Institution of Chartered Surveyors - Member (MRICS)
- State Certified General Appraiser
- Certified General Real Estate Appraiser - State of Illinois (No. 553.001669)
- Certified General Real Estate Appraiser - State of Indiana (No. CG40700807)
- Certified General Real Estate Appraiser - State of Iowa (No. CG03328)
- Certified General Real Estate Appraiser - State of Michigan (No. 1201074761)
- Certified General Real Estate Appraiser - State of Missouri (No. 2014042055)
- Certified General Real Estate Appraiser - State of Wisconsin (No. 1824-10)


## Education

- University of Northern lowa, Cedar Falls, IA - Bachelor of Art, Finance \& Real Estate


## Tepartment of gafety and zarofestional gervices

Herely certifies that
CHAD M BOSLEY
was granted a certificate to practice as a
CERTIFIED GENERAL APPRAISER ELIGIBLE TO APPRAISE FEDERALLY RELATED TRANSACTIONS IS AQB COMPLIANT
in the State of Wisconsin in accordance with Wisconsin Law on the GTh day of Telruary in the year 2012.
The authovity granted herein must be vencwed cach biennium by the granting authority.
In witness thereof, The State of Wisconsin
Department of Saf ely and Professional Services
has caused this certificate to be issued under
its official scal.

This certificate was printed on the 2nd day of November in theyear 2021

## Director, Chicago, Illinois


$\mathrm{T}+(312)$ 233-8655
$M+(773) 750-4222$
kevin.crowe@cbre.com
321 North Clark Street,
Suite 3400
Chicago, Illinois 60654

## Experience

Kevin Crowe, MAI is a Director in the Valuation and Advisory Services division, with over 15 years of professional experience in commercial real estate appraisals throughout the Midwest.
Assignments include a wide range of regional, community, power, neighborhood and strip shopping centers. Additional areas of emphasis include auto dealerships, school/universities, theaters and related special-use properties.

Mr. Crowe leads the Retail Valuation Group (RVG) in CBRE's Chicago office. The RVG are an experienced group of MAI-designated appraisers, or those with more than ten-years of appraisal experience. RVG reports contain extensive market analysis and up-to-date market insight.
Through the RVG, large portfolios managed through a single point of contact. Client interaction is streamlined through the single point of contact, expediting a hassle-free appraisal process for our clients.

CBRE Retail is the largest brokerage operation in the US. CBRE Valuation and Advisory Services completed over 11,000 retail assignments annually in recent years.

## Professional Affiliations / Accreditations

- Designated Member of the Appraisal Institute (MAI)
- State Certified General Real Estate Appraiser, State of Illinois
- Certified General Appraiser, State of Indiana

Education

- Bachelor of Arts Economic, Millersville University, Millersville, PA
- Bachelor of Arts Political Science, Millersville University, Millersville, PA


## LES LINDER

Senior Managing Director
Valuation and Advisory Services Group
Chicago, Illinois


T 312.233.8665
F 312.233.8660
les.linder@cbre.com

## RESPONSIBILITIES

Les Linder is the Senior Managing Director of CBRE Valuation and Advisory Services Group for the North Central Region which indudes Illinois, Wisconsin, Indiana and the eastern half of Missouri and comprises over 50 professional appraisers. The Valuation and Advisory Services Group provides appraisal valuations and consulting services to a broad based national and local clientele including investors, property owners, commercial and investment banks, insurance companies and REITs. The appraisal group has expertise in the appraisal of multi-family, retail, industrial, office, hotel and special purpose properties.

Mr Linder also represents CBRE Valuation and Adisory as the National Practice leader for Manufacturing Housing.

## PROFESSIONAL EXPERIENCE

Prior to joining CBRE, Inc in 2004, Mr Linder was a Senior Review Appraiser and Vice President at Bank One Corporation, Detroit, Michigan, for over seven years. During this time he was responsible for a wide range of real estate valuation functions including procuring and reviewing real estate appraisals of complex properties throughout the United States, risk assessment of existing portfolio assets, and participation in the development and evaluation of appraisal policies and procedures.

In addition, he has over ten years of experience authoring appraisal reports and feasibility analyses on all types of existing as well as proposed commercial, industrial, multiple-family residential and special purpose properties throughout the Midwest.

## EDUCATION

Mr. Linder holds a Bachelors of Science Degree, Business - Real Estate Administration from Indiana University, Bloomington, Indiana

## PROFESSIONAL DESIGNATIONS AND CERTIFICATIONS

Mr. Linder has achieved several professional designations including Member Appraisal Institute (MAI), Certified Commercial Investment Member (CCIM) and is an Illinois, Indiana, Wisconsin and Michigan State Certified General Appraiser. He is a past President of the Great Lakes Chapter of the Appraisal Institute.

## Bepartment of Safety and zatessional gervices

Hercly centifies that
LESLEY J LINDER
was granted a certificate to practice as a
CERTIFIED GENERAL APPRAISER ELIGIBLE TO APPRAISE FEDERALLY RELATED TRANSACTIONS IS AQB COMPLIANT
in the State of Wisconsin in accordance withWisconsin Law
on the 21 st day of Mlay in the year 2012.
The authority granted herein must be vencwed cach biennium by the granting authority.
In witness thereof, The State of Wisconsin
Department of Saf ely and Professional Services
has caused this certificate to be issued under.
its official seal.


[^0]:    Aerial View

[^1]:    ${ }^{1}$ The Appraisal Foundation, USPAP, 2020-2021

[^2]:    ${ }^{2}$ The Appraisal Foundation, USPAP, 2020-2021

[^3]:    Various Sources Compiled by CBRE

[^4]:    ${ }^{3}$ Appraisal Institute, The Appraisal of Real Estate, 14th ed. (Chicago: Appraisal Institute, 2013), 50.

[^5]:    4 Interagency Appraisal and Evaluation Guidelines; December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472.
    ${ }^{5}$ Dictionary of Real Estate Appraisal, 128.

[^6]:    Source: ESRI

[^7]:    * Future Projected Data according to CoStar

    Source: CoStar, 4th Quarter 2022

[^8]:    * Future Projected Data according to CoStar

[^9]:    a. Rate on unieveraged, all-cash transactions b. Initial rate of change c. In months d. relates to Class $\mathrm{A}+\mathrm{A}, \mathrm{B}+$ and B matis e. relates to $\mathrm{Class} \mathrm{A}, \mathrm{A}, \mathrm{B}+$ matts

[^10]:    $6^{6}$ "Malls that are Rising to the Top - August 2022". Placer Labs, Inc

[^11]:    Retail sales are for reporting inline tenants that were in occupancy for an entire year on a rolling 12-month basis divided by the GLA for those tenants. Inline mall stores include stores less than 10,000 square feet and excludes Apple stores. The presence of an Apple store is considered in Step 2 of the mall classification process.

[^12]:    ${ }^{1}$ Adjusted sale price for cash equivalency and/or development costs (where applicable)
    Compiled by CBRE

[^13]:    ${ }^{6}$ Appraisal Institute, The Dictionary of Real Estate Appraisal, 6 ${ }^{\text {th }}$ ed. (Chicago: Appraisal Institute, 2015), 119.

[^14]:    Retail sales are for reporting inline tenants that were in occupancy for an entire year on a rolling 12-month basis divided by the GLA for those tenants. Inline mall stores include stores less than 10,000 square feet and excludes Apple stores. The presence of an Apple store is considered in Step 2 of the mall classification process.

[^15]:    SPINOSD
    REAL ESTATE GROUP

[^16]:    SPINOSO
    REAL ESTATE GROUP

[^17]:    SPINOSO
    REAL ESTATE GROUP

[^18]:    125 Sterling Inc. (Kay J ewelers \#0165)
    (to078765) (t0078765)

[^19]:    ghted by area. Remaining term includes contrat ren
    Results displayed are based on Forecast data only

    * Weighted Average Leases Expiration is calculated as of report date, and weighted by area. Remaining term includes contract renewals

