

# 11810 West Market Place, Maple Lawn Fulton, Maryland

# Maple Realty Advisors:

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I. EXECUTIVE SUMMARY

Enclosed for your review is our Investment Proposal for a 1-story Flex building to be developed at 11810 West Market Place in Fulton, MD. Maple Realty Advisors intends to review the recommendations outlined in this report with Edward St. John's investment committee on Wednesday, May 1, 2013.

#### A. PROPERTY DESCRIPTION

The proposed site is in Howard County at the intersection of Routes 32 and 29 and can be accessed by I-95. The specific parcel, B-12, sits on 2.13 acres of fully improved land and is zoned MXD-3. This site has the added benefit of being part of the Maple Lawn development, which has proven to be a successful Traditional Neighborhood mixed-use concept.

The design of the Flex building is a smaller scaled version of the 5 buildings immediately west of it. The building will include 56 parking spaces and 16' ceiling heights. Our initial estimates have provided us with a total development budget of \$2.75M

#### B. MARKET ANALYSIS

Howard County contains 46% of Maryland's population but represents 48% of the total employment. These numbers are 303,814 and 132,800 respectively. Flex properties in the county enjoy a low vacancy rate of 9% compared to 13% for Office and 15% for Research & Development. As part of the high-end Flex market, our

proposed property will have little true competition. Other flex properties in the county have lower rental rates but do not come with the surrounding restaurant, retail, and grocery benefit of a life-style center. Its rental rates compare favorably with Maple Lawn's existing 5 Flex properties, and annual absorption rates and decreasing vacancies produce a favorable market in general.

#### C. DEVELOPMENT TEAM

To successfully develop the proposed building, we've partnered with firms of the highest quality. For the architect, we've selected Penza Bailey Architects, an award-winning architecture and interior design firm based in Baltimore, MD. The Merritt Construction Services has a proven track record of over 45 years in the Mid-Atlantic Region and we've experienced consistent success with them in the past. To ensure efficient operation of the property, we've chosen The Commercial Management Group. To handle legalities, we've selected one of the top-rated law firms in real estate in the United States, Holland & Knight. For the project's financing we've chosen Northwestern Mutual.

#### D. RISK & RETURNS

Our proposed capital structure is around 75%/25% debt to equity, which represents \$2.09 million and \$650,000 respectively. We've projected a 12-month construction period to be realistic with hard costs of \$1.6 million. The permanent loan would be amortized over 15 years, callable in 10 years, and provide an annual debt service of

\$192,090.

We're extremely excited about the returns in this project. Based on conservative proforma projections and a discount rate of 12%, we've calculated a land residual of \$2.2M. However, with an assessed value of \$750,000, we believe we can purchase the land for \$650,000. A Year 2 return on cost shows 13.5%, and return on equity almost 28% (27.99%).

We've analyzed the project's risk in many categories including construction, market, and risk of sale. The construction risk has been mitigated through a reputable team that has worked together on many past developments. Market risk has been mitigated through our use of conservative rent projects, rollover assumptions, and NNN leases. Risk of sale has been accounted for largely in part to our purchase price of land. With such a good deal on the land, we could take a hit on high market cap rates and still make healthy returns.

II. THE PROPERTY

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#### A. INTRODUCTION

The subject property is a 22,400 gross square foot one-story office building to be built at 11810 West Market Place in Fulton, MD and is zoned "MXD-3" (Mixed Use Development). This property will be a development in Maple Farm that has superior regional accessibility to central Maryland and to the Baltimore-Washington Corridor and will benefit from excellent access to downtown, residential neighborhoods in Howard County, and nice freeway visibility. Construction has been scheduled to begin in with completion in.

#### B. LOCATION

#### 1. Accessibility

The subject building is located on the northwest side of the Westside Boulevard and Maryland Route 216. Located in the Westside District of Maple Lawn, the subject building is easily accessed from the flex buildings next to it. Also there is intersection connecting the subject site to the retail area to the south of the subject site. See Exhibit II - 1.



Exhibit II – 1 Subject Location

Maple Lawn is a convenient location with superior regional accessibility to central Maryland and to the Baltimore-Washington Corridor. The Maple Lawn Business District allows easy access by car to many major roadways. The property adjoins highway-216 that leads to Fort George G. Meade and highway-29 that leads to Washington, DC, Silver Spring, Baltimore and Columbia. Major accesses include:

- Interstate and intrastate roadways such as I-95, I-295, I-695, US 29, MD 32
   and MD 216
- Easy access to Baltimore-Washington International Airport. The site is 20 minutes to Baltimore-Washington airport. Other major airports within a short

drive include Ronald Reagan-Washington National Airport and Washington-Dulles International Airport.

- AMTRAK and Maryland's regional MARC train service
- Seaport access via the Port of Baltimore
- Local/regional bus service from Howard Transit. See Exhibit II 2.

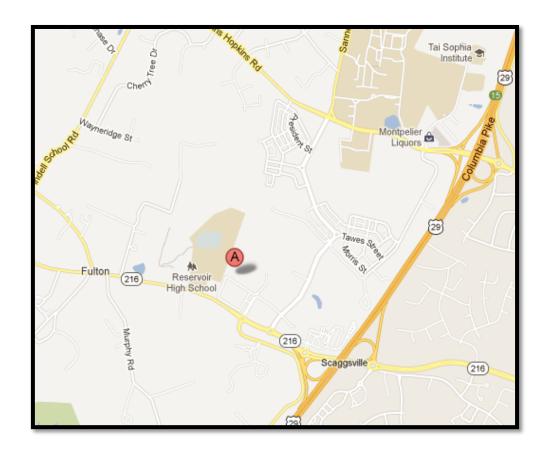


Exhibit II – 2 Maple Lawn Location

# 2. Adjacent Land Use

The site is located in the Westside District area of Maple Lawn Farms and is surrounded by the following:

• North Side - Along the north side is Open Space that will be dedicated to

#### Howard County.

- East Side Along the east side is undeveloped Parcel which is proposed for future Live/Work units and/or commercial development.
- South Side Along the south side are two parcels proposed for two office and retail buildings. Further south is the Harris Teeter grocery store and Maryland Route 216.
- West Side Along the entire west side of the proposed property is an Open Space proposes for forest conservation planting and perimeter landscaping. Further West is the public school campus for the Reservoir High School, Lime Kiln Middle School and Fulton Elementary School. See



Exhibit II – 3 Adjacent Land Use

#### 3. Neighborhood

Maple Lawn is a "Traditional Neighborhood Development" (TND). TND's have become one of the most popular types of communities over the last few years because they represent the best of classic traditional neighborhoods with the amenities and conveniences that are demanded in today's contemporary neighborhoods. Among the guiding principles of TND's are:

- Walk Ability: Almost anything you could want is a short walk away so one does not need to rely on a car.
- Pedestrian Friendly: Walking through the neighborhood is safe for kids.
   Traveling is easy because there is less vehicle traffic.
- Mixed Housing: A wide range of home styles and prices.
- Mixed-Use: A series of neighborhoods that

feature residential, commercial and recreational opportunities.

The business district incorporates the concepts of the traditional neighborhood design, which is seen throughout Maple Lawn. Restaurants and shops flank pedestrian-friendly landscaped streets. Maple Lawn is a 600-acre project that will have 1,340 homes, 180,000 square feet of retail and 1,600,000 square feet of office space.

#### C. THE SITE

The site is a regularly shaped parcel of 2.13 acres. It is part of the Westside District area (Parcel B - 12). The site has been fully improved with all utilities that meet the zoning requirement. See Exhibit II - 4.

- Storm Water Management Storm water management for this property is provided by regional facilities constructed under Final Plans.
- Landscaping The Landscaping Plan for this project complies with the Howard County Landscape Manual and the Maple Lawn Farms Landscape Design Criteria approved under S-01-17 Case.
- Forest Conservation This property addressed the forest conservation requirements under the processing of Final Plan.
- Adequate Public Facilities This comprehensive project passed the tests for road adequacy under S-01-17.
- Zoning The proposed property is zoned at "MXD-3"

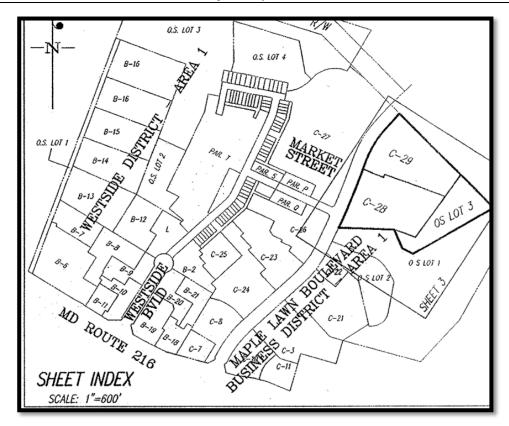


Exhibit II – 4 Site Plan of Westside District

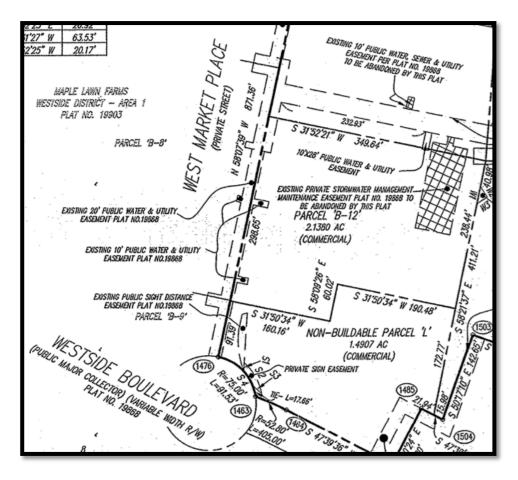


Exhibit II -5 Site Plan of Parcel B -12

#### D. THE IMPROVEMENTS

The site will be improved with a one-story, 16 feet high flex space building, approximately 85 feet wide and 264 feet long with a gross floor area of 22,400 square feet. According to the parking requirement, 56 parking spaces will be provided to support the building. The building will be situated on a foundation of cast in place concrete with drilled footings. The structures itself will use a steel frame with flooring systems of metal decking and lightweight concrete. The building will be designed as part of the Corporate Center and they will have similar exterior looking of red brick with ribbon vision glass. See Exhibit II -6, 7.

The proposed flex building will be designed to accommodate businesses of varying sizes and uses including offices, research and development, light manufacturing, assembly, storage, sales, and other permitted uses. Proposed property also has loading docks for the convenience of trucks and vans going in and out.

Projected Budget Summary is shown as following:

# Projected Budget Summary

Land Cost	\$650,000			
Development Cost – Hard				
-Construction Cost				
-Building Construction	\$1,232,000			
-Parking Spaces	\$392,000			
-Contingency – Hard	\$64,960			
Total Development Cost – Hard	\$1,688,960			
Development Cost – Soft				
-Real Estate Tax	\$3,360			
-Project Admin	\$50,669			
-Architect	\$84,448			
-Insurance	\$2,240			
-Inspections	\$7,840			
-Landscape	\$17,920			
-Signage	\$11,200			
Total Development Cost – Soft	\$403,537			
<b>Total Development Cost</b>	\$2,742,497			
-Round up	\$2,750,000			



Exhibit II – 6 Proposed Site Plan



Exhibit II – 7 Proposed Design Concepts

#### E. CONCLUSION

The subject property will be located in an attractive setting with freeway visibility and excellent accessibility throughout the Maryland and Washington DC area. Good neighborhood and future development on surrounding parcels will serve to enhance the property's value.

The improvements will be a handsome flex office building with a high quality. There will be no special improvements for the building, and the floor plans and building design are entirely suitable for office uses, creating maximum flexibility for remarketing and lasting investment value.

III. THE MARKET OVERVIEW

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#### A. INTRODUCTION

The Baltimore Washington Corridor market is one of the major industrial markets, and the fourth largest combined statistical area in the United State. Nearly one-half (46.1%) of the Maryland's population in 2012 and nearly one-half (48.2%) of all jobs in Maryland are in the Baltimore Washington Corridor region. The market consists of the cities between the Nation's capital Washington DC and the renascent port city Baltimore. Baltimore Washington Corridor market includes three major submarkets of Howard County, Anne Arundel County and Prince George's County. The local economy bases are biotechnology and defense contracting. In 2012, an estimated 10% spending cut in the federal budget including the Department of Defense would inflict a painful dent in this region's economy, including all real estate sectors. However, negotiations were also in play to minimize the effect of fiscal Cliff and a quick resolution would start in 2013.

#### B. THE BALTIMORE WASHINGTON CORRIDOR MARKET

The Baltimore Washington Corridor sits at the heart of America's fourth largest marketplace, positioned between the Nation's capital, Washington, DC, and the renascent port city of Baltimore. (See Exhibit on the left). The global center of political influence flanks our south, while the state of Maryland's capital, Annapolis, houses not only the state legislative body but also the United States Naval Academy,

whose officers provide leadership worldwide. This market has three submarkets, which are Howard County, Anne Arundel County and Prince George's County. Population in the Baltimore Washington Corridor is nearly one-half (46.1%) of the Maryland's population in 2012 and nearly one-half (48.2%) of all jobs in Maryland are in the Baltimore Washington Corridor region.



Exhibit III - 1 Washington - Baltimore Corridor

Primary industries in this market include biotechnology and defense contracting. Prominent local biotechnology companies include MedImmune, United Therapeutics, the Institute for Genomic Research, Human Genome Science and the Howard Hughes Medical Institute. Local defense contractors include Lockheed Martin, Northrop Grumman, General Dynamics, DAE Systems Inc., Computer Science Corporation (CSC), Science Applications International Corporation (SAIC), and Orbital Sciences. Corporation. In 2012, an estimated 10% spending cut in the federal budget including the Department of Defense would inflict a painful dent in this region's economy,

including all real estate sectors. However, negotiations were also in play to minimize the effect of fiscal Cliff and a quick resolution would start in 2013.

The Baltimore Washington Corridor industrial market had a total inventory of 126,993,189 square feet as of 2012 with no additional square feet under construction, considering flex, Research and Development, warehouse buildings. The Prince George's County accounted for 47% or 59,348,780 square feet of the total space. The Howard County, of which the subject property is a part, accounted for 30% or 37,851,409 square feet, 5,408,919 square feet is vacant (or 14%) with average rental rates of 7.83\$ per square foot. The Anne Arundel County accounted for 23% or 29,793,000 square feet of the total space. Considering solely flex buildings, the Howard County boasts the highest flex rental rate average (\$9.42 per square foot) and the highest flex vacancy rate (13.2%).

#### C. HOWARD COUNTY MARKET

Howard County is one of the submarkets of Baltimore Washington Corridor region. It is centrally located on the East Coast in one of the nation's largest and wealthiest metro areas. The county's position at the center of this region provides businesses and residents with ready access to interstates I-95 and I-70, three major airports, and the Port of Baltimore. These connections provide strong support for Howard County's growing economy and boost the quality of life of its residents.

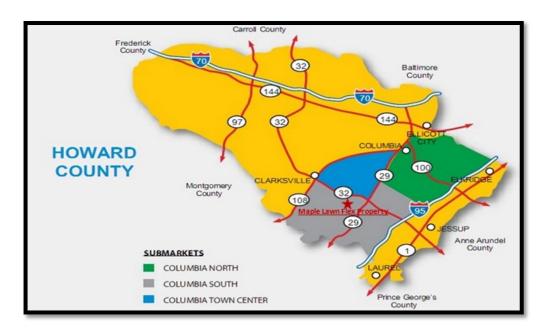


Exhibit III - 2 Howard County Market

Howard County had a population of 303,814 in 2012. The strength of the county's economy is dependent on the performance of a varied group of industries, including: construction, transportation, retail, education, sales, and service. However, the industrial building of the economy is dependent on management, professional, and office related occupations. At the end of year 2012, Howard County's 8,900

businesses employ 132,800 workers. Over 220 of these businesses have 100 or more workers. Major private sector employers include Arbitron, Dreyer's Grand Ice Cream, the Johns Hopkins University Applied Physics Laboratory, Merkle, MICROS Systems, Northrop Grumman, SAIC and Verizon Wireless. Mean household income for Howard County is \$122,281, and \$180,743 in Fulton, MD.

Howard County is home to 37M SF of industrial space, of which 32M SF is warehouse and Research and Development and 5.4M SF is flex office. The former exhibits a 14% vacancy rate, while the latter shows a healthy 9.6% vacancy rate. New flex office in prime locations achieves rents of \$13/SF and average flex rental rate is \$9.42/SF. The market's most recent trades include Rivers Center 1 Bldg C, Chesapeake Center 5, and Oak Run Business Center. There has been slight negative absorption of 39,349 square feet in flex buildings; however there has been very little rent growth. Most flex building should trade at a cap rate close to 5.9 percent. See Exhibit III – 2 above for Howard County industrial market snapshot in 2012.

#### 1. Supply

Howard County has 37M SF of industrial space, of which 32M SF are warehouse and Reasearch and Development building and 5.4M SF is flex building. There is no delivery or industrial buildings during year 2012.

Around 33,337 square feet is under construction in 2013, with 15,600 square feet expected to hit the market by the end of 2015.

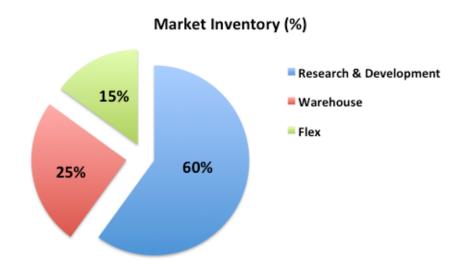


Exhibit III - 3 Howard County Market Inventory

### 2. Demand

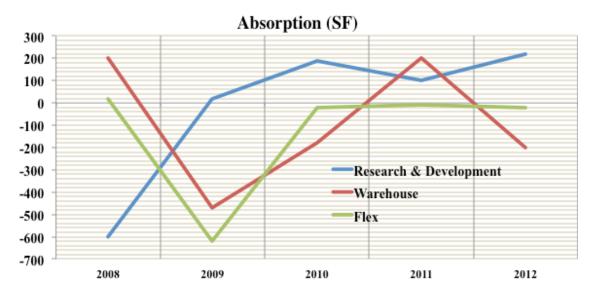


Exhibit III - 4 Howard County Market Absorption

There is a high demand from institutional buyers for flex buildings. Flex tenants include many high tech companies that need only a small portion of their space as actual office and require the remainder for research, development, light

manufacturing, warehousing, distribution, etc. Most major defense contractors have as great of a need for flex office. The proposed property currently exhibits a strong advantage in competing for these tenants, due to its relative anonymity and inconspicuous spaces.

#### 3. <u>Vacancy rates</u>

Overall vacancy rates decreased from to as absorption went positive. Flex building vacancy rates fell from 11.7% to 9.6% from 2011 to 2012 and that downward trend is expected to continue through the end of 2014. It is important to note that vacancy rates for flex buildings is currently only 8.8% for the first quarter of 2013, and that rate is expected to sharply decline to less than 6% by the end of 2014, which will create opportunities for developers.

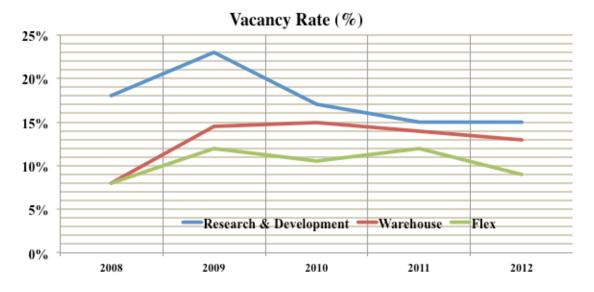


Exhibit III - 5 Howard County Vacancy Rate

#### 4. Rental rates

Average rental rates for flex buildings rose to \$9.47/SF and as for 2013. Rates for this product are expected to continue this upward trend due to the lack of product. Activity in the market supports this data, as there has been an uptick in the 10,000 - 40,000 SF tenants seeking flex space throughout the market.

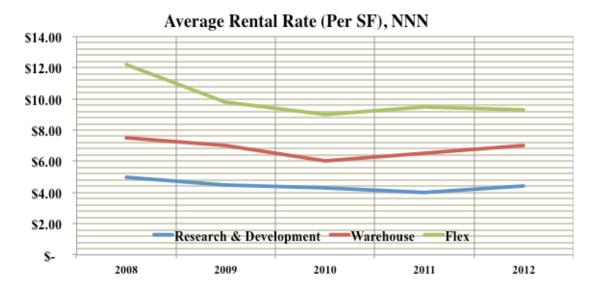


Exhibit III - 6 Howard County Average Rental Rate

#### D. COMPARATIVE ANALYSIS



Maple Reality Advisors'

comparative property survey

includes four existing Class B

flex buildings and one

under-construction Class B flex

building. The five flex properties

(Building A, B, C, D, E) which

are summarized in Exhibit III-7 were all developed by St. Johns Propertiesare. The five comparative buildings are located at the west side of the subject property which are noted in the map above.

Built in 2010 and awarded LEED certification at Silver level, Building A contains 39,620 SF and is fully leased as warehouse with a rental rate of \$11/SF and a tax rate of \$1.37/SF. The tmain enants are In-Depth Engineering Corporation and MetroCount USA Inc.

Building B was built in 2010 with a rental building area of 42,620 SF and certified with LEED Gold standard. BuildingB is currently 93% leased and has a total area of 3,000 SF available for leasing. The average market rent is \$19/SF and major tenants include Benco Dental, Brookfield Christen School, NEC Unified, Studio Dans and Sumtech Inc.

Building C was built in 2012 and provide a total rentable area of 42,620 SF. Building C is currently 41.8% leased with an average rental rate of \$16/SF. Racktop System is the main tenant who moved in April 2013 and occupied 4,500 SF. Building D will be delivered in June 2013 and provide 42,620 SF fully available area.

Building E which is fully leased with 42,620 SF was built in 2011 and awarded LEED certification at the Gold level. Building E are all leased as office and quote a rental rate of \$20 /SF with a tax rate at \$0.59/SF.

The average rental rate for the five comparative properties is \$15/SF. Those five buildings provide 210,100 SF flex space in total and 70,420 SF vacancy space for leasing. With an overall vacancy rate of 40% and 17% at Q4 2012 and Q1 2013 respectively, the vacancy rate of the five buildings is projected to show a declined trend with consistent positive absorption in the next few years.

The proposed subject property is planned to provide 22,400 SF rentable area with 56 parking spaces by 2014. The subject building will be designed and build based on LEED Gold standard. With great accessibility and visibility, favorable surrounding and professional property management, the subject property is expected be competitive within the market area in the future.

Property Name	Class	Status	RBA	Ave.Rental Rate	SF Available	Leased	Year Built
Building A	B( LEED Silver)	Existing	39,620	\$11/SF	0	100%	2010
Building B	B (LEED Gold)	Existing	42,620	\$19/SF	3,000	93%	2010
Building C	В	Existing	42,620	\$16/SF	24800	41.8%	2012
		Under					
Buildign D	В	Construction	42,620		42620		2013
Building E	B (LEED Gold)	Existing	42,620	\$20/SF	0	100%	2011
Total			210,100	\$15/SF	70,420	83.7%	

Exhibit III -7 Maple Lawn Corporate Center

#### E. SUMMARY

The Howard County flex property market is a strong and viable market which will experience consistent growth and good absorption. Based on Maple Realty Advisors' evaluation of the subject property, the average rental rate of \$17.02/sq.ft is reasonable. The proposed subject property should be very competitive because of its strategic location and adjacent land use, including a retail center and a business district. The Maple Lawn Corporate Center in general, should continue to prosper thanks to the convenient transportation connection and great demand for flex properties in the Howard County market.

IV. THE DEVELOPMENT TEAM AND PARTNERSHIP

#### IV. THE DEVELOPMENT TEAM AND PARTNERSHIP

#### **A.** DEVELOPMENT TEAM

To successfully develop the subject property, we try to use a professional team consists of the most suitable candidates for the development work of the subject property.

We select Penza Bailey Architects as the project architect partner, who is experienced in industrial properties design in Maryland area. As for the construction work, Merritt is chosen to be the ideal construction company for the subject property since it has been involved in constructing several flex properties and it always work closely with its clients to coordinate and facilitate all aspects of projects. To efficiently operate the property, The Commercial Management Group is our best choice. Considering the law issues, we trust and use Holland & Knight as we often do, whose real estate practice is one of the largest real estate departments of any law firm in the US. When it comes to our financial support partner, we are considering choosing between Northwestern Mutual and MetLife as our construction loan and permanent loan lender.

#### 1. Architect: Penza Bailey Architects



Penza Bailey Architects (PBA) is an exciting 2007 merger between two successful, mature architectural practices:

Amos Bailey Arnold + Associates established in 1980 and Penza Associates

Architects established in 1989. PBA is a

"Top 25" Baltimore area firm and provides full architectural services along the eastern seaboard of the United States and the British West Indies. The firm's expertise includes urban revitalization, commercial, retail, office, industrial, academic, institutional, multifamily, ADA compliance, historic preservation, sustainable design and custom single-family residential design. Penza Bailey Architects is led and staffed by seasoned professionals who understand complex building technologies and who share a vision for the shape of tomorrow.

#### Architect:

Dan Bailey, AIA, is the President of Penza Bailey Architects, Inc. He has practiced in Baltimore since his 1975 graduation in Architecture from Iowa State University. 2010 marked the firm's 30th year in practice. Working with clients from the British West Indies to New England, PBA has a diverse portfolio of work ranging from award-winning custom single-family residential design to over \$100 million in

institutional projects for the State of Maryland. Recognized regionally for its work in higher education and public schools, PBA crafts contextually appropriate, environmentally responsible, and financially viable places to live, learn, work, and play.

Considering several factors, we believe Dan Bailey, the most experienced architect, will perform very well. The most significant factor we are concerned about is how to make the flex properties outstanding from its competitors. Since Dan Bailey has been working in Maryland area for almost 40 years, we are confident that Dan definitely will provide a most proper design for the subject property. The reason why we are trying to use a new architect is that we really would like to present a different and fresh property design that makes our property stand out and attracts potential tenants.

#### 2. Construction Company: Merritt



Established in 1967, Merritt has been providing site development, general construction, redevelopment and interior build-outs for over 40 years with a project portfolio of more than 16 million square feet. The highly skilled construction team has an extensive selection of Class A office space, flex, retail and warehouse space.

Responsive, responsible and collaborative, Merritt leverages the experience and talent of all team members. They stay focused on results, value and efficiency, so clients can focus on doing business. They do more than build buildings. They deliver solutions.

Merritt has had the pleasure of partnering with a wide array of businesses and non-profit organizations to create customized facilities that they can proudly call home. With a portfolio of projects ranging from offices to schools to retail to manufacturing, clients can rest assured that they will work closely to coordinate and facilitate all aspects of site development, permitting, value engineering, budget management and scheduling – ensuring that client's building has all the features that

reflect its vision.

Known for delivering buildings on time and on budget, Merritt Construction Services has also cultivated strong partnerships with design consultants and sub-contractors, which has helped instill the Merritt philosophy of designing and building properties for the long-term.

Merritt has worked with the American National Red Cross, the U.S. Army Corps of Engineers, Bakery Express, CareFirst of Maryland, Computer Sciences Corporation and some of the region's leading companies. We have worked with Merritt before and we have established a good relationship between each other.

# 3. Property Management: The Commercial Management Group



Based on the research, property management companies that specialize in office in Maryland include Blackstone Management, Maredith Management, and The Commercial Management Group. Our

selection criteria are based on the belief that local companies have better local resources, which will better assist in daily management. In addition, these three companies have great experience in office management.

After several comparisons, we choose The Commercial Management Group, Inc. (TCMG)as our property management partner. TCMG was incorporated in 1986 as a Property Management Company facilitating resident services for properties in the Washington Metropolitan area. Today, TCMG manages every phase of property management from pre- and post-development consultation to community and financial restoration assistance.

The most attractive part of TCMG is that it provides customized management and consulting services to all types of real estate projects. TCMG brings to the market place more than 32 years of diversified real estate management experience in residential condominiums, homeowner associations, developer transitions,

cooperatives, office buildings and shopping centers.

Specifically, TCMG provides three levels of services: Financial Management, Financial Management with Consulting and Full Service Management:

### 1) Accounting

TCMG uses technology as well as experienced staff to provide timely and accurate financial reports to our clients. We can produce various reports to meet the needs of individual communities. Standardized monthly reporting includes: Income Statements, Balance Sheets, General Ledger Trial Balances, and Cash Disbursements Journals. TCMG also collects all monthly fees and miscellaneous income.

### 2) Banking

TCMG maintains checking, savings and other bank accounts on behalf of Associations. All reserve funds are invested in secured FDIC insured accounts.

TCMG is also experienced in preparing, analyzing and securing loan packages.

# 3) Budgeting

TCMG prepares a draft annual budget for the review and approval of the Board of Directors. To ensure communities objectives, we encourage the Directors to participate in the budget preparation process.

#### 4) Administrative

Prepare and update a detailed owner analysis and property work order log. Establish and maintain all pertinent property documents and files.

# 5) Contracting

TCMG prides itself on its longstanding reputation and relationship with the Washington Metropolitan area's best contractor companies. TCMG has access to contractors in every field related of community management. Contractors are local, reliable, and they must be insured.

# 6) Property Inspections

Under full service management, property inspections are performed and follow-up inspections scheduled to oversee contractor performance, identify repair needs and help to develop short-term and long-term community goals.

#### 7) Collections

TCMG's Collection System is unique. Our in-house collections department reviews each homeowner's account. This on-going process enables us to better monitor your community's financial health.

#### 8) Insurance

Obtain and analyze bids for insurance coverage, prepare claims when required and follow-up on claim payments.

### 9) Service Contracts

Secure service contracts and provide services as needed. Inspect contractual services for satisfactory performance and prepare compliance letters to vendors.

#### 10) Capital Improvements

Compile and analyze data, prepare specifications, and solicit bids for major improvement projects. Issue contracts, coordinate work, and inspect each job to

ensure the work is performed according to specifications.

# 4. Lawyer: Holland & Knight



Holland & Knight's Real Estate practice is one of the largest real estate departments of any law firm in the United States with more than 200 lawyers who regularly assist lenders, buyers, sellers, developers, investors, owners, managers and others with all types of commercial real estate, and with a 100-year tradition of providing counsel in real estate law. We have cooperated several times in the past few years and we believe it is the best choice for our law issues.

#### B. LENDERS: NORTHWESTERN MUTUAL

#### Northwestern Mutual

Northwestern Mutual is one of the largest real estate investors in the nation with

Northwestern Mutual Real Estate Investments, LLC\* investments in commercial mortgages and equity investments across all major property types,

including apartments, office, retail and industrial. The \$30 - \$35 billion real estate investment portfolio is comprised of 85% fixed income and 15% equity investments.

Northwestern Mutual is a financing source that provides experienced and knowledgeable people, quick and decisive action, and flexible, creative solutions. Having real estate professionals in eight regional offices familiar with local markets, borrowers and investors, enhances its origination, underwriting and service.

The company provides responsive, experienced, in-house professionals in the areas of environmental, architecture, engineering, insurance, legal services, property tax and federal taxation. Investable funds are discretionary, allowing for flexible, creative solutions. Mortgage lending is concentrated on loans greater than \$15 million to over \$200 million for large portfolio deals secured by general-purpose income property. The company seeks opportunities to invest in real estate equities directly through acquisitions, fee developments, joint venture development, and pre-purchases.

Northwestern Mutual Real Estate Investments, LLC provides different types of loans for different types of properties. Property types include apartments, office, industrial, retail, retirement, parking, mixed use, and manufactured housing. Loan types include permanent, construction/permanent, forward commitment, and portfolios.

Typically, the loan size will be from \$15,000,000 to over \$500,000,000 for large portfolio deals and interest rates will be based on competitive market and comparable treasuries. Other terms are listed below:

Loan to Value: 75% maximum (unless single-tenant credit loan)
Debt Coverage 1.20x minimum (unless single-tenant credit loan)

Term: 5 year minimum

Amortization: Variable Interest Rate: Fixed rate

Liability: Typically non-recourse to borrower, except for standard carve outs

and environmental

Deposits: Refundable earnest money required at application

Loan Fees: Negotiable

Appraisal: Northwestern Mutual prepares its own appraisal at no cost to the

borrower

Since the minimum term of the loan would be 5 years, we are scheduling that construction loan will be for 2 years. Then we can get negotiate an interest only perm loan, with a 30 year amortization, and callable in 10 years. Northwest Mutual offers non-recourse loans to borrowers, which is a benefit. DCR will be a minimum of 1.2. We would have to come up with a minimum 25% equity as well.

V. RISK AND RETURN

#### V. RISKS AND RETURNS

#### A. INVESTMENT STRUCTURE

# 1. Investment Basis

The proposed investment has a total cost of \$2,837,997. With a loan-to-cost ratio of 73/27, this breaks down to \$2,092,497 debt and \$745,500 equity. The debt portion of the development cost is comprised of \$1,624,000 in hard costs (construction loan) and \$405,149 in soft costs. The equity portion of the development budget will be used to purchase the land. With a market capitalization rate of 5.9%, the market value of the property is \$4,090,413. This will put the project at a 51% Loan-to-Value, much lower than the 75% maximum allowed by the lender.

### 2. Loans

Two loans are necessary to complete the development. First is a construction loan at 5.5% for 12-months. Next is a permanent loan at 4.5%, 15-year amortization, and 10-year call.

#### 3. Land Cost

The land will be purchased with 100% equity at a market value of \$745,500.

# 4. <u>Development Cost</u>

Our proposed flex building has 22,400 sq. ft. of rentable area.

Hard costs of \$1,688,960 consist of construction, parking, and a contingency.

The construction cost is \$1,688,960, which breaks down to \$75.4 per sq. ft. The 56 parking spaces come at a cost of \$392,000 and are based on a 2.5/1,000 sq. ft. ratio. We've reserved a contingency of \$64,960.

Soft costs of \$403,537 consist of taxes, fees, insurance, overhead, construction loan interest, and a contingency.

#### B. VALUE

### 1. Positive Cash Flows

Our property consists of just 4 tenants, and there is currently a high demand for flex/industrial space in the area. Consequently, we expect to be fully leased in the first year and generate a positive Year 1 CF After Debt. Year 1 CF Before debt comes in at \$225,177. We subtract a debt service of \$192,090 and we realize a \$33,087 CF after debt.

Below is a summary of cash flows the first 5 years. See Exhibit V-1 and 2 more detailed statement, showing the positive cash flows for the 10 years, and reversion in year 10, can be seen in the appendix.

	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Potential Income:	\$381,248	\$392,685	\$404,466	\$416,600	\$429,098
Less: Vacancy	\$19,062	\$19,634	\$20,223	\$20,830	\$21,455
Effective Gross Income:	\$362,186	\$373,051	\$384,243	\$395,770	<u>\$407,643</u>
Reimbursable Expense	\$48,160	\$50,568	\$53,096	\$55,751	\$58,539
Less: Expenses	\$69,664	\$73,147	\$76,805	\$80,645	\$84,677
Net Operating Income:	\$361,066	\$371,875	\$383,008	\$394,473	\$406,282
Less: Comm. Capes & TI	\$539,506	\$11,200	\$11,200	\$11,200	\$11,200
Less: Debt Service	\$(192,090)	\$(192,090)	\$(192,090)	\$(192,090)	\$(192,090)
Total Cash Flow	\$(370,530)	\$168,586	\$179,718	\$191,184	\$202,992

Exhibit V – 1 Projected 5 year Cash Flows

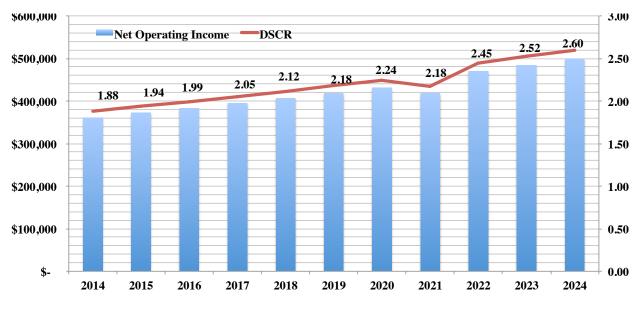


Exhibit V -2 NOI and DSCR

# 2. <u>Debt Service Coverage Ratio</u>

With a 4.5% loan over 15 years the CF Before Debt is sufficient to cover the debt service of \$192,090. Our Year 1 DSCR is 1.88 and increases to 2.52 by the end of our projection period. This indicates strong cash flow generation and low risk to the lender.

#### C. RISKS

#### 1. Market Risk

Our property, like others, is susceptible to market fluctuations. To analyze market risk we constructed best and worse case scenarios for rental rates and cap rates relative to the rates used in our "most likely" scenario.

#### 2. Sale Risk

The risk from sale is the portion of our IRR that comes from reversion. Our IRR is largely dependent on reversion at the 10th year. We'll seek to mitigate this risk through operating efficiencies and higher annual CFs.

#### D. RETURNS

#### 1. Cash flow

We project a Return on Total Cost after the second year of:

NOI / Total Cost = 
$$$371,875 / $2,742,497 = 13.50\%$$

Return on Equity after the first year is projected to be:

Cash Flow After Debt Service / Total Equity = \$168.586 / \$650,000 = 25.9%

Maple Realty Advisors

The annual return on equity starts from 5.97% in the first year, and then keeps going

up except for year 6 when there is rollover happens. The IRR on equity at year 10 is

12.80%, which shows an ideal return for the investment.

2. Return at sale

The net residual value of the property was calculated by capitalizing the 11th year's

net operating income at a terminal cap rate of 7.5 percent and deducting the sum of

percent selling expenses. The gross estimated selling price is \$6.65 million.

It is estimated that \$858,630 of loan balance will be repaid at sale. Also a selling

expense of \$332,433 and debt service of year 11 \$192,090 should also be deducted

from the selling proceeds, which leads us to the cash flow after sell and debt

\$5,749,675. With those number, we can get a leveraged IRR of 27.99%.

3. Yield Analysis

The following is an analysis of yields in best and worse case scenarios.

These scenarios are benchmarked against a "most likely" scenario of:

Most-likely land value: \$650,000

Most-likely cap: 7.5%

47

	6.5%	7.0%	7.5%	8.0%	8.5%
500,000	32.80	32.01	31.29	30.62	30.01
650,000	29.50	28.71	27.99%	27.32	26.70
950,000	24.70	23.92	23.20	22.53	21.91
1,250,000	21.26	20.48	19.76	19.10	18.48
1,550,000	18.60	17.82	17.11	16.45	15.84

Exhibit V - 3 Sensitivity Analysis

VI. <u>CONCLUSION</u>

11810 West Market Place is located in the Maple Lawn Development, which is in Fulton, Maryland. On the 2.13 acres site, what we are proposed is a one-story flex building with loading docks, aiming at a 30/70 split of the warehouse and office space.

As part of the Howard County, the subject property has excellent location and accessibility, making it very competitive in a demanding market for industrial spaces. Aiming at a rental rate of \$17 per SF, the proposed flex building is designed to be LEED Gold and a total of 56 parking spaces will support the building. In addition to building and the parking, a green garden is also designed for recreation purposes.

The development team consists of companies with plenty of experience and corporation before. With confidence in those people and their works, the subject property is seen to be one of the best achievements so far.

Under appropriate assumptions and current market conditions, the projected 10-year cash flow of the subject property represents a return of over 12%, reaching the minimum requirement of the return rate.

Therefore, Maple Realty Advisors recommends moving on with this investment. With those analysis above, the subject property is believe to bring profits for investors.

VII. <u>APPENDIX</u>

11810 West Market Pl	, ,		
Construction Information		<b>Building Profile</b>	
Land Cost	\$650,000	Building use	Flex
Gross Area	22,400 sf	Year built	2013
Construction Period	12 months	Exterior wall construction	Brick on Bloc
		Frame	Concrete
General Market Assumptions		Ground floor area	22,400 s
Rent Inflation	3.00%	Gross floor area	<b>22,400</b> s
Expense Inflation	5.00%	Rentable floor area	22,400 s
Vancancy	5.00%	Number of stories	1
Leasing Commission	3.00%	Perimeter	698 Ft
Terminal Capitalization Rate	7.50%	Construction cost per sf	\$55.00
Cost of Sale	5.00%	Height/ story	16 fee
Reinvestment Rate	3.00%	Parking Spaces	56
Discount Rate	12.00%	Parking Cost/ space	\$7,000
		Construction period	12 Month
Investment Structure		Construction cost (No Contingency)	\$1,624,000
Perm Loan Interest Rate	4.50%	Contingency	\$64,960
Construction Loan Interest Rate	5.50%	Total construction cost	\$1,688,960
Total Investment	\$ 2,742,497	Other Development Cost (Soft Cost)	\$323,990
Loan	76.3%	Contingency	\$16,199
Equity	23.7%	Interim Interest	\$63,348
Inflation	3%	Total Development Cost	\$2,742,497
		-	
Operating Expenses		Permanent Loan	
Taxes	1.37 \$/sf	Loan Amount	\$2,092,497
Insurance	0.13 \$/sf	Annual Interest Rate	4.50%
CAM	1.56 \$/sf	Monthly Interest Rate	0.38%
Legal/Accounting	0.05 \$/sf	Term (Years)	30
Capital Expenditure Reserve	0.50 \$/sf	Term (Months)	360
Tenant Improvements		# of Payments per year	12
TI Allowance	33.00 \$/sf	DS per Month	\$16,007
TI Renewal	6.50 \$/sf	DS per Year	\$192,090
Tenant			
Lease Start Date	Jan 2014		
Leased Square Footage	22,400		
Current Rent	\$17.02		
	·		
Contract Rent Escalation	3.00%		
Lease Expiration (end of fiscal period)	2018		

#### Maple Lawn Corporate Center Building F - Construction Cost (Hard Cost) 11810 West Market Pl, Fulton, MD

Time Table Month 11 Month 12 Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Monthly Cost \$ 10,084 \$ 26,862 \$ 71,549 \$ 149,161 \$ 243,409 \$ 310,935 \$ 310,935 \$ 243,409 \$ 149,161 \$ 71,549 \$ 26,862 \$ 10,084 Cummulative Cost \$ 10,084 \$ 36,946 \$ 108,495 \$ 257,656 \$ 501,065 \$ 812,000 \$ 1,122,935 \$ 1,366,344 \$ 1,515,505 \$ 1,587,054 \$ 1,613,916 \$ 1,624,000



11810 West Market F	1, Fulloii, MD				
Square Footage					
Gross Building Area					22,400 :
Rentable Area Ratio per FAR					100.009
Rentable Area					22,400 s
DEVELOPMENT COST CALCUL	ATIONS		per RSF		Tota
Land Cost			po		
Expected Land Cost		\$	29.02	\$	650,000
Infrastructure		\$	-	\$	-
Total Land Cost		\$	29.02	\$	650,000
Development Cost (HARD COST)					
Construction Cost					
Building Construction		\$	55.00	\$	1,232,000
Parking lots		\$	17.50		392,000
Contingency - Hard		\$	2.90		64,960
Total Hard Cost		\$	75.40	\$	1,688,960
Other Development Costs (ODC)					
Real Esate Taxes		\$	0.15	\$	3,360
Project Administration	3% of Construction Cost	\$	2.26	\$	50,669
Architect/Engineering	50% Occurred at 1st month split the rest	5% \$	3.77	'	84,448
Insurance	Occurred only at 1st month	\$	0.10	\$	2,240
Testing/Inspection/Permits	25% Occurred at 1st and last month split the rest	\$	0.35	'	7,840
Landscape/Irrigation	Occurred only atlast 4 months	\$ \$	0.80 0.50	\$ \$	17,920 11,200
Signage/Monumentation Tenant Improvements	Split over 12 months 3% of projected first year gross rent	\$ \$	0.30	•	8,325
Closing/Title Fees	Occurred at beginning	\$	0.37	\$	4,256
Legal and Accounting	50% Occurred at the 1st month split the rest	\$	0.50	•	11,200
Financing	2% of Construction cost	\$	1.51	\$	33,779
Advertising/Promotion	Splite over 12 months	\$	1.00	\$	22,400
Leasing/Salary Expenses	5000 \$/Month for 12 months	\$	2.68	\$	60,000
Corporate Overhead @	2% of Total ODC	\$	0.28	\$	6,353
		\$	14.46	\$	323,990
Other Dvelopment Cost				Ś	16,199
Other Dvelopment Cost Contingency	5% of ODC			Y	10,10
•	5% of ODC From the Construction Loan	\$	2.83	\$	•
· .	,	\$ <b>\$</b> \$	2.83 <b>18.02</b>	т	63,348 <b>403,537</b>

# Maple Lawn Corporate Center Building F - Construction Loan 11810 West Market Pl, Fulton, MD

Prime Rate	4.50%	6		Loa	an premium	1.00%	Inte	erest Rate	5.5	0%	
		Hard Costs	Soft Costs/Fin			Total		Interest		Monthly	Cumulative
	С	onstruction	Construction		Contingency	Construction		Reserve		Loan	Loan
Month	L	oan Draws	<b>Loan Draws</b>		<b>Loan Draws</b>	<b>Loan Draws</b>	Draws		Balance		Balance
Closing						\$ -	\$	-			\$ -
1	\$	10,084	\$ 112,794	\$	6,043	\$ 128,921	\$	591	\$	129,512	\$ 129,512
2	\$	26,862	\$ 12,354	\$	1,692	\$ 40,908	\$	781	\$	41,689	\$ 171,201
3	\$	71,549	\$ 13,748	\$	3,549	\$ 88,846	\$	1,192	\$	90,038	\$ 261,239
4	\$	149,161	\$ 16,170	\$	6,775	\$ 172,106	\$	1,986	\$	174,092	\$ 435,332
5	\$	243,409	\$ 19,110	\$	10,692	\$ 273,211	\$	3,247	\$	276,459	\$ 711,790
6	\$	310,935	\$ 21,217	\$	13,498	\$ 345,650	\$	4,847	\$	350,497	\$ 1,062,287
7	\$	310,935	\$ 21,217	\$	13,498	\$ 345,650	\$	6,453	\$	352,104	\$ 1,414,391
8	\$	243,409	\$ 19,110	\$	10,692	\$ 273,211	\$	7,735	\$	280,946	\$ 1,695,337
9	\$	149,161	\$ 20,650	\$	6,999	\$ 176,810	\$	8,581	\$	185,391	\$ 1,880,727
10	\$	71,549	\$ 21,003	\$	3,912	\$ 96,464	\$	9,062	\$	105,526	\$ 1,986,254
11	\$	26,862	\$ 19,609	\$	2,055	\$ 48,526	\$	9,326	\$	57,852	\$ 2,044,106
12	\$	10,084	\$ 27,006	\$	1,754	\$ 38,845	\$	9,547	\$	48,391	\$ 2,092,497
TOTALS	\$	1,624,000	\$ 323,990	\$	81,159	\$ 2,029,149	\$	63,348	\$	2,092,497	\$ 2,092,497

Maple Lawn Corporat 11810 West Market			manent Lo	an Schedu	le			
Loan Amount								
Annual Interest Rate Monthly Interest Rate	4.50% 0.38%							
Term (Years)	15							
Term (Months)	180							
# of Payments per year	12							
DS per Month	\$16,007							
DS per Year	\$192,089.54							
Period #	Amt Outstanding	Debt Service Pmt	Principal Pmt	Interest Pmt	Periods Remaining	Accum Principal	Acum Interest	Year
0	\$ 2,092,497		•		180	\$ -	\$ -	
1	\$ 2,084,336				179	\$ 8,161		
2		\$ 16,007			178	\$ 16,352		
3 4	\$ 2,067,923		\$ 8,222	\$ 7,786	177	\$ 24,574	\$ 23,449	
5	\$ 2,059,671 \$ 2,051,387		\$ 8,253 \$ 8,284	\$ 7,755 \$ 7,724	176 175	\$ 32,826 \$ 41,110	\$ 31,203 \$ 38,927	
6	\$ 2,043,072			\$ 7,693	174	\$ 49,425		
7	\$ 2,034,726		\$ 8,346	\$ 7,662	173	\$ 57,771		
8	\$ 2,026,349	\$ 16,007		\$ 7,630	172	\$ 66,148	\$ 61,912	
9	\$ 2,017,940	\$ 16,007		\$ 7,599	171	\$ 74,557		
10	\$ 2,009,500		\$ 8,440	\$ 7,567	170	\$ 82,997		
11 12	\$ 2,001,028 \$ 1,992,525	\$ 16,007 \$ 16,007	\$ 8,472 \$ 8,504	\$ 7,536 \$ 7,504	169 168	\$ 91,469 \$ 99,972	\$ 84,613 \$ 92,117	End of Year 1
13	\$ 1,983,989		\$ 8,535	\$ 7,472	167	\$ 108,508	\$ 99,589	
14	\$ 1,975,422	\$ 16,007	\$ 8,568	\$ 7,440	166	\$ 117,075	\$ 107,029	
15	\$ 1,966,822			\$ 7,408	165	\$ 125,675	\$ 114,437	
16	\$ 1,958,190	\$ 16,007			164	\$ 134,307		
17 18	\$ 1,949,526 \$ 1,940,829		\$ 8,664 \$ 8,697	\$ 7,343 \$ 7,311	163 163	\$ 142,971 \$ 151,668		
18 19	\$ 1,940,829 \$ 1,932,100	\$ 16,007 \$ 16,007	. ,	\$ 7,311 \$ 7,278	162 161	\$ 151,668 \$ 160,397	\$ 136,466 \$ 143,745	
20	\$ 1,923,338	\$ 16,007		\$ 7,245	160	\$ 169,159	\$ 150,990	
21	\$ 1,914,543		\$ 8,795	\$ 7,213	159	\$ 177,954	\$ 158,202	
22	\$ 1,905,715		\$ 8,828	\$ 7,180	158	\$ 186,782	\$ 165,382	
23 24	\$ 1,896,854	\$ 16,007		\$ 7,146	157	\$ 195,643	\$ 172,528	Fad of Year 2
25	\$ 1,887,959 \$ 1,879,032		\$ 8,894 \$ 8,928	\$ 7,113 \$ 7,080	156 155	\$ 204,537 \$ 213,465	\$ 179,642 \$ 186,721	End of Year 2
26	\$ 1,870,071			. ,	154	\$ 222,426		
27	\$ 1,861,076	\$ 16,007			153	\$ 231,421		
28	\$ 1,852,048	\$ 16,007	\$ 9,028	\$ 6,979	152	\$ 240,449	\$ 207,760	
29	\$ 1,842,985	\$ 16,007		\$ 6,945	151	\$ 249,512		
30	\$ 1,833,889	\$ 16,007		\$ 6,911	150	\$ 258,608	\$ 221,616	
31 32	\$ 1,824,759 \$ 1,815,594	\$ 16,007 \$ 16,007	\$ 9,130 \$ 9,165	\$ 6,877 \$ 6,843	149 148	\$ 267,738 \$ 276,903	\$ 228,493 \$ 235,336	
33	\$ 1,806,395		\$ 9,199	\$ 6,808	147	\$ 286,102	\$ 242,144	
34	\$ 1,797,162	\$ 16,007		\$ 6,774	146	\$ 295,335	\$ 248,918	
35	\$ 1,787,894		\$ 9,268	\$ 6,739	145	\$ 304,603	\$ 255,658	
36	\$ 1,778,591	\$ 16,007	\$ 9,303	\$ 6,705	144	\$ 313,906	\$ 262,362	End of Year 3
37 38	\$ 1,769,253 \$ 1,759,880		\$ 9,338 \$ 9,373	\$ 6,670 \$ 6,635	143 142	\$ 323,244 \$ 332,617	\$ 269,032 \$ 275,667	
39	\$ 1,750,472			\$ 6,600	141	\$ 342,025		
40	\$ 1,741,029	\$ 16,007		\$ 6,564	140	\$ 351,468	\$ 288,831	
41	\$ 1,731,550	\$ 16,007		\$ 6,529	139	\$ 360,946	\$ 295,359	
42	\$ 1,722,036		\$ 9,514	\$ 6,493	138	\$ 370,461		
43 44	\$ 1,712,487 \$ 1,702,901	\$ 16,007 \$ 16,007	\$ 9,550 \$ 9,586	\$ 6,458 \$ 6,422	137 136	\$ 380,010 \$ 389,596	\$ 308,310 \$ 314,732	
45	\$ 1,693,279	\$ 16,007			135	\$ 399,218		
46	\$ 1,683,622			\$ 6,350	134	\$ 408,875		
47	\$ 1,673,928			\$ 6,314	133	\$ 418,569	\$ 333,781	
48	\$ 1,664,198		\$ 9,730	\$ 6,277	132	\$ 428,299	\$ 340,059	End of Year 4
49	\$ 1,654,431			\$ 6,241	131	\$ 438,066	\$ 346,299	
50 51	\$ 1,644,627 \$ 1,634,787	\$ 16,007 \$ 16,007	\$ 9,803 \$ 9,840	\$ 6,204 \$ 6,167	130 129	\$ 447,870 \$ 457,710	\$ 352,504 \$ 358,671	
52	\$ 1,624,910	\$ 16,007			128	\$ 467,587		
53		\$ 16,007		\$ 6,093	127	\$ 477,501		
54	\$ 1,605,045	\$ 16,007	\$ 9,951	\$ 6,056	126	\$ 487,452	\$ 376,951	
55	\$ 1,595,057			\$ 6,019	125	\$ 497,440		
56 57	\$ 1,585,031			\$ 5,981	124	\$ 507,466 \$ 517,530		
57 58	\$ 1,574,967 \$ 1,564,866	\$ 16,007 \$ 16,007		\$ 5,944 \$ 5,906	123 122	\$ 517,530 \$ 527,631		
59	\$ 1,554,726	\$ 16,007		\$ 5,868	121	\$ 537,771		
60	\$ 1,544,549	\$ 16,007	\$ 10,177	\$ 5,830	120	\$ 547,948	\$ 412,500	End of Year 5
61	\$ 1,534,334			\$ 5,792	119	\$ 558,163	\$ 418,292	
62	\$ 1,524,080			\$ 5,754	118	\$ 568,417		
63 64		\$ 16,007			117 116	\$ 578,709 \$ 589,040		
64 65	\$ 1,503,457 \$ 1,493,088		\$ 10,331 \$ 10,369	\$ 5,677 \$ 5,638	116 115	\$ 589,040 \$ 599,409	\$ 435,438 \$ 441,076	
66		\$ 16,007		\$ 5,599	114	\$ 609,818		
67	\$ 1,472,232			\$ 5,560	113	\$ 620,265		
68	\$ 1,461,745	\$ 16,007	\$ 10,487	\$ 5,521	112	\$ 630,752	\$ 457,756	
69		\$ 16,007		\$ 5,482	111	\$ 641,278	\$ 463,237	
70	\$ 1,440,654	\$ 16,007		\$ 5,442	110	\$ 651,843	\$ 468,679	
71 72	\$ 1,430,049 \$ 1,419,404	\$ 16,007 \$ 16,007	\$ 10,605 \$ 10,645	\$ 5,402 \$ 5,363	109 108	\$ 662,448 \$ 673,093	\$ 474,082 \$ 479,444	End of Year 6
73		\$ 16,007		\$ 5,323	107	\$ 683,778	\$ 484,767	
74	\$ 1,397,995	\$ 16,007	\$ 10,725	\$ 5,283	106	\$ 694,502		
75		\$ 16,007		\$ 5,242	105	\$ 705,267		
76 77	\$ 1,376,424 \$ 1,365,578			\$ 5,202	104	\$ 716,073		
1 "	\$ 1,365,578	\$ 16,007	\$ 10,846	\$ 5,162	103	\$ 726,919	\$ 505,656	

Maple Lawn Corporat 11810 West Market			nanent Lo	an Schedu	ile			
Loan Amount	\$ 2,092,497							
Annual Interest Rate	4.50%							
Monthly Interest Rate	0.38%							
Term (Years) Term (Months)	15 180							
# of Payments per year	12							
DS per Month	\$16,007							
DS per Year	\$192,089.54							
Period #	Amt Outstanding	Dobt Sorvice Pmt	Principal Pmt	Interest Pmt	Periods Remaining	Accum Principal	Acum Interest	Year
78	\$ 1,354,692		·	\$ 5,121	102	\$ 737,805	\$ 510,777	Teal
79		\$ 16,007		\$ 5,080	101	\$ 748,732		
80		\$ 16,007	\$ 10,968	\$ 5,039	100	\$ 759,701	\$ 520,896	
81		\$ 16,007	\$ 11,009	\$ 4,998	99	\$ 770,710	\$ 525,894	
82	\$ 1,310,736	\$ 16,007	\$ 11,051	\$ 4,957	98	\$ 781,761	\$ 530,851	
83	\$ 1,299,644	\$ 16,007	\$ 11,092	\$ 4,915	97	\$ 792,853	\$ 535,766	
84	\$ 1,288,510	\$ 16,007	\$ 11,134	\$ 4,874	96	\$ 803,987	\$ 540,640	End of Year 7
85 86	\$ 1,277,334 \$ 1,266,117	\$ 16,007 \$ 16,007	\$ 11,176 \$ 11,217	\$ 4,832 \$ 4,790	95 94	\$ 815,163 \$ 826,380	\$ 545,472 \$ 550,262	
87	\$ 1,254,857	\$ 16,007	\$ 11,260	\$ 4,748	93	\$ 837,640	\$ 555,010	
88			\$ 11,302	\$ 4,706	92	\$ 848,941	\$ 559,715	
89		\$ 16,007	\$ 11,344	\$ 4,663	91	\$ 860,285	\$ 564,379	
90	\$ 1,220,825	\$ 16,007	\$ 11,387	\$ 4,621	90	\$ 871,672	\$ 568,999	
91	\$ 1,209,396	\$ 16,007	\$ 11,429	\$ 4,578	89	\$ 883,101	\$ 573,578	
92 93		\$ 16,007		\$ 4,535 \$ 4,492	88 87	\$ 894,574 \$ 906,089	\$ 578,113 \$ 582,605	
93 94	\$ 1,186,408 \$ 1,174,850		\$ 11,515 \$ 11,558	\$ 4,492 \$ 4,449	87 86	\$ 906,089	\$ 582,605 \$ 587,054	
95	\$ 1,163,248	\$ 16,007	\$ 11,602	\$ 4,449	85	\$ 929,249	\$ 591,460	
96	\$ 1,151,603		\$ 11,645	\$ 4,362	84	\$ 940,894	\$ 595,822	End of Year 8
97	\$ 1,139,914	\$ 16,007	\$ 11,689	\$ 4,319	83	\$ 952,583	\$ 600,140	
98		\$ 16,007	\$ 11,733	\$ 4,275	82	\$ 964,316	\$ 604,415	
99	\$ 1,116,404		\$ 11,777	\$ 4,231	81	\$ 976,093	\$ 608,646	
100 101	\$ 1,104,583 \$ 1,092,718	\$ 16,007	\$ 11,821	\$ 4,187	80 79	\$ 987,914 \$ 999,779		
101	\$ 1,092,718 \$ 1,080,808	\$ 16,007 \$ 16,007	\$ 11,865 \$ 11,910	\$ 4,142 \$ 4,098	79 78	\$ 999,779 \$ 1,011,689	\$ 616,974 \$ 621,072	
103	\$ 1,068,854	\$ 16,007		\$ 4,053	76 77	\$ 1,023,643	\$ 625,125	
104	\$ 1,056,854		\$ 11,999	\$ 4,008	76	\$ 1,035,643	\$ 629,133	
105	\$ 1,044,810	\$ 16,007	\$ 12,044	\$ 3,963	75	\$ 1,047,687	\$ 633,097	
106	\$ 1,032,721	\$ 16,007	\$ 12,089	\$ 3,918	74	\$ 1,059,776	\$ 637,015	
107	\$ 1,020,586	\$ 16,007	\$ 12,135	\$ 3,873	73	\$ 1,071,911		
108 109	\$ 1,008,406 \$ 996,180	\$ 16,007 \$ 16,007	\$ 12,180 \$ 12,226	\$ 3,827 \$ 3,782	72 71	\$ 1,084,091 \$ 1,096,317	\$ 644,715 \$ 648,496	End of Year 9
110	\$ 996,180 \$ 983,908		\$ 12,226 \$ 12,272	\$ 3,782	70	\$ 1,096,317 \$ 1,108,589	\$ 648,496 \$ 652,232	
111	\$ 971,590	\$ 16,007	\$ 12,318	\$ 3,690	69	\$ 1,120,907		
112	\$ 959,226		\$ 12,364	\$ 3,643	68	\$ 1,133,271		
113	\$ 946,816	\$ 16,007	\$ 12,410	\$ 3,597	67	\$ 1,145,681	\$ 663,162	
114	\$ 934,359	\$ 16,007		\$ 3,551	66	\$ 1,158,138	\$ 666,712	
115	\$ 921,855 \$ 909,305	\$ 16,007	\$ 12,504	\$ 3,504	65			
116 117	\$ 909,305 \$ 896,707	\$ 16,007 \$ 16,007	\$ 12,551 \$ 12,598	\$ 3,457 \$ 3,410	64 63	\$ 1,183,192 \$ 1,195,790	\$ 673,673 \$ 677,083	
118		\$ 16,007		\$ 3,363	62	\$ 1,208,435		
119	\$ 871,370		\$ 12,692	\$ 3,315	61	\$ 1,221,127		
120	\$ 858,630	\$ 16,007	\$ 12,740	\$ 3,268	60	\$ 1,233,867	\$ 687,029	End of Year 10
121	\$ 845,843		\$ 12,788	\$ 3,220	59	\$ 1,246,654	\$ 690,249	
122	\$ 833,007				58	\$ 1,259,490		
123 124		\$ 16,007 \$ 16,007	\$ 12,884 \$ 12,932	\$ 3,124 \$ 3,075	57 56	\$ 1,272,373 \$ 1,285,305		
125	\$ 794,211		\$ 12,932	\$ 3,075	55	\$ 1,298,286		
126			\$ 13,029	\$ 2,978	54	\$ 1,311,315		
127	\$ 768,104	\$ 16,007	\$ 13,078	\$ 2,929	53	\$ 1,324,393	\$ 708,554	
128		\$ 16,007		\$ 2,880	52	\$ 1,337,520	\$ 711,435	
129		\$ 16,007		\$ 2,831	51 50	\$ 1,350,697 \$ 1,363,922		
130 131			\$ 13,226 \$ 13,275	\$ 2,782 \$ 2,732	50 49	\$ 1,363,922 \$ 1,377,198	\$ 717,048 \$ 719,780	
132		\$ 16,007			48	\$ 1,390,523	\$ 722,462	End of Year 11
133			\$ 13,375	\$ 2,632	47	\$ 1,403,898	\$ 725,095	
134	\$ 675,174	\$ 16,007	\$ 13,425	\$ 2,582	46	\$ 1,417,323	\$ 727,677	
135		\$ 16,007		\$ 2,532	45	\$ 1,430,798	\$ 730,209	
136		\$ 16,007		\$ 2,481	44	\$ 1,444,325		
137		\$ 16,007		\$ 2,431	43	\$ 1,457,901		
138 139		\$ 16,007 \$ 16,007		\$ 2,380 \$ 2,329	42 41	\$ 1,471,529 \$ 1,485,208	\$ 737,501 \$ 739,829	
140		\$ 16,007		\$ 2,329	40	\$ 1,498,938		
141		\$ 16,007		\$ 2,226	39	\$ 1,512,720	\$ 744,332	
142		\$ 16,007		\$ 2,174	38	\$ 1,526,553		
143	\$ 552,059	\$ 16,007		\$ 2,122	37	\$ 1,540,438	\$ 748,629	
144	\$ 538,122		\$ 13,937	\$ 2,070	36	\$ 1,554,375	\$ 750,699	End of Year 12
145			\$ 13,990	\$ 2,018	35	\$ 1,568,365		
146 147		\$ 16,007 \$ 16,007		\$ 1,965 \$ 1,913	34 33	\$ 1,582,407 \$ 1,596,502		
147		\$ 16,007		\$ 1,913	33			
149	\$ 467,647	\$ 16,007			31	\$ 1,624,850		
150		\$ 16,007		\$ 1,754	30	\$ 1,639,103	\$ 762,016	
151	\$ 439,086	\$ 16,007	\$ 14,307	\$ 1,700	29	\$ 1,653,411	\$ 763,716	
152		\$ 16,007		\$ 1,647	28	\$ 1,667,771		
153		\$ 16,007		\$ 1,593	27	\$ 1,682,186	\$ 766,955	
154 155	\$ 395,842 \$ 381,319				26 25	\$ 1,696,655 \$ 1,711,178		
155	\$ 381,319	\$ 16,007	\$ 14,523	\$ 1,484	25	\$ 1,711,178	\$ 769,979	

#### Maple Lawn Corporate Center Building F - Permanent Loan Schedule 11810 West Market Pl, Fulton, MD Loan Amount \$ 2,092,497 ual Interest Rate Monthly Interest Rate 0.389 Term (Years) 15 180 Term (Months) # of Payments per year DS per Month \$16,007 DS per Year \$192,089.54 Period # Amt Outstanding Debt Service Pmt Principal Pmt Interest Pmt Periods Remaining Accum Principal Acum Interest Year 156 366.741 S 16 007 \$ 14.578 S 1.430 24 1 725 756 \$ 771.408 End of Year 13 157 352.109 14.632 1.375 23 1.740.388 772.784 16.007 158 \$ 337,422 16,007 14,687 1,320 22 1,755,075 774,104 159 322,680 16,007 14,742 1,265 21 1,769,817 775,369 160 Ś 307 883 16 007 14.797 \$ \$ 1.210 20 1.784.614 776.580 293,030 1,799,467 777,734 16,007 14,853 161 1,155 19 278,121 16,007 14,909 1,099 1,814,376 778,833 162 18 163 263,157 16,007 14,965 1,043 17 1,829,340 779,876 \$ 15.021 \$ 1.844.361 164 248.136 16,007 987 16 780.863 233,059 16,007 15,077 1,859,438 781,793 165 931 15 \$ \$ 166 217,926 16,007 15,133 14 1,874,571 782,667 202,735 187,488 167 16,007 15,190 817 13 1,889,762 783,484 1,905,009 784,245 End of Year 14 168 16,007 15,247 760 12 15,304 169 172,184 16,007 703 11 1,920,313 784,948 \$ \$ 156,822 16,007 15,362 646 10 1,935,675 785,593 171 141,403 16,007 15,419 588 9 1,951,094 786,182 125,925 1,966,572 16,007 15,477 530 172 8 786,712 110,390 16,007 15,535 472 1,982,107 173 787,184 174 94,797 16,007 15,593 414 1,997,700 787,598 175 \$ \$ 79,145 16,007 15,652 \$ \$ 355 5 4 \$ \$ 2,013,352 787,953 176 63,434 16,007 15,711 297 2,029,063 788,250 177 47,664 16,007 15,770 238 2,044,833 788,488

15,829 \$

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\$ \$ 31,836

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16.007

16.007

# Maple Lawn Corporate Center Building F - Rollover 11810 West Market Pl, Fulton, MD

Market Leasing Assump	otion									
	Market Rent	Rent Esc.	Lease Term	Downtime	New Free Rent	Renew Free Rent	New TI	Renew TI	New Comm	Renew Comm
Flex User	\$17.50 /sf	3.00%	7 Years	6 months	0 months	0 months	\$6.00 /sf	\$.00 /sf	3.00%	1.00%

#### Rollover calculation for Tenant

			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
Tenant Vacates	30.00%	Market Rent	\$17.50	18.03	18.57	19.12	19.70	20.29	20.90	21.52	22.17	22.83	23.52	24.22
Tenant Renews	70.00%	Contract Rent	\$17.02	17.53	18.06	18.60	19.16	19.73	20.32	20.93	21.56	22.21	22.87	23.56
	Forecasted Ble	ended Rent per SF								21.11				
	Forecas	ted Blended Rent								472 854				

Rollover Probability School	eaui	e for Te	nant			
			Proba	bility		
	V	ariable	Tenant Vacates	Tenant Renews	Blended	2021
Tenant Improvements:			30.00%	70.00%		
New Lease (vacates)	\$	10.00				
Lease Renew (renews)	\$	5.00				
Total Blended TI					\$ 6.50	101,920
	<u> </u>					
Leasing Commissions:						
New Lease (vacates)		3.00%		New lease term	7.00 years	
Lease Renew (renews)		1.00%				
Total Blended Commission					1.60%	7,714
Downtime:	$\vdash$					
	١,	months				
New Lease (vacates)	1 -	months				
Lease Renew (renews)	1 0	montns		1	2 months	40.250
Blended Downtime (Rounded)	$\vdash$				2 monuis	40,358
Rent Abatement:	$\vdash$					
New Lease (vacates)	0	months				
Lease Renew (renews)	0	months				
Blended Downtime (Rounded)					0 months	-

Maple Lawn Corpora	te Cente	r Building	g F - Pro Fo	orma							
11810 West Market			•								
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
INCOME											
Rent \$	381,248 \$		, ,	416,600 \$	429,098 \$	441,971 \$	455,230 \$	482,111 \$	496,574 \$	511,471 \$	526,815
Potential Gross Income \$	381,248 \$			416,600 \$	429,098 \$	441,971 \$	455,230 \$	482,111 \$	496,574 \$	511,471 \$	526,815
Downtime \$	- \$			- \$	- \$	- \$	- \$	40,358 \$	- \$	- \$	-
Rent Abatement \$ Sub-Total \$	381,248 \$			- \$ <b>416,600 \$</b>	- \$ <b>429,098 \$</b>	- \$ <b>441,971 \$</b>	- \$ <b>455,230 \$</b>	\$ <b>441,753 \$</b>	+ \$ 496,574	- \$ <b>511,471 \$</b>	526,815
Vancancy \$	19,062 \$	· · · · · · · · · · · · · · · · · · ·		20,830 \$	21,455 \$	22,099 \$	22,762 \$	22,088 \$	24,829 \$	25,574 \$	26,341
, .											
Effective Gross Income \$	362,186 \$			395,770 \$	407,643 \$	419,872 \$	432,469 \$	419,665 \$	471,745 \$	485,898 \$	500,474
Reimb Tax \$	- \$			- \$		- \$	- \$	- \$	- \$	- \$	-
Reimb Insurance \$	- \$	\$		- \$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	=
Reimb CAM \$ TOTAL INCOME \$	362,186 <b>\$</b>		<u> </u>	- \$ <b>395,770 \$</b>	407,643 \$	419,872 \$	- \$ 432,469 <b>\$</b>	- \$ <b>419,665 \$</b>	471,745 <b>\$</b>	485,898 <b>\$</b>	500,474
TOTAL INCOME. \$	302,100	, 373,031 ,	, 304,243 <u>y</u>	333,770 3	407,043 Ş	415,672 \$	432,403 Ş	413,003 3	471,745 \$	403,030 \$	300,474
EXPENSE											
Taxes \$	- \$	5 - \$	5 - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Insurance \$	- \$	\$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	=
CAM \$	- \$	*		- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Legal/Accounting \$	- \$	·	т т	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Total Expenses \$	- 9	- 5	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Net Operating Income \$	362,186	373,051	384,243 \$	395,770 \$	407,643 \$	419,872 \$	432,469 \$	419,665 \$	471,745 \$	485,898 \$	500,474
Property Resale		<u> </u>	<u> </u>			<u>-</u>		<u> </u>	\$	6,672,993	
Selling Expenses									\$	(333,650)	
Capital Expenditure Reserve \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200		
Leasing Commissions \$	10,866						\$	7,714			
Tenant Improvement Costs \$	517,440	44 000 4	44.000 4	44 200 4	44.000 4	44.000 4	\$	101,920	44.000 4		
Subtotal \$	539,506 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$	120,834 \$	11,200 \$	6,339,343 \$	-
CF Before Debt Service \$	(177,320) \$	361,851 \$	373,043 \$	384,570 \$	396,443 \$	408,672 \$	421,269 \$	298,831 \$	460,545 \$	6,825,241 \$	500,474
Daht Comitae C	(402.000) (	(102.000)	(102.000) Ć	(102.000)	(102.000) ¢	(102.000) 6	(102.000) ¢	(102.000) ¢	(402.000) 6	(102.000) 6	(402.000)
Debt Service \$ DSCR	(192,090) \$ 1.89	(192,090) \$ 1.94	2.00	(192,090) \$	(192,090) \$ 2.12	(192,090) \$ 2.19	(192,090) \$ 2.25	(192,090) \$ 2.18	(192,090) \$ 2.46	(192,090) \$ 2.53	(192,090) 2.61
Debt Payoff	1.03	1.54	2.00	2.00	2.12	2.13	2.23	2.10	\$	(858,630)	2.01
Cash Flow After Debt Service \$	(369,410)	169,762	\$ 180,953 \$	192,480 \$	204,354 \$	216,583 \$	229,179 \$	106,742 \$		5,774,521 \$	308,385
									\$	293,808	
Present Value \$	4,322,601										
Total Hard & Soft Costs \$  Land Residual Value \$	2,092,497 <b>2,230,104</b>										
Luita Nesiduai vaide 3	2,230,104										

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Return Analysis (Unleveraged:Total Capita	al) Ir	nvestment											
Net Operating Income	\$	(2,742,497) \$	362,186	373,051	384,243 \$	395,770 \$	407,643 \$	419,872 \$	432,469 \$	419,665 \$	471,745 \$	485,898	\$ 500,47
Capital Expenditure Reserve		\$	11,200 \$		, ,		11,200 \$	11,200 \$	11,200 \$	11,200 \$	11,200 \$		\$ -
Leasing Commissions		\$	10,866 \$				- \$	- \$		7,714 \$	- \$		\$ -
Tenant Improvement Costs		\$	517,440 \$				- \$	- \$	- \$	101,920 \$	- \$		\$ -
Total Leasing & Capital Costs		\$	539,506 \$				11,200 \$	11,200 \$	11,200 \$	120,834 \$	11,200 \$		\$ -
Cash Flow Before Debt Service		\$	(177,320) \$	361,851	373,043 \$	384,570 \$	396,443 \$	408,672 \$	421,269 \$	298,831 \$	460,545 \$	485,898	\$ 500,47
Unleveraged IRR (Total Capital)			65.83%	34.89%	26.56%	22.73%	20.54%	19.13%	17.42%	17.47%	16.91%	16.48%	
Unleveraged MIRR (Total Capital)			65.83%	33.82%	25.41%	21.28%	18.78%	17.07%	15.15%	14.90%	14.14%	13.52%	
Holding Davied Total Capital	Total	al Investment											
Holding Period Total Capital		al Investment	4 5 4 7 005										
Year 1 Year 2	\$ \$	(2,742,497) \$	4,547,995										
Year 3	\$ \$	(2,742,497) \$ (2,742,497) \$	(177,320) \$	361,851 S	£ 206 120								
Year 4	۶ \$	(2,742,497) \$		361,851		5,548,049							
Year 5	\$	(2,742,497) \$	. , , .	361,851			5,714,827						
Year 6	\$	(2,742,497) \$		361,851		, ,	396,443 \$	5,886,607					
Year 7	\$	(2,742,497) \$		361,851		, ,	396,443 \$	408,672 \$	5,737,024				
Year 8	Ś	(2,742,497) \$		361,851			396,443 \$	408,672 \$		6,274,270			
Year 9	Ś	(2,742,497) \$		361,851	, ,		396,443 \$	408,672 \$	421,269 \$	298,831 \$	6,615,247		
Year 10	\$	(2,742,497) \$		361,851	, ,	, ,	396,443 \$	408,672 \$		298,831 \$	460,545 \$	6,825,241	
Return Analysis (leveraged:Total Equity)	Ir	nvestment											
Cash Flow Before Debt Service	Ś	(650,000) \$	(177 320)	361,851	373,043 \$	384,570 \$	396,443 \$	408,672 \$	421,269 \$	298,831 \$	460,545 \$	6,825,241	\$ 500.47
Debt Service	,	\$		(192,090)			(192,090) \$	(192,090) \$		(192,090) \$	(192,090) \$		
Cash Flow After Debt Service		\$		169,762			204,354 \$	216,583 \$	229,179 \$	106,742 \$		5,774,521	
leveraged IRR (Total Equity)			263.60%	93.51%	61.31%	48.15%	41.02%	36.53%	32.29%	31.27%	29.49%	28.11%	
leveraged MIRR (Total Equity)			263.60%	75.75%	52.15%	41.25%	34.90%	30.69%	26.58%	25.44%	23.64%	22.19%	
Holding Period Total Equity	Tota	al Investment											
Year 1	Ś	(650,000) \$	2,363,381										
Year 2	۶ \$	(650,000) \$	(369,410)	3 148 876									
Year 3	Ś	(650,000) \$		5 169,762 S	3,415,449								
Year 4	Ś	(650,000) \$		169,762		3,691,762							
Year 5	\$	(650,000) \$		169,762	, ,		3,978,188						
Year 6	\$	(650,000) \$		169,762			204,354 \$	4,275,114					
Year 7	\$	(650,000) \$		169,762			204,354 \$	216,583 \$	4,256,425				
			. , -, ,										
Year 8	\$	(650,000) \$	(369,410)	169,762	180,953 \$	192,480 \$	204,354 \$	216,583 \$	229,179 \$	4,930,578			
	\$ \$	(650,000) \$ (650,000) \$		169,762 \$ 169,762 \$			204,354 \$ 204,354 \$	216,583 \$ 216,583 \$		4,930,578 106,742 \$	5,414,752		