JAY SUITES

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Decision Matrix								
Date Offer Letter from	3/23/17	4/4/17	4/11/17 I \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	4/19/17				
Negotiation Round	1st Round	1st Round	2nd Round	PBC 2nd Round				
Address Floors	15 West 38th Street Bsmt - E12th Floor	15 West 38th Street Bsmt - E12th Floor	15 West 38th Street Bsmt - E12th Floor	15 West 38th Street Bsmt - E12th Floor				
<u>Deal Terms Tracking</u> SF per Floor	El SE B 1 5,081 usf 2-12 6,552 rsf each	El <u>SE</u> B 5,925 rsf 1 6,960 rsf 2-12 6,552 rsf each	El SE B 5,925 usf 1 5,081 usf 2-12 6,552 rsf each	El SE B 5,925 usf 1 5,081 usf 2-12 6,552 rsf each				
Total RSF	77,153	84,957	77,153	81,398				
Base Rent Structure	Fls Yr.1-5 Yr.6-10 Yr.11-1X 1st-12th \$25.00 \$28.00 \$31.00	Fis Yr.1-5 Yr.6-10 Yr.11-15 Yr.16-1X B-5 \$35.00 \$39.00 \$43.00 \$47.00 6-12 \$45.00 \$49.00 \$53.00 \$57.00	Els Yr 1-6 Yr 6-LX 1st -12th \$28.00 \$31.00	Fls Yr.1-5 Yr.6-10 Yr.11-15 Yr.16- LX B-5 \$16.00 \$19.03 \$22.12 \$25.18				
Excluded from Rent	Basement	None	Basement	None				
Term	17 Yrs 6 Months	16 Yrs 11 Months	16 Yrs 11 Months	16 Yrs 11 Months				
Months Free Rent	17 Months	10 Months	15 Months	10 Months				
Operating Expenses	2% in lieu of Direct OpEX	Actual pass through of general maintenance & Repair	2% in lieu of Direct OpEX	2% in lieu of Direct OpEX				
Real Estate Taxes	2017/2018	2017/2018	2017/2018	2017/2018				
ТІ	NONE	None	None	None				
Total Rent	\$44,629,328	\$64,626,182	\$45,213,308	\$56,242,352				
Present Value @ 8.00%	\$21,094,640	\$32,948,323	\$22,268,054	\$27,860,848				
Average Cost Per Annum	\$2,550,247	\$3,820,267	\$2,672,708	\$3,324,671				
Net Effective Rate per Annum @	\$2,228,494	\$3,536,196	\$2,389,931	\$2,990,180				
Net Effective Rate Per Annum Pe	\$28.88	\$41.62	\$30.98	\$36.74				
Year One Out of Pocket Total Construction % of Constrution Bourne by LL FF&E Secutiry Deposit Burn Down Schedule	0% Silent	0% 18 Months	0% Silent	0% 18 Months				
Unit Level Metrics USF per Desk Total Desks Above 1st floor Rent to Revenue Yr2 Unit Margin Yr2 # of Months Break-Even / Desk	50 1052	50 1052	50 1052	50 1052				

JAY SUITES

Jay Suite 1st Round Offer 23-Mar-17

Assumptions

15 West 38th Street Floor / Ste # Basement - 12th Base Year Base Amount Building Increases Increase Begins 7/1/18 Rentable Sq Feet 77,153 Lease Commence 6/1/17 R.E. Taxes 2017/2018 Loss Factor 27.00% Expire 11/30/24 OpEX Escalation 2% Anniversary RC Disc Rate 17 Months Free Rent 8% Electric Not Included

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Annual Cash Flows Year Ending Date		1 5/31/18	2 5/31/19	3 5/31/20	4 5/31/21	5 5/31/22	6 5/31/23	7 5/31/24	5/31/25	9 5/31/26	10 5/31/27	11 5/31/28	12 5/31/29	13 5/31/30			16 5/31/33	17 5/31/34	18 11/30/34
Basement - 12th Bs Rent Post Free Rent 2% OPEx Real Estate Taxes	153 rsf		\$14.58 \$0.50 \$0.16	\$25.00 \$1.01 \$0.35	\$25.00 \$1.53 \$0.54	\$25.00 \$2.06 \$0.73	\$28.00 \$2.60 \$0.93	\$28.00 \$3.21 \$1.14	\$28.00 \$3.84 \$1.35			\$31.00 \$5.79 \$2.02	\$31.00 \$6.52 \$2.26	\$31.00 \$7.27 \$2.51	\$31.00 \$8.04 \$2.76		\$31.00 \$9.62 \$3.29	\$31.00 \$10.43 \$3.57	\$15.50 \$5.63 \$1.92
77,	,153 rsf																		
Total Per RSF			\$15.25	\$26.36	\$27.07	\$27.79	\$31.53	\$32.35	\$33.19	\$34.04	\$34.92	\$38.81	\$39.79	\$40.78	\$41.80	\$42.84	\$43.91	\$45.00	\$23.04
Total Aggregate		5	1,176,327	\$2,033,479	\$2,088,165	\$2,144,090	\$2,432,742	\$2,495,862	\$2,560,404	\$2,626,401	\$2,693,886	\$2,994,353	\$3,069,550	\$3,146,436	\$3,225,048	\$3,305,429	\$3,387,618	\$3,471,659	\$1,777,878

Totals

\$44,629,328 Total Rent
\$21,094,640 Present Value @ 8.00%
\$2,550,247 Average Cost Per Annum
\$2,228,494 Net Effective Rate Per Annum @ 8.00%*
\$33.05 RSF - Average Cost Per Annum (84,957 RSF)
\$28.88 RSF - Net Effective Rate Per Annum @ 8.00% (RSF Annuity)*

Notes:

- 1. Real Estate taxes were estimated based upon 2016/2017 fiscal tax year amount for property
- 2. Electric was excluded from the analysis



JAY SUITES

Hudson Bay 4-Apr-17 1st Round Response

Assumptions

Building 15 West 38th Street Floor / Ste # Basement - 12th Rentable Sq Feet 84,957 Lease Commence 6/1/17 Loss Factor 27.00% Expire 4/29/34 Free Rent 10 Months Disc Rate 8%

Base Year Base Amount Increases Increase Begins R.E. Taxes 2017/2018 \$5.94 Anniversary

OpEX

Electric Not Included

Annual Cash Flows		1	2	3	4	5	6	7	8	9	10	11	12	13				
Year Ending Date		5/31/18	5/31/19	5/31/20	5/31/21	5/31/22	5/31/23	5/31/24	5/31/25	5/31/26	5/31/27	5/31/28	5/31/29	5/31/30	5/31/31	5/31/32	5/31/33	4/29/34
(A) Bsmt - E5th Floor	39,093 rsf																	
Bs Rent Post Free Rent		\$5.83	\$35.00	\$35.00	\$35.00	\$35.00	\$39.00	\$39.00	\$39.00	\$39.00	\$39.00	\$43.00	\$43.00	\$43.00	\$43.00	\$43.00	\$47.00	\$43.08
OpEX Real Estate Taxes			\$0.16	\$0.35	\$0.54	\$0.73	\$0.93	\$1.14	\$1.35	\$1.57	\$1.79	\$2.02	\$2.26	\$2.51	\$2.76	\$3.02	\$3.29	\$3.27
. todi zotato rakos			ψ0.10	ψ0.00	Ç0.04	ψ0.70	ψ0.50	Ψ1.14	\$1.00	Ψ1.07	\$1.10	Ψ2.02	\$2.20	Ψ2.01	Ψ2.70	ψ0.0 <u>2</u>	Ψ0.20	,J.27
Total Per RSF		\$5.83	\$35.16	\$35.35	\$35.54	\$35.73	\$39.93	\$40.14	\$40.35	\$40.57	\$40.79	\$45.02	\$45.26	\$45.51	\$45.76	\$46.02	\$50.29	\$46.35
Total Aggregate		\$228,043	\$1,374,641	\$1,381,799	\$1,389,171	\$1,396,765	\$1,560,959	\$1,569,015	\$1,577,313	\$1,585,860	\$1,594,664	\$1,760,103	\$1,769,443	\$1,779,062	\$1,788,971	\$1,799,176	\$1,966,060	\$1,812,071
(B) E6th -12th Floor	45.864 rsf																	
Bs Rent Post Free Rent	,	\$7.50	\$45.00	\$45.00	\$45.00	\$45.00	\$49.00	\$49.00	\$49.00	\$49.00	\$49.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$57.00	\$52.25
OpEX			00.40	#0.05	80.54	\$0.73	60.00	64.44	64.05	04.57	64.70	\$2.02	60.00	80.54	#0.70	60.00	40.00	40.00
Real Estate Taxes			\$0.16	\$0.35	\$0.54	\$0.73	\$0.93	\$1.14	\$1.35	\$1.57	\$1.79	\$2.02	\$2.26	\$2.51	\$2.76	\$3.02	\$3.29	\$3.27
Total Per RSF		\$7.50	\$45.16	\$45.35	\$45.54	\$45.73	\$49.93	\$50.14	\$50.35	\$50.57	\$50.79	\$55.02	\$55.26	\$55.51	\$55.76	\$56.02	\$60.29	\$55.52
Total Aggregate		\$344,183	\$2,072,591	\$2,080,994	\$2,089,649	\$2,098,563	\$2,291,309	\$2,300,766	\$2,310,507	\$2,320,540	\$2,330,875	\$2,525,083	\$2,536,046	\$2,547,339	\$2,558,970	\$2,570,950	\$2,766,854	\$2,547,845
Combined Total (A I D)	04.057																	
Combined Total (A+B) Total Per RSF	84,957 rsf	\$6.74	\$40.58	\$40.76	\$40.95	\$41.14	\$45.34	\$45.55	\$45.76	\$45.98	\$46.21	\$50.44	\$50.68	\$50.92	\$51.18	\$51.44	\$55.71	\$51.32
Total Aggregate		\$572,225		\$3,462,793		\$3,495,328	\$3,852,268	\$3,869,782		\$3,906,401	\$3,925,538			\$4,326,401	\$4,347,941			\$4,359,916.00

Total Rent \$32,948,323 Present Value @ 8.00% Average Cost Per Annum \$3,820,267 \$3,536,196 Net Effective Rate Per Annum @ 8.00%*
\$44.97 RSF - Average Cost Per Annum (84,957 RSF)
\$41.62 RSF - Net Effective Rate Per Annum @ 8.00% (RSF - Net Effective Rate Per Annum @ 8.00% (RSF Annuity)*

- 1. Real Estate taxes were estimated based upon 2016/2017 fiscal tax year amount for property
- Electric was excluded from the analysis
- 3. OpeEX for the building excluded from the analysis as



11-Apr-17 **Jay Suites** 2nd Round Offer

Base Increase Building 15 West 38th Street Floor / Ste # Bsmt - 12th Base Year <u>Amount</u> <u>Increases</u> **Begins** Rentable Sq Feet Lease Commence 6/1/17 R.E. Taxes 2017/2018 \$5.94 3%% 7/1/18 Loss Factor 27.00% 4/29/34 Expire OpEX Escalation 2% Inniversary RC Free Rent 17 Months Disc Rate 8% Electric Not Included

Annual Cash Flows Year Ending Date		1 5/31/18	2 5/31/19	3	4 5/31/21	5 5/31/22	6 5/31/23	'	8 5/31/25	9 5/31/26	10 5/31/27	11 5/31/28	12 5/31/29				17 4/29/34
Bsmt - 12th Bs Rent Post Free R 2% OPEx Real Estate Taxes	77,153 rsf ent		\$21.00 \$0.56 \$0.16		\$28.00 \$1.71 \$0.54		\$28.00 \$2.91 \$0.93	\$31.00 \$3.53 \$1.14		\$31.00 \$4.93 \$1.57	\$31.00 \$5.65 \$1.79		\$31.00 \$7.13 \$2.26		 		\$28.42 \$10.17 \$3.27
Total Per RSF Total Aggregate	77,153 rsf		\$21.72 \$1,676,022	\$29.48 \$2,274,289	\$30.25 \$2,333,791	\$31.04 \$2,394,628	\$31.84 \$2,456,832	\$35.67 \$2,751,893	\$36.57 \$2,821,556	\$37.49 \$2,892,776	\$38.44 \$2,965,588	\$39.40 \$3,040,031	\$40.39 \$3,116,141	\$41.40 \$3,193,958	 \$43.48 \$3,354,872	\$44.56 \$3,438,050	\$41.86 \$3,229,359

Totals

\$45,213,308 \$22,268,054 \$2,672,708 \$2,389,931

Total Rent Present Value @ 8.00% Average Cost Per Annum
Net Effective Rate Per Annum @ 8.00%* \$34.64 RSF - Average Cost Per Annum (84,957 RSF) \$30.98 RSF - Net Effective Rate Per Annum (@ 8.00% (RSF Annuity)*

- 1. Real Estate taxes were estimated based upon 2016/2017 fiscal tax year amount for property
- 2. Electric was excluded from the analysis
- 3. OpeEX for the building excluded from the analysis as

Hudson Bay 2nd Round Response 19-Apr-17

Assumptions

Building 15 West 38th Street Floor / Ste # Basement - 12th Base Year Base Amount Increases Increase Begins Rentable Sq Feet 77,153 Lease Commence R.E. Taxes 2017/2018 \$5.94 Anniversary Loss Factor 27.00% 4/29/34 OpEX Electric Expire Free Rent 10 Months Disc Rate 8% Not Included

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Annual Cash Flows Year Ending Date		1 5/31/18	5/31/19		4 5/31/21	5 5/31/22	6 5/31/23	7 5/31/24	8 5/31/25	9 5/31/26	10 5/31/27	11 5/31/28	12 5/31/29	13 5/31/30	14 5/31/31	15 5/31/32	16 5/31/33	17 4/29/34
(A) Bsmt Bs Rent Post Free Rent OpEX	4,245 rsf	\$2.67	\$16.32	\$16.65	\$16.98	\$17.32	\$20.73	\$21.14	\$21.56	\$21.99	\$22.43	\$25.94	\$26.46	\$26.99	\$27.53	\$28.08	\$31.70	\$29.65
Real Estate Taxes			\$0.16	\$0.35	\$0.54	\$0.73	\$0.93	\$1.14	\$1.35	\$1.57	\$1.79	\$2.02	\$2.26	\$2.51	\$2.76	\$3.02	\$3.29	\$3.27
Total Per RSF		\$2.67	\$16.48	\$17.00	\$17.52	\$18.05	\$21.66	\$22.28	\$22.91	\$23.56	\$24.22	\$27.96	\$28.72	\$29.50	\$30.29	\$31.10	\$34.99	\$32.91
Total Aggregate		\$11,320	\$69,972	\$72,150	\$74,351	\$76,619	\$91,944	\$94,559	\$97,243	\$99,997	\$102,820	\$118,705	\$121,927	\$125,221	\$128,589	\$132,032	\$148,540	\$139,722
(B) E1st -12th Floor Bs Rent Post Free Rent OpEX	77,153 rsf	\$5.33	\$32.64	\$33.29	\$33.96	\$34.64	\$38.39	\$39.16	\$39.94	\$40.74	\$41.56	\$45.45	\$46.36	\$47.28	\$48.23	\$49.19	\$53.24	\$49.78
Real Estate Taxes			\$0.16	\$0.35	\$0.54	\$0.73	\$0.93	\$1.14	\$1.35	\$1.57	\$1.79	\$2.02	\$2.26	\$2.51	\$2.76	\$3.02	\$3.29	\$3.27
Total Per RSF Total Aggregate	81,398 rsf	\$5.33 \$411,483	\$32.80 \$2,530,877	\$33.64 \$2,595,153	\$34.50 \$2,661,396	\$35.37 \$2,728,847	\$39.32 \$3,033,608	\$40.30 \$3,108,915	\$41.29 \$3,185,471	\$42.31 \$3,264,062	\$43.35 \$3,344,701	\$47.47 \$3,662,722	\$48.62 \$3,751,363	\$49.79 \$3,841,329	\$50.99 \$3,934,179	\$52.21 \$4,028,388	\$56.53 \$4 ,361,603	\$53.04 \$4,092,542
Combined Total (A+B) Total Per RSF Total Aggregate	81,398 rsf	\$5.19 \$422,803				\$34.47 \$2,805,467	\$38.40 \$3,125,552		\$40.33 \$3,282,715	\$41.33 \$3,364,059		\$46.46 \$3,781,427	\$47.58 \$3,873,290	\$48.73 \$3,966,550		\$51.11 \$4,160,420	\$55.41 \$4,510,143.00	\$51.99 \$4,232,264.00

Totals

\$56,242,352 \$27,860,848	Total Rent Present Value @ 8.00%
\$3,324,671 \$2,990,180 \$40.84	Average Cost Per Annum Net Effective Rate Per Annum @ 8.00%* RSF - Average Cost Per Annum (84,957 RSF)
\$36.74	RSF - Net Effective Rate Per Annum @ 8.00% (RSF Annuity)*

Notes:

- 1. Real Estate taxes were estimated based upon 2016/2017 fiscal tax year amount for property
- 2. Electric was excluded from the analysis
- 3. OpeEX for the building excluded from the analysis as

Basement

Ren	t + %	Bas	e Rent	%	В	umps
\$	16.00	\$	16.00		2%	\$3.06
\$	16.32					
\$	16.65					
\$	16.98					
\$	17.32					
\$ \$ \$ \$ \$ \$ \$	20.73	\$	19.06			
\$	21.14					
\$	21.56					
\$	21.99					
\$	22.43					
\$	25.94	\$	22.12			
\$	26.46					
\$	26.99					
\$	27.53					
\$	28.08	\$	25.18			
\$	31.70					
\$	32.34					

1st - 12th

Ren	t + %	Bas	e Rent	%		Bumps
\$	32.00	\$	32.00		2%	\$3.06
\$	32.64					
\$	33.29					
\$	33.96					
\$	34.64					
\$	38.39	\$	35.06			
\$	39.16					
\$	39.94					
\$	40.74					
\$	41.56					
\$	45.45	\$	38.12			
\$	46.36					
\$	47.28					
\$	48.23					
\$	49.19	\$	41.18			
\$	53.24					
\$	54.30					