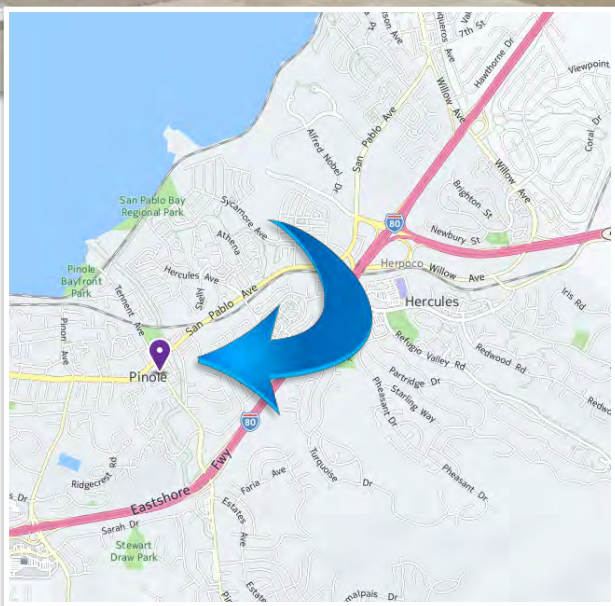


DOWNTOWN PINOLE — MIXED USE

800 TENNENT AVENUE, PINOLE, CA 94564



SHAWN WILLIS

925.988.0502

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INCOME PROPERTY SERVICES A.G.

1343 LOCUST STREET, SUITE 205

WALNUT CREEK, CA 94596

WWW.IPSREALSTATE.COM / BRE # 01095619



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FINANCIAL ANALYSIS

TENANTS	SQUARE FEET	CURRENT BASE RENTS	RENT/SQ FT	PROJ. BASE RENTS	RENT/SQ FT
<i>Alley Café</i>	1,210	\$1,125	\$0.93	\$1,125	\$0.93
<i>Little Piece of Heaven</i>	1,153	\$1,226	\$1.06	\$1,226	\$1.06
<i>Beauty Salon</i>	398	\$750	\$1.88	\$750	\$1.88
<i>Pinole Artisans</i>	861	\$700	\$0.81	\$700	\$0.81
<i>Residential Units</i>	3,600	\$3,550	\$0.99	\$3,600	\$1.00
TOTALS [1]	7,222	\$7,351	\$1.02	\$7,401	\$1.02

INCOME					
MONTHLY RENT		\$7,351		\$7,401	
ANNUAL RENT		\$88,212		\$88,812	
VACANCY/BAD DEBT	5.00%	(\$4,411)		(\$4,441)	
GROSS RENT		\$83,801		\$84,371	
NNN Recapture [2]		\$0		\$0	
SUB TOTAL INCOME		\$83,801		\$84,371	

TOTAL INCOME		\$83,801		\$84,371	
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EXPENSES					
CLEANING	Est.	\$300		\$300	
INSURANCE	Actual	\$5,318		\$5,318	
OFF-SITE MANAGEMENT	0.0%	\$0		\$0	
PROPERTY TAXES	1.3185%	\$9,889		\$9,889	
LEVIES AND ASSESSMENTS	\$0	\$3,001		\$3,001	
REPAIRS & MAINTENANCE	Est.	\$2,500		\$2,500	
REPLACEMENTS	Est.	\$1,000		\$1,000	
PG&E	Est.	\$1,594		\$1,594	
WATER	Est.	\$1,215		\$1,215	
TRASH	Est.	\$965		\$965	
LEGAL, ACCOUNTING	Est.	\$250		\$250	
TOTAL EXPENSES		\$26,032	\$0.30	\$26,032	\$0.30

NET OPERATING INCOME		\$57,770		\$58,340	
DEBT SERVICE		\$0		\$0	
CASH FLOW		\$57,770		\$58,340	
PRINCIPAL PAY-DOWN		\$0		\$0	
TOTAL RETURN		\$57,770		\$58,340	

CAP RATE	7.70%	7.78%
PRICE PER FOOT	\$103.85	\$103.85
CASH ON CASH	7.7%	7.8%
TOTAL RETURN	7.7%	7.8%

LIST PRICE	\$750,000	
DOWN PAYMENT	\$750,000	100%
PROPOSED NEW 1ST	\$0	0%

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