



**BACK BAY OFFICE BUILDING APPRAISE
REAL ESTATE FINANCE, FALL 2019**

Jiaqi Han, Qiushi Deng, Tristan Battistoni, Beili Wang, Simon Sebbagh

BACK BAY FINANCIAL DISTRICT

SUMMARY

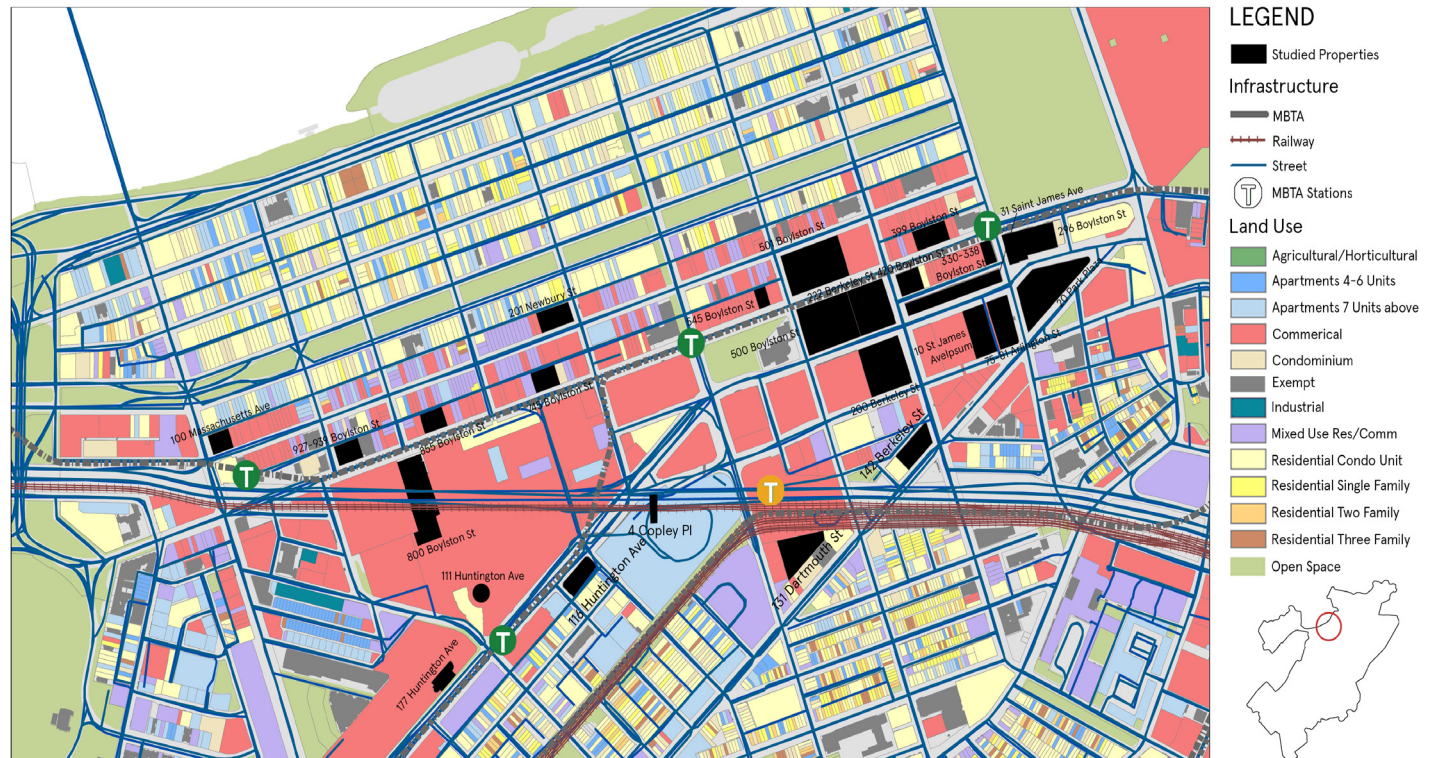
In this project, we focus on the appraisal of five office buildings located in the Back Bay of Boston. We rely on the data provided by Costar to build our analysis and we follow an income approach/Sales Comparison to evaluate the fair price of the properties considered. In addition, the macro-economics statistics reported are extracted from the Federal Reserve Bank and CBRE Data.

The buildings considered have been built between late 1900s and early 2000s and are bucketed in five different sizes. The largest one spans over 1.7M SF while the smallest is below 100,000 SF. We decided to study a large spectrum of building areas in order to gain broader exposure to the market.

The selected properties are typical of the office stock in the Financial District. Due to the lack of comparable transaction in the area, DCF was chosen as an evaluation method.

The properties we've analyzed are as follows:

- 800 Boylston St
- 501 Boylston St
- 75-81 Arlington St
- 420 Boylston St
- 100 Massachusetts Ave



BACK BAY FINANCIAL DISTRICT

MARKET ANALYSIS

National Outlook

The Boston office market is boosted by an unemployment rate lower than the US average. According to Bureau of Labor Statistics, this rate is as low as 2.6% in August 2019, compared to the US average of 3.7%. Total employment stands at 3.41 million workers. (Exhibit 1) In addition, even if the Consumer Price Index remains sensibly similar to the US average, it is significantly lower than this baseline for the Food and Energy sectors, reaching more than 1% of difference.

Eventually, even if the population growth rate has been declining over the several years, it reaches 0.91% in 2018, higher than the US average that plateaus at 0.62%. According to CBRE Data, Boston gathers a population of 6.27M habitants that earn an average income per capita of \$74,337, or 34% more than the national average.

Boston Outlook

On the demand side, we consider that among all workers in the Boston area that require office spaces are those from the Finance and Service sectors. Office employment combines 829,000 workers, and has been growing 1.1% over the last year.

From the supply side, 35% of the buildings are classed A, with 65% in the B and C class. The Boston Market has benefited for a steadily decreasing vacancy rate for 7 years, expected a 10.4% for 2020. According to CBRE, the Absorption has been cycling regularly over the past years and after a low quarter in Q1-2019, it is expected to grow high for the following year. (Exhibit 2)

Exhibit 1

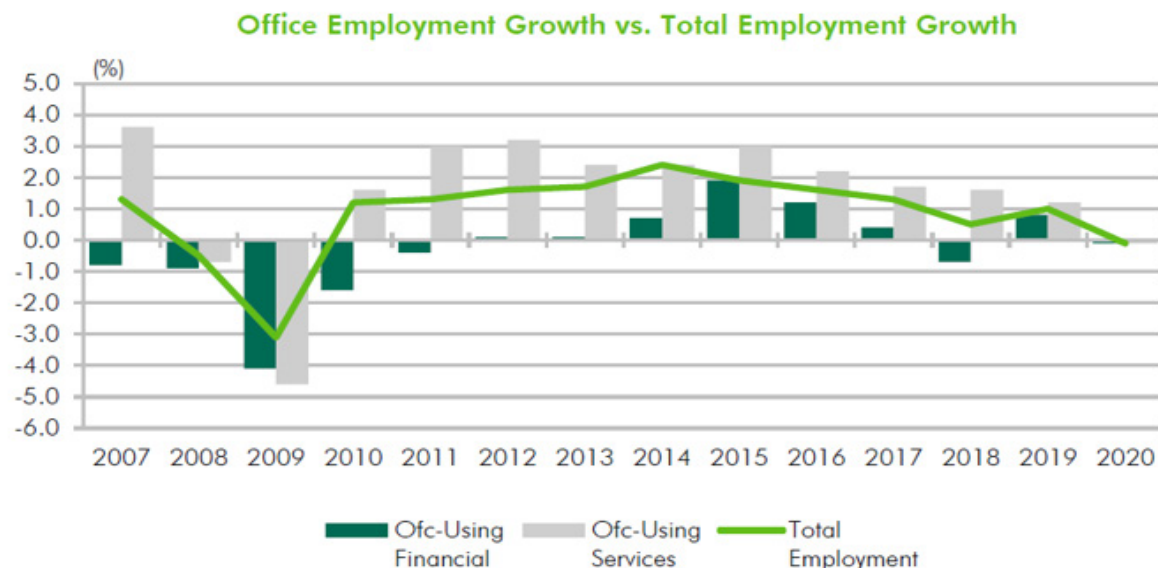
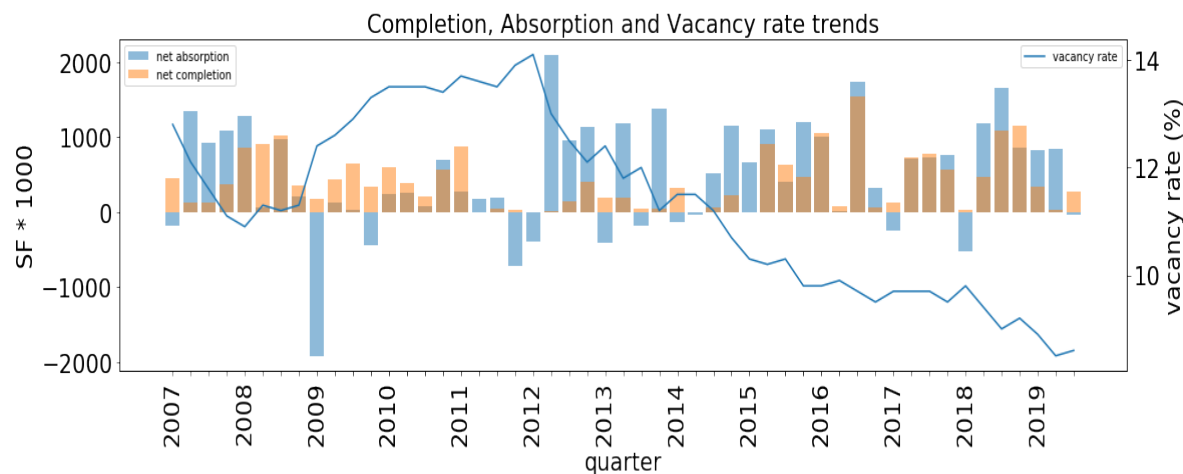


Exhibit 2



BACK BAY FINANCIAL DISTRICT

MARKET ANALYSIS

Location & History

Back Bay is an officially-recognized neighborhood of Boston, Massachusetts, built on reclaimed land in the Charles River basin. Construction began in 1859, as the demand for luxury housing exceeded the availability in the city at the time. Initially conceived as a residential-only area, commercial buildings were permitted from around 1890, and Back Bay now features many office buildings, including the John Hancock Tower, Boston's tallest skyscraper.

Sub-Market Analysis

Year-over-year rent growth for Boston office market was 13.2%, and according to CBRE's Q2 2019 Boston office market report, Boston office rents continued to climb during the second quarter, and forecasters are optimistic for the year ahead. In the Boston office market, asking rents continued to climb, reaching \$64.51 per sq. ft. The Boston office market had a solid second quarter with 164,000 sq. ft. of positive absorption, and vacancy fell from 7.2% to 6.2%. (Exhibit 3)

CBD Office Market: The CBD had the strongest second quarter of all the Boston submarkets, boasting 383,000 sq. ft. of positive absorption. This leasing activity corresponded with a substantial drop in vacancy, which fell from 7.8% in Q1 to 6.1% in Q2.

Seaport Office Market: Average asking rents in the Seaport remained relatively at \$66.24 per sq. ft. and posted modestly positive absorption of 59,000 sq. ft. Vacancy tightened to 9.2%.

Exhibit 3

Office	Total Inventory (SF)	Direct Vacancy	Sublease Availability	Total Availability	Quarterly Absorption (SF)	12 Month Absorption (SF)	Average Asking Rate
TOTAL A&B	72,133,100	3.8%	1.4%	10.0%	135,550	1,429,450	\$61.56
Back Bay	14,949,300	2.0%	2.1%	5.9%	213,050	653,750	\$64.47
Charlestown	2,735,650	0.8%	0.7%	5.0%	600	44,650	\$44.66
Fenway	1,746,000	0.0%	0.0%	5.1%	2,150	126,750	\$56.16
Financial District	35,439,750	4.9%	1.4%	11.6%	(75,800)	623,600	\$62.82
Midtown	1,961,450	4.4%	0.2%	5.9%	(10,900)	116,300	\$51.43
North Station	3,313,150	6.0%	1.9%	10.1%	(21,850)	(96,000)	\$55.35
Seaport	9,105,450	3.7%	1.3%	15.4%	25,750	(14,600)	\$64.74
South Station	2,882,400	3.6%	0.3%	5.3%	2,500	(24,900)	\$54.35
CLASS A	46,836,500	3.0%	1.5%	9.6%	107,300	1,285,000	\$66.57
Back Bay	11,038,450	1.3%	2.6%	6.1%	152,400	639,200	\$68.50
Charlestown	903,750	0.4%	0.3%	4.9%	(900)	30,050	\$45.67
Fenway	1,117,650	0.0%	0.0%	7.9%	-	76,000	\$62.25
Financial District	25,558,900	4.2%	1.4%	11.3%	(58,450)	515,000	\$66.98
Midtown	1,176,200	5.3%	0.2%	6.8%	(8,850)	72,800	\$56.25
North Station	1,407,700	6.0%	1.7%	9.8%	6,600	(57,750)	\$60.63
Seaport	4,279,050	0.3%	0.0%	13.5%	16,500	9,600	\$72.33
South Station	1,354,850	0.0%	0.0%	0.0%	-	-	\$57.75
CLASS B	25,296,600	5.5%	1.3%	10.8%	28,250	144,500	\$52.29
Back Bay	3,910,850	3.9%	0.8%	5.4%	60,650	14,500	\$53.11
Charlestown	1,831,850	1.0%	0.9%	5.0%	1,500	14,600	\$44.17
Fenway	628,400	0.0%	0.0%	0.0%	2,150	50,750	\$45.33
Financial District	9,880,850	6.6%	1.3%	12.3%	(17,300)	108,600	\$52.07
Midtown	785,250	3.1%	0.3%	4.5%	(2,050)	43,450	\$44.20
North Station	1,905,450	6.0%	2.1%	10.4%	(28,450)	(38,250)	\$51.45
Seaport	4,826,400	6.7%	2.4%	17.0%	9,250	(24,200)	\$58.00
South Station	1,527,500	6.8%	0.5%	10.1%	2,500	(24,900)	\$51.33

BACK BAY FINANCIAL DISTRICT

MARKET ANALYSIS

Trend Analysis

Rent Growth: Historically rents in the Back Bay have been among the highest in the metro driven by a number of 4 & 5 Star towers. According to Costar Analysis the average rent growth rate for back bay area is 1.88% in 2019, with a market rent per sf \$59.26. (Exhibit 4, Exhibit 5)

Vacancy: With several large move-ins recently occurring, including Wayfair and Draft Kings, vacancy has fallen further in 2019 from 7.8% in Q1 to 6.1% in Q2, This is the lowest vacancy has been in the CBD since 2008. (Exhibit 6)

Cap Rate: According to Real Capital Analytics, average 2019 cap rate for offices were around 5.07% which is supported by datas collected from Costar analysis. (Exhibit 7)

Exhibit 4: Rent Growth

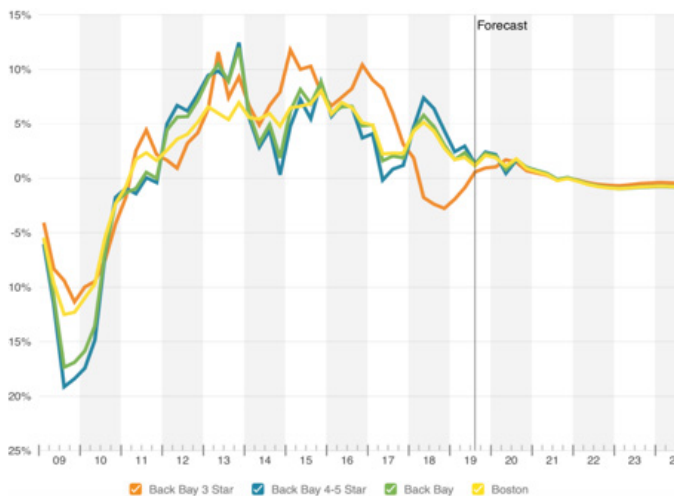


Exhibit 5: Market Rent Per SF

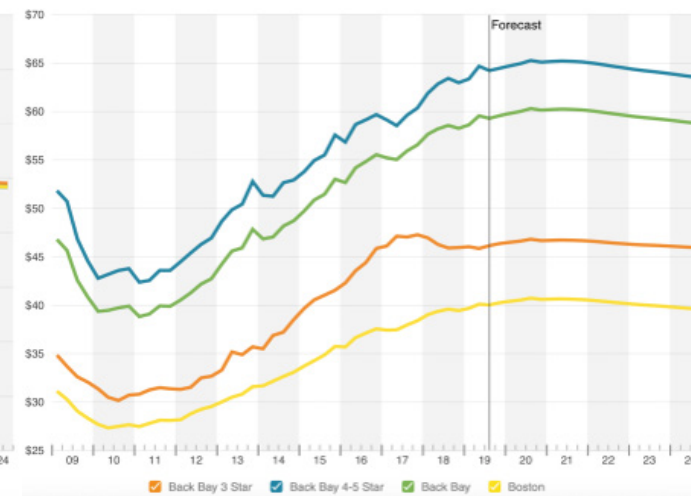


Exhibit 6: Net Absorption, Net Deliveries & Vacancy

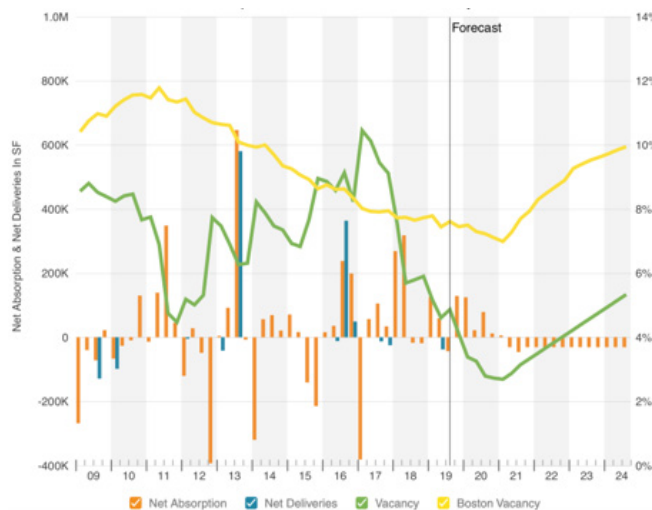
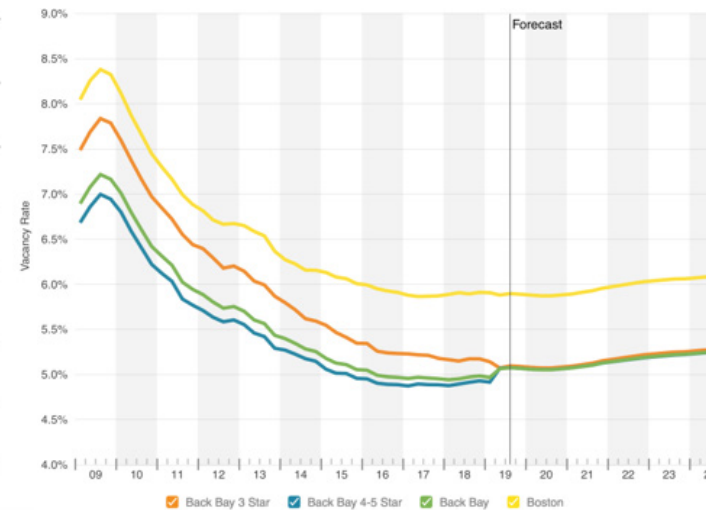


Exhibit 7: Market Cap Rate



BACK BAY FINANCIAL DISTRICT

DATA SUMMARY

We use datas collected from IREM, CBRE, Costar, U.S. Department of the Treasury as well as some economic website.

1. <https://www.treasury.gov/resource-center/data-chart-center/interest-rates/Pages/TextView.aspx?data=yieldYear&year=2019>
2. <https://www.statista.com/statistics/244983/projected-inflation-rate-in-the-united-states/>
3. <https://www.us.jll.com/en/trends-and-insights/research/boston-office-insight-q2-2019>
4. <https://product.costar.com/Market/#/search/detail/submarket/USA/type/0/property/5/geography/86/slice/all>
5. <https://product.costar.com/Market/#/search/detail/submarket/USA/type/0/property/5/geography/86/slice/all>
6. Income and Expense Analysis from IREM (2014-2019).
7. Income and Expense Analysis from IREM (2014-2019).
8. https://www.eccu.org/assets/general/tools/replacement_reserves_calculator/

1	Discount Rate	10.41% is derived by the sum of the yield on 5 years Daily Treasury Yield Curve Rates based on a 10/11/19 close (1.59%) from the U.S. Department of the Treasury Website.[1]
2	Inflation Rate	2.28% the calculation of 6 years average Projected annual inflation rate in the United States from 2010 to 2024, from Statista.[2]
3	Vacancy Rate	According to the JLL Boston Office Report vacancy for office buildings in the Back Bay is expected to be 4.3% during the holding period.[3]
4	Rent Growth	According to the Costar Back Bay Office Data Analysis, the rent growth for back bay area has slowed down over the past few years and in 2019 growth in metro Boston dipped below that of the U.S. as a whole and expected to reach 1.7% during the holding period.[4]
5	Going-in Cap Rate	5.04% from CoStar Q3 Boston Office Report[5]
6	Terminal Cap Rate	5.54% Derived by adding 50bp to the Going in Cap Rate. This accounts for general market risks and aging of the building throughout the holding period
7	Insurance	The median insurance expense is \$1.08 per sqft in 2019 with the the calculated 2.28% inflation rate.[6]
8	Utilities	utility expenses were adjusted upwards by 15% in Boston Back Bay from 2014 to 2019 according to the IREM's Income and Expense Analysis Report, which can be projected as \$2.26 per sqft in 2019.[7]
9	Janitorial, repair and maintenance	In 2019, the janitorial, repair and maintenance expense would read \$2.87 according to an inflation adjusted projection from IREM's 2014-2018 survey, which shows the expenses have increased 8% per year.
10	Replacement Reserve	8% of annual operating expenses, calculated with inflation, used life (in years), remaining life (in years) and replacement cost.

800 BOYLSTON ST

Property Details:

Prudential Center is a multi-purpose indoor arena in the central business district of Newark, New Jersey, United States. It was designed by HOK Sport (now Populous), with the exterior designed by Morris Adjmi Architects. Opened in 2007, it is the home of the New Jersey Devils of the National Hockey League (NHL) and the men’s basketball program of Seton Hall University, known as the Seton Hall Pirates.

Asset Specific Assumptions:

The property currently is 99.6% leased, but to be conservative we’ve made the assumption that the property will approach market vacancy rates of 7.3% (projected by CBRE) during the holding period. The rent per sf for 800 Boylston St is between \$57-\$69.

Project	800 Boylston St
Type	5 Star Office
RBA	1235538
Stories	52
Typical Floor	27000
Class	A
Construction	Steel
Year Built	1998
Tenancy	Multi
Owner Occupied	No
Elevators	None
Taxes	18.81/SF (2012)
Walk Score	98
Transit Score	98
Rent	\$57 - 69



800 BOYLSTON ST

Operating Expenses (\$psf)									
	2017	2018	2019	2020	2021	2022	2023	2024	
Insurance		1.04	1.06	1.08	1.11	1.14	1.16	1.19	1.22
Utilities		2.17	2.22	2.26	2.31	2.37	2.42	2.48	2.54
Admin. / Manag.		3.50	3.58	3.65	3.73	3.82	3.91	4.00	4.09
Maintainance		2.75	2.82	2.87	2.93	3.00	3.07	3.14	3.22
Total Operating Cost		9.46	9.69	9.86	10.09	10.33	10.57	10.81	11.06

Property Specific Assumptions	
Rentable Area (sf)	1235538
Average rent (\$ psf in 2019)	57
Real estate taxes (\$ psf in 2019)	18.81
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Inflation (IMF)						
Year	1	2	3	4	5	6
Average		0.023	0.024	0.023	0.023	0.023
0.023						0.023

Discounted Cash Flow (\$)								
		\$ psf(2019)	2019	2020	2021	2022	2023	2024
Gross Income		\$57.00	70,425,666	71,622,902	72,840,492	74,078,780	75,338,119	76,618,867
Vacancy	4.30%		3,028,304	3,079,785	3,132,141	3,185,388	3,239,539	3,294,611
Effective Gross Income			67,397,362	68,543,118	69,708,351	70,893,392	72,098,580	73,324,256
Operating Expenses								
Real Estate Taxes		18.81	23,240,470	23,775,001	24,345,601	24,905,549	25,478,377	26,064,380
Insurance		1.08	1,339,483	1,370,291	1,403,178	1,435,451	1,468,466	1,502,241
Utilities		2.26	2,794,883	2,859,165	2,927,785	2,995,124	3,064,012	3,134,484
Management/admin		3.65	4,507,875	4,611,556	4,722,234	4,830,845	4,941,955	5,055,619
Maintainance		2.87	3,541,902	3,623,366	3,710,326	3,795,664	3,882,964	3,972,272
Replacement Reserve		Varies						
Total Operating Expenses			35,424,613	36,239,379	37,109,124	37,962,634	38,835,774	39,728,997
Net Operating Income (NOI)			31,972,750	32,303,739	32,599,227	32,930,759	33,262,806	33,595,259
Discount Rate	10.41%	PV NOI	28,644,387	25,928,170	23,441,528	21,214,846	19,198,026	17,371,416
Terminal Cap Rate	5.54%	Year 6 Reversion Value						606,412,619

PV NOI (2019-2023)	118,426,956
PV Reversion Value (2024)	\$334,747,830

DCF Appraisal Value	\$453,174,786
DCF Appraisal Value psf	\$366.8

800 BOYLSTON ST

Sensitivity Analysis

		Rent (\$ psf)						
		\$51.00	\$53.00	\$55.00	\$57.00	\$59.00	\$61.00	\$63.00
Vacancy	\$366.8							
	2.80%	\$339.3	\$352.6	\$366.0	\$379.3	\$392.6	\$405.9	\$419.2
	3.30%	\$335.6	\$348.8	\$361.9	\$375.1	\$388.3	\$401.4	\$414.6
	3.80%	\$331.9	\$344.9	\$357.9	\$370.9	\$384.0	\$397.0	\$410.0
	4.30%	\$328.2	\$341.0	\$353.9	\$366.8	\$379.7	\$392.5	\$405.4
	4.80%	\$324.5	\$337.2	\$349.9	\$362.6	\$375.3	\$388.1	\$400.8
	5.30%	\$320.7	\$333.3	\$345.9	\$358.5	\$371.0	\$383.6	\$396.2
	5.80%	\$317.0	\$329.4	\$341.9	\$354.3	\$366.7	\$379.2	\$391.6
		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$366.8							
	4.04%	\$503.7	\$491.3	\$479.1	\$467.4	\$456.0	\$444.9	\$434.1
	4.54%	\$459.3	\$448.0	\$437.1	\$426.5	\$416.1	\$406.1	\$396.3
	5.04%	\$423.7	\$413.4	\$403.4	\$393.7	\$384.2	\$375.0	\$366.1
	5.54%	\$394.5	\$385.0	\$375.8	\$366.8	\$358.0	\$349.6	\$341.3
	6.04%	\$370.2	\$361.3	\$352.7	\$344.4	\$336.2	\$328.3	\$320.6
	6.54%	\$349.6	\$341.3	\$333.2	\$325.4	\$317.7	\$310.3	\$303.1
	7.04%	\$331.9	\$324.1	\$316.5	\$309.1	\$301.9	\$294.9	\$288.1

NOI 1st year	31,972,750
Going in cap rate	5.04%
Direct cap rate	634,379,957.3
DCR psf	513

800 BOYLSTON ST — COMPARABLE PROPERTIES

500 Boylston St

Property Specific Assumptions

Rentable Area (sf)	760000
Average rent (\$ psf in 2019)	65
Real estate taxes (\$ psf in 2019)	12.83
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		30,030,331	30,437,374	30,831,314	31,247,053	31,667,367	32,092,276
-----------------------------------	--	-------------------	-------------------	-------------------	-------------------	-------------------	-------------------

Discount Rate	10.41%	PV NOI	26,904,173	24,430,157	22,170,253	20,130,160	18,277,199	16,594,254
Terminal Cap Rate	5.54%	Year 6 Reversion Value						579,282,957

PV NOI (2019-2023)	111,911,941
PV Reversion Value (2024)	\$319,771,896

DCF Appraisal Value	\$431,683,837
DCF Appraisal Value psf	\$568.0

Sensitivity Analysis

		Rent (\$ psf)							
		\$568.0	\$59.00	\$61.00	\$63.00	\$65.00	\$67.00	\$69.00	\$71.00
Vacancy	2.80%	\$528.5	\$546.4	\$564.3	\$582.2	\$600.1	\$618.1	\$636.0	
	3.30%	\$524.2	\$542.0	\$559.7	\$577.5	\$595.3	\$613.0	\$630.8	
	3.80%	\$519.9	\$537.5	\$555.1	\$572.7	\$590.4	\$608.0	\$625.6	
	4.30%	\$515.6	\$533.1	\$550.5	\$568.0	\$585.5	\$603.0	\$620.4	
	4.80%	\$511.3	\$528.6	\$545.9	\$563.3	\$580.6	\$597.9	\$615.3	
	5.30%	\$507.0	\$524.2	\$541.3	\$558.5	\$575.7	\$592.9	\$610.1	
	5.80%	\$502.7	\$519.7	\$536.7	\$553.8	\$570.8	\$587.9	\$604.9	

		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$780.6	\$761.3	\$742.5	\$724.2	\$706.5	\$689.3	\$672.6
	4.54%	\$711.7	\$694.2	\$677.2	\$660.7	\$644.7	\$629.1	\$614.0
	5.04%	\$656.4	\$640.4	\$624.8	\$609.7	\$595.1	\$580.8	\$567.0
	5.54%	\$611.1	\$596.3	\$581.9	\$568.0	\$554.5	\$541.3	\$528.5
	6.04%	\$573.3	\$559.5	\$546.2	\$533.2	\$520.6	\$508.3	\$496.4
	6.54%	\$541.2	\$528.3	\$515.8	\$503.7	\$491.8	\$480.4	\$469.2
	7.04%	\$513.7	\$501.6	\$489.8	\$478.4	\$467.2	\$456.4	\$445.8

NOI 1st year	30,030,331
Going in cap rate	5.04%
Direct cap rate	595,839,898.7
DCR psf	784

800 BOYLSTON ST — COMPARABLE PROPERTIES

111 Huntington Ave.

Property Specific Assumptions

Rentable Area (sf)	860455						
Average rent (\$ psf in 2019)	68						
Real estate taxes (\$ psf in 2019)	14.91						
Vacancy (market)	4.30%						
NOI Growth Rate (market)	1.70%						
Net Operating Income (NOI)		34,680,289	35,141,966	35,586,745	36,057,750	36,533,681	37,014,551

Discount Rate	10.41%	PV NOI	31,070,071	28,206,235	25,589,799	23,229,335	21,085,850	19,139,461
Terminal Cap Rate	5.54%	Year 6 Reversion Value						668,132,682

PV NOI (2019-2023)	129,181,289
PV Reversion Value (2024)	\$368,818,126

DCF Appraisal Value	\$497,999,415
DCF Appraisal Value psf	\$578.8

Sensitivity Analysis

		Rent (\$ psf)							
		\$578.8	\$56.00	\$60.00	\$64.00	\$68.00	\$72.00	\$76.00	\$80.00
Vacancy	2.80%	\$488.9	\$523.8	\$558.7	\$593.6	\$628.6	\$663.5	\$698.4	
	3.30%	\$484.8	\$519.4	\$554.1	\$588.7	\$623.3	\$657.9	\$692.6	
	3.80%	\$480.7	\$515.1	\$549.4	\$583.7	\$618.1	\$652.4	\$686.7	
	4.30%	\$476.6	\$510.7	\$544.7	\$578.8	\$612.8	\$646.9	\$680.9	
	4.80%	\$472.5	\$506.3	\$540.0	\$573.8	\$607.6	\$641.3	\$675.1	
	5.30%	\$468.5	\$501.9	\$535.4	\$568.8	\$602.3	\$635.8	\$669.2	
	5.80%	\$464.4	\$497.5	\$530.7	\$563.9	\$597.0	\$630.2	\$663.4	
		\$578.8							
		Discount Rate							
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%	
Terminal Cap Rate	4.04%	\$795.4	\$775.7	\$756.5	\$737.9	\$719.9	\$702.3	\$685.3	
	4.54%	\$725.1	\$707.3	\$690.0	\$673.2	\$656.9	\$641.0	\$625.6	
	5.04%	\$668.8	\$652.5	\$636.7	\$621.3	\$606.3	\$591.8	\$577.7	
	5.54%	\$622.6	\$607.6	\$593.0	\$578.8	\$565.0	\$551.6	\$538.5	
	6.04%	\$584.1	\$570.1	\$556.5	\$543.3	\$530.4	\$517.9	\$505.8	
	6.54%	\$551.5	\$538.4	\$525.6	\$513.2	\$501.2	\$489.5	\$478.1	
	7.04%	\$523.5	\$511.1	\$499.1	\$487.4	\$476.1	\$465.0	\$454.3	
		\$578.8							

NOI 1st year	34,680,289
Going in cap rate	5.04%
Direct cap rate	688,100,968.5
DCR psf	800

800 BOYLSTON ST — COMPARABLE PROPERTIES

200 Berkeley St

Property Specific Assumptions

Rentable Area (sf)	747000
Average rent (\$ psf in 2019)	50
Real estate taxes (\$ psf in 2019)	9.02
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		21,639,539	21,922,785	22,194,471	22,483,126	22,774,649	23,069,043
-----------------------------------	--	-------------------	-------------------	-------------------	-------------------	-------------------	-------------------

Discount Rate	10.41%	PV NOI	19,386,863	17,596,034	15,959,651	14,484,211	13,144,661	11,928,526
Terminal Cap Rate	5.54%	Year 6 Reversion Value						416,408,720

PV NOI (2019-2023)	80,571,420
PV Reversion Value (2024)	\$229,863,151

DCF Appraisal Value	\$310,434,571
DCF Appraisal Value psf	\$415.6

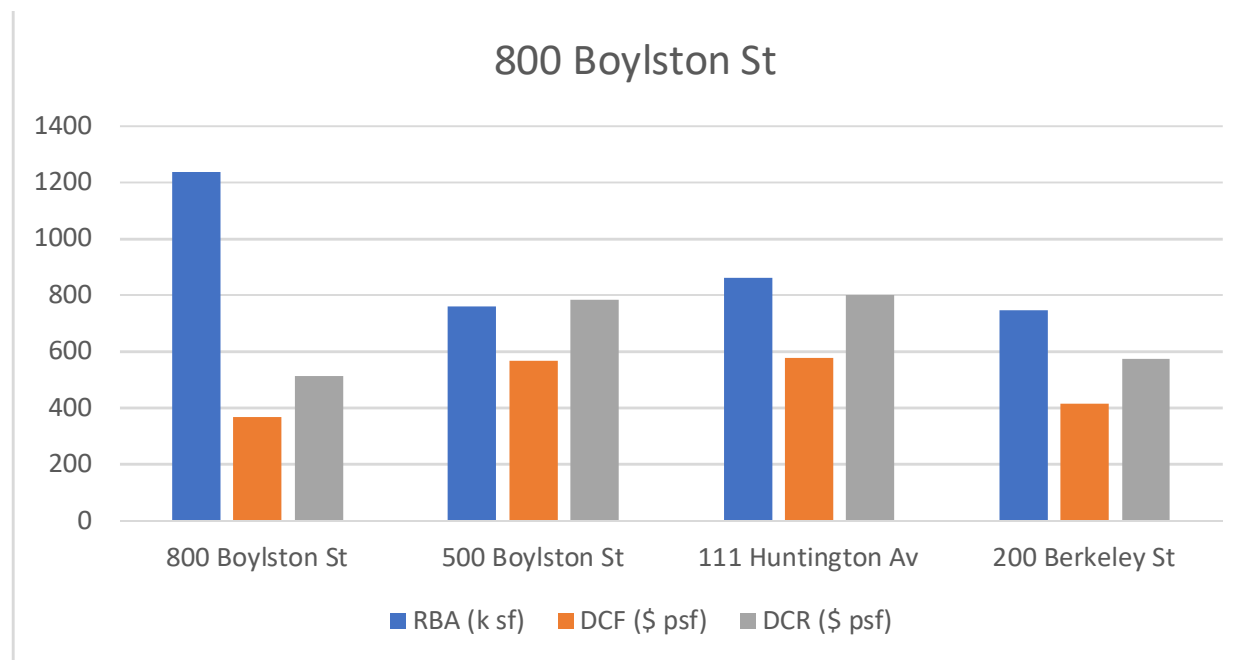
Sensitivity Analysis

		Rent (\$ psf)						
		\$44.00	\$46.00	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00
Vacancy	\$415.6							
	2.80%	\$375.3	\$392.4	\$409.5	\$426.5	\$443.6	\$460.6	\$477.7
	3.30%	\$372.1	\$389.0	\$406.0	\$422.9	\$439.8	\$456.7	\$473.6
	3.80%	\$368.9	\$385.7	\$402.5	\$419.2	\$436.0	\$452.8	\$469.5
	4.30%	\$365.7	\$382.3	\$399.0	\$415.6	\$432.2	\$448.8	\$465.4
	4.80%	\$362.5	\$379.0	\$395.5	\$411.9	\$428.4	\$444.9	\$461.4
	5.30%	\$359.3	\$375.6	\$391.9	\$408.3	\$424.6	\$440.9	\$457.3
	5.80%	\$356.1	\$372.3	\$388.4	\$404.6	\$420.8	\$437.0	\$453.2
		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$415.6							
	4.04%	\$571.1	\$556.9	\$543.2	\$529.8	\$516.9	\$504.3	\$492.0
	4.54%	\$520.6	\$507.8	\$495.4	\$483.4	\$471.6	\$460.2	\$449.2
	5.04%	\$480.2	\$468.5	\$457.1	\$446.1	\$435.4	\$425.0	\$414.8
	5.54%	\$447.1	\$436.3	\$425.8	\$415.6	\$405.7	\$396.0	\$386.7
	6.04%	\$419.4	\$409.4	\$399.6	\$390.1	\$380.9	\$371.9	\$363.2
	6.54%	\$396.0	\$386.6	\$377.4	\$368.5	\$359.9	\$351.5	\$343.3
	7.04%	\$375.9	\$367.0	\$358.4	\$350.0	\$341.9	\$333.9	\$326.2

NOI 1st year	21,639,539
Going in cap rate	5.04%
Direct cap rate	429,355,936.1
DCR psf	575

800 BOYLSTON ST — CONCLUSION

	MAIN	COMP		
		A	B	C
Location	800 Boylston St	500 Boylston St	111 Huntington Av	200 Berkeley St
RBA (k sf)	1235.538	760	860.455	747
DCF (\$ psf)	366.8	568	578.8	415
DCR (\$ psf)	513	784	800	575



501 BOYLSTON ST

Property Details:

Connecting Boylston and Newbury Streets and comprising nearly an entire city block, 501 Boylston is far more than a building—it's a retail and office destination, a grand structure of elegance in Boston's Back Bay, and the ultimate location for companies seeking a distinct location. Strategically located in the heart of the city's premier retail and business destinations, 501 Boylston marks the crossroads of commerce and convenience and delivers one-of-a-kind benefits for professionals. Sophisticated or cutting edge, subtle or bold, 501 Boylston is redefining Boston's Back Bay.

Asset Specific Assumptions:

Currently, the property is fully leased, however we have made the assumption that the property will approach market vacancy rates of 4.3%(projected by JLL) during the holding period. Though not all lease rates are available, average rent per square foot in the building is 52 dollars and the average rate has been used to calculate future values.

Project	501 Boylston St
Type	4 Star Office
RBA	610,000
Stories	10
Typical Floor	15161
Class	A
Construction	Masonry
Year Built	1940
Tenancy	Multi
Owner Occupied	No
Elevators	None
Taxes	\$3.86/SF (2019)
Walk Score	99
Transit Score	100



501 BOYLSTON ST

Operating Expenses (\$psf)									
	2017	2018	2019	2020	2021	2022	2023	2024	
Insurance		1.04	1.06	1.08	1.11	1.14	1.16	1.19	1.22
Utilities		2.17	2.22	2.26	2.31	2.37	2.42	2.48	2.54
Admin. / Manag.		3.50	3.58	3.65	3.73	3.82	3.91	4.00	4.09
Maintenance		2.75	2.82	2.87	2.93	3.00	3.07	3.14	3.22
Total Operating Cost		9.46	9.69	9.86	10.09	10.33	10.57	10.81	11.06

Property Specific Assumptions	
Rentable Area (sf)	610000
Average rent (\$ psf in 2019)	52
Real estate taxes (\$ psf in 2019)	3.86
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Inflation (IMF)						
Year	1	2	3	4	5	6
Average		0.023	0.024	0.023	0.023	0.023
0.023						0.023

Discounted Cash Flow (\$)								
		\$ psf(2019)	2019	2020	2021	2022	2023	2024
Gross Income		\$52.00	31,720,000	32,259,240	32,807,647	33,365,377	33,932,588	34,509,442
Vacancy	4.30%		1,363,960	1,387,147	1,410,729	1,434,711	1,459,101	1,483,906
Effective Gross Income			30,356,040	30,872,093	31,396,918	31,930,666	32,473,487	33,025,536
Operating Expenses								
Real Estate Taxes		3.86	2,354,600	2,408,756	2,466,566	2,523,297	2,581,333	2,640,703
Insurance		1.08	661,319	676,529	692,766	708,700	725,000	741,675
Utilities		2.26	1,379,867	1,411,604	1,445,483	1,478,729	1,512,740	1,547,533
Management/admin		3.65	2,225,592	2,276,781	2,331,424	2,385,046	2,439,902	2,496,020
Maintenance		2.87	1,748,680	1,788,899	1,831,833	1,873,965	1,917,066	1,961,159
Replacement Reserve		Varies						
Total Operating Expenses			8,370,058	8,562,569	8,768,071	8,969,737	9,176,041	9,387,090
Net Operating Income (NOI)			21,985,982	22,309,523	22,628,847	22,960,929	23,297,447	23,638,447

Discount Rate	10.41%	PV NOI	19,697,241	17,906,445	16,272,004	14,792,024	13,446,399	12,222,953
Terminal Cap Rate	5.54%	Year 6 Reversion Value						426,686,766

PV NOI (2019-2023)	82,114,113
PV Reversion Value (2024)	\$235,536,769

DCF Appraisal Value	\$317,650,882
DCF Appraisal Value psf	\$520.7

501 BOYLSTON ST

Sensitivity Analysis

		Rent (\$ psf)						
		\$46.00	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00	\$58.00
Vacancy	\$520.7							
	2.80%	\$470.7	\$491.2	\$511.7	\$532.1	\$552.6	\$573.1	\$593.5
	3.30%	\$467.4	\$487.7	\$508.0	\$528.3	\$548.6	\$569.0	\$589.3
	3.80%	\$464.0	\$484.2	\$504.4	\$524.5	\$544.7	\$564.9	\$585.1
	4.30%	\$460.7	\$480.7	\$500.7	\$520.7	\$540.8	\$560.8	\$580.8
	4.80%	\$457.3	\$477.2	\$497.1	\$516.9	\$536.8	\$556.7	\$576.6
	5.30%	\$453.9	\$473.7	\$493.4	\$513.2	\$532.9	\$552.6	\$572.4
	5.80%	\$450.6	\$470.2	\$489.8	\$509.4	\$528.9	\$548.5	\$568.1
		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$520.7							
	4.04%	\$715.9	\$698.1	\$680.8	\$664.1	\$647.8	\$632.1	\$616.7
	4.54%	\$652.6	\$636.5	\$620.9	\$605.8	\$591.1	\$576.8	\$562.9
	5.04%	\$601.8	\$587.1	\$572.9	\$559.0	\$545.6	\$532.5	\$519.8
	5.54%	\$560.2	\$546.7	\$533.5	\$520.7	\$508.3	\$496.2	\$484.5
	6.04%	\$525.5	\$512.9	\$500.7	\$488.8	\$477.2	\$466.0	\$455.0
	6.54%	\$496.1	\$484.3	\$472.9	\$461.7	\$450.9	\$440.3	\$430.1
	7.04%	\$470.9	\$459.8	\$449.0	\$438.5	\$428.2	\$418.3	\$408.6

NOI 1st year	21,985,982
Going in cap rate	5.04%
Direct cap rate	436,229,799.6
DCR psf	715

501 BOYLSTON ST— COMPARABLE PROPERTIES

31 St James Av

Property Specific Assumptions									
Rentable Area (sf)			503312						
Average rent (\$ psf in 2019)			43						
Real estate taxes (\$ psf in 2019)			7.38						
Vacancy (market)			4.30%						
NOI Growth Rate (market)			1.70%						
Net Operating Income (NOI)			12,033,985	12,186,496	12,331,525	12,486,618	12,643,093	12,800,945	
Discount Rate	10.41%		PV NOI	10,781,247	9,781,330	8,867,381	8,044,202	7,297,112	6,619,105
Terminal Cap Rate	5.54%		Year 6 Reversion Value						231,063,995
PV NOI (2019-2023)			44,771,273						
PV Reversion Value (2024)			\$127,550,398						
DCF Appraisal Value			\$172,321,672						
DCF Appraisal Value psf			\$342.4						

Sensitivity Analysis

		Rent (\$ psf)						
	\$342.4	\$37.00	\$39.00	\$41.00	\$43.00	\$45.00	\$47.00	\$49.00
Vacancy	2.80%	\$302.7	\$319.1	\$335.4	\$351.8	\$368.1	\$384.5	\$400.9
	3.30%	\$300.0	\$316.2	\$332.4	\$348.6	\$364.9	\$381.1	\$397.3
	3.80%	\$297.3	\$313.4	\$329.4	\$345.5	\$361.6	\$377.7	\$393.7
	4.30%	\$294.6	\$310.5	\$326.5	\$342.4	\$358.3	\$374.2	\$390.1
	4.80%	\$291.9	\$307.7	\$323.5	\$339.2	\$355.0	\$370.8	\$386.6
	5.30%	\$289.2	\$304.8	\$320.5	\$336.1	\$351.7	\$367.4	\$383.0
	5.80%	\$286.5	\$302.0	\$317.5	\$333.0	\$348.5	\$363.9	\$379.4
		\$342.4	\$37.00	\$39.00	\$41.00	\$43.00	\$45.00	\$47.00
		Discount Rate						
	\$342.4	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$470.5	\$458.8	\$447.5	\$436.5	\$425.8	\$415.4	\$405.3
	4.54%	\$428.9	\$418.4	\$408.1	\$398.2	\$388.5	\$379.2	\$370.1
	5.04%	\$395.6	\$386.0	\$376.6	\$367.5	\$358.7	\$350.1	\$341.8
	5.54%	\$368.3	\$359.4	\$350.8	\$342.4	\$334.2	\$326.3	\$318.6
	6.04%	\$345.5	\$337.3	\$329.2	\$321.4	\$313.8	\$306.4	\$299.2
	6.54%	\$326.3	\$318.5	\$311.0	\$303.6	\$296.5	\$289.6	\$282.8
	7.04%	\$309.7	\$302.4	\$295.3	\$288.4	\$281.7	\$275.1	\$268.8
		\$342.4	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%

NOI 1st year	12,033,985
Going in cap rate	5.04%
Direct cap rate	238,769,547.9
DCR psf	474

501 BOYLSTON ST— COMPARABLE PROPERTIES

10 St James Av

Property Specific Assumptions

Rentable Area (sf)	565793
Average rent (\$ psf in 2019)	53
Real estate taxes (\$ psf in 2019)	8.48
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		18,320,147	18,569,325	18,810,691	19,065,247	19,322,631	19,582,855
-----------------------------------	--	-------------------	-------------------	-------------------	-------------------	-------------------	-------------------

Discount Rate	10.41%	PV NOI	16,413,020	14,904,424	13,526,435	12,282,325	11,152,287	10,125,891
Terminal Cap Rate	5.54%	Year 6 Reversion Value						353,481,138

PV NOI (2019-2023)	68,278,491
PV Reversion Value (2024)	\$195,126,289

DCF Appraisal Value	\$263,404,780
DCF Appraisal Value psf	\$465.5

Sensitivity Analysis

		Rent (\$ psf)							
		\$465.5	\$47.00	\$49.00	\$51.00	\$53.00	\$55.00	\$57.00	\$59.00
Vacancy	2.80%	\$423.1	\$441.1	\$459.1	\$477.1	\$495.2	\$513.2	\$531.2	
	3.30%	\$419.7	\$437.6	\$455.4	\$473.3	\$491.1	\$509.0	\$526.9	
	3.80%	\$416.3	\$434.0	\$451.7	\$469.4	\$487.1	\$504.8	\$522.6	
	4.30%	\$412.8	\$430.4	\$448.0	\$465.5	\$483.1	\$500.7	\$518.3	
	4.80%	\$409.4	\$426.8	\$444.3	\$461.7	\$479.1	\$496.5	\$513.9	
	5.30%	\$406.0	\$423.3	\$440.5	\$457.8	\$475.1	\$492.4	\$509.6	
	5.80%	\$402.6	\$419.7	\$436.8	\$453.9	\$471.1	\$488.2	\$505.3	
		Discount Rate							
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%	
Terminal Cap Rate	4.04%	\$639.8	\$624.0	\$608.6	\$593.6	\$579.1	\$565.0	\$551.3	
	4.54%	\$583.3	\$569.0	\$555.0	\$541.5	\$528.4	\$515.6	\$503.2	
	5.04%	\$538.0	\$524.9	\$512.1	\$499.8	\$487.7	\$476.1	\$464.7	
	5.54%	\$500.8	\$488.7	\$477.0	\$465.5	\$454.4	\$443.7	\$433.2	
	6.04%	\$469.9	\$458.6	\$447.6	\$437.0	\$426.7	\$416.6	\$406.8	
	6.54%	\$443.6	\$433.0	\$422.8	\$412.8	\$403.1	\$393.7	\$384.5	
	7.04%	\$421.1	\$411.1	\$401.5	\$392.1	\$382.9	\$374.0	\$365.4	

NOI 1st year	18,320,147
Going in cap rate	5.04%
Direct cap rate	363,494,984.5
DCR psf	642

501 BOYLSTON ST— COMPARABLE PROPERTIES

222 Berkeley St

Property Specific Assumptions

Rentable Area (sf)	550000
Average rent (\$ psf in 2019)	54
Real estate taxes (\$ psf in 2019)	12.95
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		15,876,626	16,071,251	16,254,619	16,452,090	16,651,105	16,851,647
-----------------------------------	--	-------------------	-------------------	-------------------	-------------------	-------------------	-------------------

Discount Rate	10.41%	PV NOI	14,223,870	12,899,378	11,688,409	10,598,862	9,610,384	8,713,639
Terminal Cap Rate	5.54%	Year 6 Reversion Value						304,181,353

PV NOI (2019-2023)	59,020,902
PV Reversion Value (2024)	\$167,912,152

DCF Appraisal Value	\$226,933,054
DCF Appraisal Value psf	\$412.6

Sensitivity Analysis

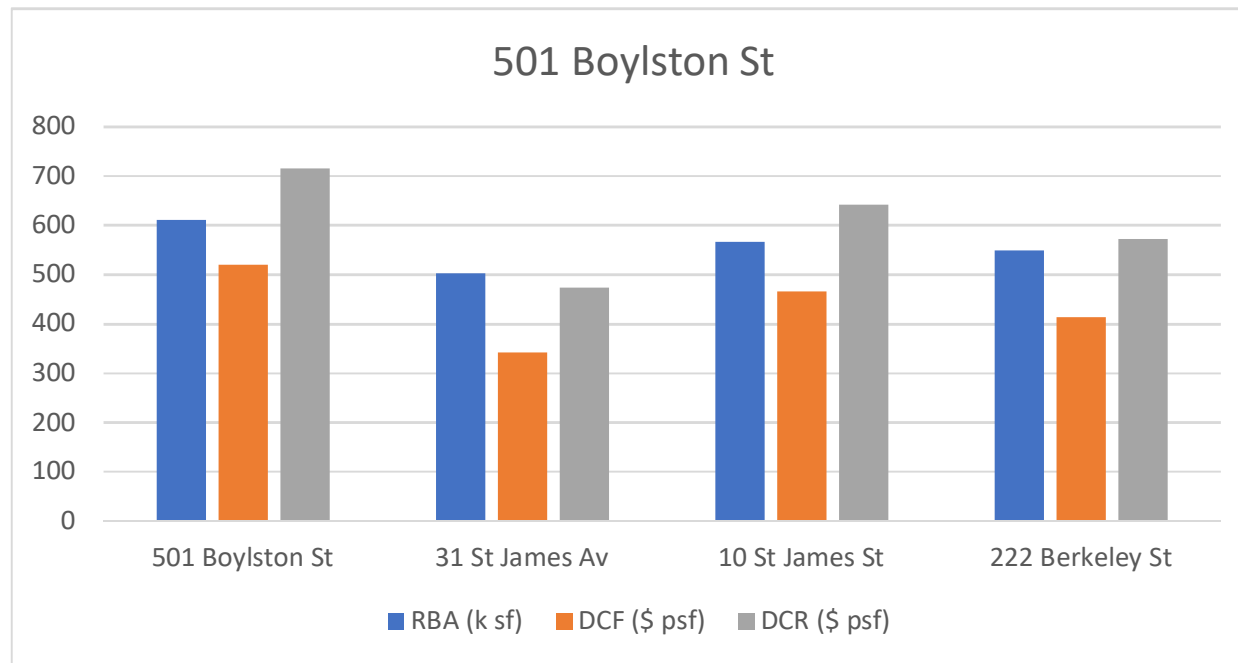
		Rent (\$ psf)							
		\$412.6	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00	\$58.00	\$60.00
Vacancy	2.80%	\$377.3	\$393.0	\$408.7	\$424.4	\$440.1	\$455.9	\$471.6	
	3.30%	\$373.8	\$389.3	\$404.9	\$420.5	\$436.1	\$451.6	\$467.2	
	3.80%	\$370.3	\$385.7	\$401.1	\$416.5	\$432.0	\$447.4	\$462.8	
	4.30%	\$366.8	\$382.0	\$397.3	\$412.6	\$427.9	\$443.2	\$458.5	
	4.80%	\$363.3	\$378.4	\$393.5	\$408.7	\$423.8	\$438.9	\$454.1	
	5.30%	\$359.8	\$374.7	\$389.7	\$404.7	\$419.7	\$434.7	\$449.7	
	5.80%	\$356.3	\$371.1	\$385.9	\$400.8	\$415.6	\$430.5	\$445.3	

		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$566.9	\$552.9	\$539.2	\$526.0	\$513.1	\$500.6	\$488.5
	4.54%	\$516.9	\$504.2	\$491.8	\$479.9	\$468.2	\$456.9	\$445.9
	5.04%	\$476.7	\$465.1	\$453.8	\$442.9	\$432.2	\$421.9	\$411.9
	5.54%	\$443.9	\$433.1	\$422.7	\$412.6	\$402.8	\$393.2	\$383.9
	6.04%	\$416.4	\$406.5	\$396.8	\$387.3	\$378.2	\$369.3	\$360.6
	6.54%	\$393.2	\$383.8	\$374.8	\$365.9	\$357.3	\$349.0	\$340.9
	7.04%	\$373.3	\$364.4	\$355.9	\$347.6	\$339.5	\$331.6	\$323.9

NOI 1st year	15,876,626
Going in cap rate	5.04%
Direct cap rate	315,012,426.7
DCR psf	573

501 BOYLSTON ST— CONCLUSION

	MAIN	COMP		
		A	B	C
Location	501 Boylston St	31 St James Av	10 St James St	222 Berkeley St
RBA (k sf)	610	503.312	565.793	550
DCF (\$ psf)	520.7	342.4	465.5	412.6
DCR (\$ psf)	715	474	642	573



75-81 ARLINGTON ST

Property Details:

The Paine Furniture Building is an historic commercial building at 75-81 Arlington Street in Boston, Massachusetts. It occupies the entire block between St. James and Stuart Streets, and has a prominent position on Park Square. The ten-story building was constructed in 1914 in a Classical Revival style, to a design by Densmore and LeClear.

Asset Specific Assumptions:

The property has a vacancy rate of 26.4% in 2019, rising 16.6% within one year. Relative to other 3-5-star (CoStar rating) Class A office buildings in the Back Bay, the subject property rent is \$59.33, which is over the average of \$40. This high vacancy rate may be the result of the construction works. To be safety we use the market vacancy rate 4.3% for our evaluation.



Project	75-81 Arlington St
Type	4 Star Office
RBA	258979
Stories	10
Typical Floor	4 Star Office
Class	A
Construction	Masonry
Year Built	1913
Tenancy	Multi
Owner Occupied	No
Elevators	5 with 1 frt
Taxes	\$8.32/SF (2016-Est)
Walk Score	99
Transit Score	100
Rent/SF	\$60 - 73

75-81 ARLINGTON ST

Operating Expenses (\$psf)									
	2017	2018	2019	2020	2021	2022	2023	2024	
Insurance	1.04	1.06	1.08	1.11	1.14	1.16	1.19	1.22	
Utilities	2.17	2.22	2.26	2.31	2.37	2.42	2.48	2.54	
Admin. / Manag.	3.50	3.58	3.65	3.73	3.82	3.91	4.00	4.09	
Maintenance	2.75	2.82	2.87	2.93	3.00	3.07	3.14	3.22	
Total Operating Cost	9.46	9.69	9.86	10.09	10.33	10.57	10.81	11.06	

Property Specific Assumptions	
Rentable Area (sf)	258979
Average rent (\$ psf in 2019)	60
Real estate taxes (\$ psf in 2019)	8.32
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Inflation (IMF)						
Year	1	2	3	4	5	6
Average		0.023	0.024	0.023	0.023	0.023
0.023						0.023

Discounted Cash Flow (\$)								
		\$ psf(2019)	2019	2020	2021	2022	2023	2024
Gross Income		\$60.00	15,538,740	15,802,899	16,071,548	16,344,764	16,622,625	16,905,210
Vacancy	4.30%		668,166	679,525	691,077	702,825	714,773	726,924
Effective Gross Income			14,870,574	15,123,374	15,380,471	15,641,939	15,907,852	16,178,286
Operating Expenses								
Real Estate Taxes		8.32	2,154,705	2,204,264	2,257,166	2,309,081	2,362,189	2,416,520
Insurance		1.08	280,767	287,224	294,118	300,882	307,803	314,882
Utilities		2.26	585,831	599,305	613,688	627,803	642,242	657,014
Management/admin		3.65	944,888	966,620	989,819	1,012,585	1,035,875	1,059,700
Maintenance		2.87	742,412	759,487	777,715	795,603	813,901	832,621
Replacement Reserve		Varies						
Total Operating Expenses			4,708,603	4,816,900	4,932,506	5,045,954	5,162,011	5,280,737
Net Operating Income (NOI)			10,161,972	10,306,474	10,447,965	10,595,986	10,745,842	10,897,549
Discount Rate	10.41%	PV NOI	9,104,110	8,272,355	7,512,947	6,826,208	6,202,091	5,634,898
Terminal Cap Rate	5.54%	Year 6 Reversion Value						196,706,660

PV NOI (2019-2023)	37,917,711
PV Reversion Value (2024)	\$108,584,692

DCF Appraisal Value	\$146,502,403
DCF Appraisal Value psf	\$565.7

75-81 ARLINGTON ST

Sensitivity Analysis

		Rent (\$ psf)						
		\$54.00	\$56.00	\$58.00	\$60.00	\$62.00	\$64.00	\$66.00
Vacancy	\$565.7							
	2.80%	\$520.9	\$540.2	\$559.5	\$578.8	\$598.1	\$617.4	\$636.7
	3.30%	\$517.0	\$536.2	\$555.3	\$574.4	\$593.6	\$612.7	\$631.9
	3.80%	\$513.1	\$532.1	\$551.1	\$570.1	\$589.1	\$608.1	\$627.1
	4.30%	\$509.1	\$528.0	\$546.8	\$565.7	\$584.5	\$603.4	\$622.3
	4.80%	\$505.2	\$523.9	\$542.6	\$561.3	\$580.0	\$598.7	\$617.4
	5.30%	\$501.2	\$519.8	\$538.4	\$556.9	\$575.5	\$594.1	\$612.6
	5.80%	\$497.3	\$515.7	\$534.1	\$552.6	\$571.0	\$589.4	\$607.8
		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$565.7							
	4.04%	\$777.6	\$758.3	\$739.5	\$721.4	\$703.7	\$686.6	\$669.9
	4.54%	\$708.8	\$691.4	\$674.5	\$658.0	\$642.1	\$626.6	\$611.5
	5.04%	\$653.7	\$637.8	\$622.3	\$607.3	\$592.7	\$578.5	\$564.7
	5.54%	\$608.6	\$593.9	\$579.6	\$565.7	\$552.2	\$539.1	\$526.3
	6.04%	\$570.9	\$557.2	\$543.9	\$531.0	\$518.4	\$506.2	\$494.3
	6.54%	\$539.0	\$526.2	\$513.7	\$501.6	\$489.8	\$478.4	\$467.2
	7.04%	\$511.6	\$499.5	\$487.8	\$476.4	\$465.3	\$454.5	\$444.0

NOI 1st year	10,161,972
Going in cap rate	5.04%
Direct cap rate	201,626,421.6
DCR psf	779

75-81 ARLINGTON ST — COMPARABLE PROPERTIES

399 Boylston St

Property Specific Assumptions

Rentable Area (sf)	251328						
Average rent (\$ psf in 2019)	52						
Real estate taxes (\$ psf in 2019)	7.94						
Vacancy (market)	4.30%						
NOI Growth Rate (market)	1.70%						
Net Operating Income (NOI)		8,033,095	8,142,813	8,249,203	8,361,319	8,474,694	8,589,335

Discount Rate	10.41%	PV NOI	7,196,849	6,535,722	5,931,856	5,386,578	4,891,271	4,441,368
Terminal Cap Rate	5.54%	Year 6 Reversion Value						155,042,149

PV NOI (2019-2023)	29,942,276
PV Reversion Value (2024)	\$85,585,328

DCF Appraisal Value	\$115,527,604
DCF Appraisal Value psf	\$459.7

Sensitivity Analysis

		Rent (\$ psf)						
	\$459.7	\$46.00	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00	\$58.00
Vacancy	2.80%	\$416.7	\$434.8	\$452.9	\$471.0	\$489.2	\$507.3	\$525.4
	3.30%	\$413.3	\$431.3	\$449.3	\$467.3	\$485.2	\$503.2	\$521.2
	3.80%	\$410.0	\$427.8	\$445.6	\$463.5	\$481.3	\$499.1	\$516.9
	4.30%	\$406.6	\$424.3	\$442.0	\$459.7	\$477.3	\$495.0	\$512.7
	4.80%	\$403.3	\$420.8	\$438.3	\$455.9	\$473.4	\$490.9	\$508.5
	5.30%	\$399.9	\$417.3	\$434.7	\$452.1	\$469.5	\$486.9	\$504.2
	5.80%	\$396.6	\$413.8	\$431.0	\$448.3	\$465.5	\$482.8	\$500.0

		Discount Rate						
	\$459.7	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$631.8	\$616.1	\$600.9	\$586.1	\$571.8	\$557.8	\$544.3
	4.54%	\$575.9	\$561.8	\$548.0	\$534.7	\$521.7	\$509.1	\$496.9
	5.04%	\$531.2	\$518.2	\$505.7	\$493.5	\$481.6	\$470.1	\$458.9
	5.54%	\$494.5	\$482.6	\$470.9	\$459.7	\$448.7	\$438.1	\$427.7
	6.04%	\$463.9	\$452.8	\$442.0	\$431.5	\$421.3	\$411.3	\$401.7
	6.54%	\$438.0	\$427.6	\$417.4	\$407.6	\$398.0	\$388.7	\$379.7
	7.04%	\$415.8	\$405.9	\$396.4	\$387.1	\$378.1	\$369.3	\$360.8

NOI 1st year	8,033,095
Going in cap rate	5.04%
Direct cap rate	159,386,798.5
DCR psf	634

75-81 ARLINGTON ST — COMPARABLE PROPERTIES

116 Huntington Av

Property Specific Assumptions

Rentable Area (sf)	272843
Average rent (\$ psf in 2019)	54
Real estate taxes (\$ psf in 2019)	10.2
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		8,626,366	8,740,173	8,849,559	8,965,598	9,082,819	9,201,223
-----------------------------------	--	------------------	------------------	------------------	------------------	------------------	------------------

Discount Rate	10.41%	PV NOI	7,728,361	7,015,184	6,363,561	5,775,870	5,242,257	4,757,762
Terminal Cap Rate	5.54%	Year 6 Reversion Value						166,087,049

PV NOI (2019-2023)	32,125,235
PV Reversion Value (2024)	\$91,682,260

DCF Appraisal Value	\$123,807,494
DCF Appraisal Value psf	\$453.8

Sensitivity Analysis

		Rent (\$ psf)							
		\$453.8	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00	\$58.00	\$60.00
Vacancy	2.80%	\$413.9	\$431.1	\$448.3	\$465.6	\$482.8	\$500.1	\$517.3	
	3.30%	\$410.4	\$427.5	\$444.5	\$461.6	\$478.7	\$495.8	\$512.9	
	3.80%	\$406.9	\$423.8	\$440.8	\$457.7	\$474.7	\$491.6	\$508.6	
	4.30%	\$403.3	\$420.2	\$437.0	\$453.8	\$470.6	\$487.4	\$504.2	
	4.80%	\$399.8	\$416.5	\$433.2	\$449.8	\$466.5	\$483.1	\$499.8	
	5.30%	\$396.3	\$412.9	\$429.4	\$445.9	\$462.4	\$478.9	\$495.4	
	5.80%	\$392.8	\$409.2	\$425.6	\$441.9	\$458.3	\$474.7	\$491.1	
		\$453.8							
		Discount Rate							
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%	
Terminal Cap Rate	4.04%	\$623.6	\$608.1	\$593.1	\$578.5	\$564.4	\$550.6	\$537.3	
	4.54%	\$568.5	\$554.5	\$541.0	\$527.8	\$515.0	\$502.6	\$490.5	
	5.04%	\$524.3	\$511.6	\$499.2	\$487.1	\$475.4	\$464.0	\$453.0	
	5.54%	\$488.2	\$476.4	\$464.9	\$453.8	\$442.9	\$432.4	\$422.2	
	6.04%	\$458.0	\$447.0	\$436.3	\$426.0	\$415.9	\$406.1	\$396.6	
	6.54%	\$432.4	\$422.1	\$412.1	\$402.4	\$392.9	\$383.8	\$374.8	
	7.04%	\$410.4	\$400.7	\$391.3	\$382.2	\$373.3	\$364.6	\$356.2	
		\$453.8							

NOI 1st year	8,626,366
Going in cap rate	5.04%
Direct cap rate	171,158,058.7
DCR psf	627

75-81 ARLINGTON ST — COMPARABLE PROPERTIES

20 Park Plaza

Property Specific Assumptions									
Rentable Area (sf)			280000						
Average rent (\$ psf in 2019)			34						
Real estate taxes (\$ psf in 2019)			8						
Vacancy (market)			4.30%						
NOI Growth Rate (market)			1.70%						
Net Operating Income (NOI)				4,109,446	4,149,300	4,184,024	4,223,718	4,263,365	4,302,945
Discount Rate	10.41%		PV NOI	3,681,653	3,330,381	3,008,658	2,721,029	2,460,652	2,224,964
Terminal Cap Rate	5.54%		Year 6 Reversion Value						77,670,490
PV NOI (2019-2023)			15,202,371						
PV Reversion Value (2024)			\$42,875,143						
DCF Appraisal Value			\$58,077,515						
DCF Appraisal Value psf			\$207.4						

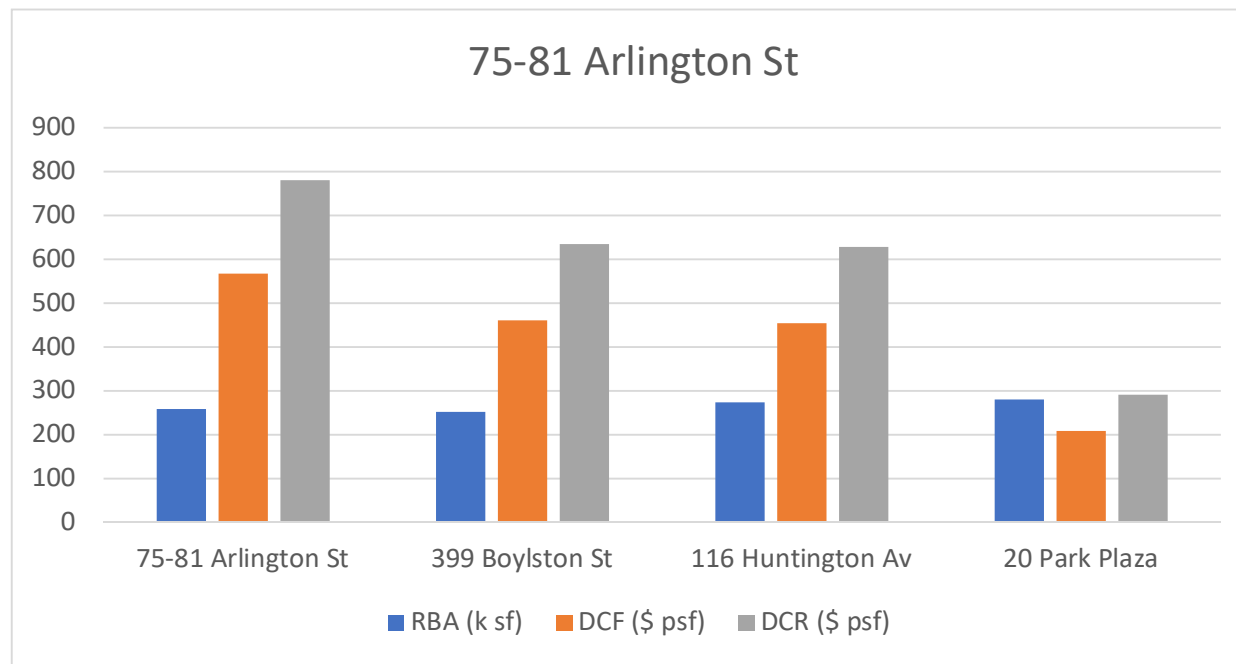
Sensitivity Analysis

		Rent (\$ psf)						
	\$207.4	\$28.00	\$30.00	\$32.00	\$34.00	\$36.00	\$38.00	\$40.00
Vacancy	2.80%	\$176.9	\$189.6	\$202.2	\$214.9	\$227.5	\$240.1	\$252.8
	3.30%	\$174.9	\$187.4	\$199.9	\$212.4	\$224.9	\$237.4	\$249.9
	3.80%	\$172.9	\$185.2	\$197.6	\$209.9	\$222.2	\$234.6	\$246.9
	4.30%	\$170.8	\$183.0	\$195.2	\$207.4	\$219.6	\$231.8	\$244.0
	4.80%	\$168.8	\$180.8	\$192.9	\$204.9	\$217.0	\$229.0	\$241.1
	5.30%	\$166.7	\$178.6	\$190.5	\$202.5	\$214.4	\$226.3	\$238.2
	5.80%	\$164.7	\$176.5	\$188.2	\$200.0	\$211.7	\$223.5	\$235.3
		Discount Rate						
	\$207.4	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$284.8	\$277.8	\$270.9	\$264.3	\$257.8	\$251.5	\$245.5
	4.54%	\$259.7	\$253.4	\$247.2	\$241.1	\$235.3	\$229.6	\$224.1
	5.04%	\$239.6	\$233.8	\$228.1	\$222.6	\$217.3	\$212.1	\$207.0
	5.54%	\$223.1	\$217.7	\$212.5	\$207.4	\$202.5	\$197.7	\$193.0
	6.04%	\$209.4	\$204.3	\$199.5	\$194.7	\$190.1	\$185.7	\$181.3
	6.54%	\$197.7	\$193.0	\$188.4	\$184.0	\$179.7	\$175.5	\$171.4
	7.04%	\$187.7	\$183.3	\$179.0	\$174.8	\$170.7	\$166.8	\$162.9

NOI 1st year	4,109,446
Going in cap rate	5.04%
Direct cap rate	81,536,629.3
DCR psf	291

75-81 ARLINGTON ST — CONCLUSION

	MAIN	COMP		
		A	B	C
Location	75-81 Arlington St	399 Boylston St	116 Huntington Av	20 Park Plaza
RBA (k sf)	258.979	251.328	272.843	280
DCF (\$ psf)	565.7	459.7	453.8	207.4
DCR (\$ psf)	779	634	627	291



420 BOYLSTON ST

Property Details:

Prime Back Bay Office & Retail Space aka The Berkely Bldg, Located between Copley Square and the Boston Public Garden, The Berkeley enjoys convenient access to public transportation and the Downtown Financial District. Desirable Back Bay Location on Boylston Street. Award-winning Historic Restoration with six-story Atrium and Elegant Lobby.

Asset Specific Assumptions:

The property currently has a 81.8% occupancy rate, but we consider that the attractiveness of class-A buildings in the area will bring the vacancy rate to the market average of 4.3%. 420 Boylston Street's average rent per square foot is \$95.00 according to Costar Data.

Project	420 Boylston St
Type	4 star office
RBA	114,668
Stories	6
Typical Floor	16,166
Class	A
Construction	Steel
Year Built	1906
Tenancy	Multi
Owner Occupied	No
Elevators	4 with 1 frt
Rent (\$/sf)	95
Taxes	8.32/SF (2019)
Walk Score	98
Transit Score	100



420 BOYLSTON ST

Operating Expenses (\$psf)									
	2017	2018	2019	2020	2021	2022	2023	2024	
Insurance	1.04	1.06	1.08	1.11	1.14	1.16	1.19	1.22	
Utilities	2.17	2.22	2.26	2.31	2.37	2.42	2.48	2.54	
Admin. / Manag.	3.50	3.58	3.65	3.73	3.82	3.91	4.00	4.09	
Maintenance	2.75	2.82	2.87	2.93	3.00	3.07	3.14	3.22	
Total Operating Cost	9.46	9.69	9.86	10.09	10.33	10.57	10.81	11.06	

Property Specific Assumptions	
Rentable Area (sf)	114668
Average rent (\$ psf in 2019)	95
Real estate taxes (\$ psf in 2019)	8.32
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Inflation (IMF)						
Year	1	2	3	4	5	6
Average		0.023	0.024	0.023	0.023	0.023
0.023						0.023

Discounted Cash Flow (\$)								
		\$ psf(2019)	2019	2020	2021	2022	2023	2024
Gross Income		\$95.00	10,893,460	11,078,649	11,266,986	11,458,525	11,653,320	11,851,426
Vacancy	4.30%		468,419	476,382	484,480	492,717	501,093	509,611
Effective Gross Income			10,425,041	10,602,267	10,782,505	10,965,808	11,152,227	11,341,815
Operating Expenses								
Real Estate Taxes		8.32	954,038	975,981	999,404	1,022,390	1,045,905	1,069,961
Insurance		1.08	124,315	127,174	130,226	133,222	136,286	139,420
Utilities		2.26	259,388	265,354	271,722	277,972	284,365	290,906
Management/admin		3.65	418,368	427,990	438,262	448,342	458,654	469,203
Maintenance		2.87	328,717	336,278	344,349	352,269	360,371	368,659
Replacement Reserve		Varies						
Total Operating Expenses			2,084,826	2,132,777	2,183,963	2,234,194	2,285,581	2,338,149
Net Operating Income (NOI)			8,340,216	8,469,490	8,598,542	8,731,614	8,866,646	9,003,665
Discount Rate	10.41%	PV NOI	7,471,999	6,797,925	6,183,060	5,625,131	5,117,491	4,655,610
Terminal Cap Rate	5.54%	Year 6 Reversion Value						162,521,038

PV NOI (2019-2023)	31,195,606
PV Reversion Value (2024)	\$89,713,774

DCF Appraisal Value	\$120,909,380
DCF Appraisal Value psf	\$1,054.4

420 BOYLSTON ST

Sensitivity Analysis

		Rent (\$ psf)						
		\$80.00	\$85.00	\$90.00	\$95.00	\$100.00	\$105.00	\$110.00
Vacancy	\$1,054.4							
	2.80%	\$905.5	\$962.0	\$1,018.6	\$1,075.2	\$1,131.8	\$1,188.4	\$1,245.0
	3.30%	\$899.6	\$955.8	\$1,012.1	\$1,068.3	\$1,124.5	\$1,180.7	\$1,237.0
	3.80%	\$893.8	\$949.6	\$1,005.5	\$1,061.4	\$1,117.2	\$1,173.1	\$1,228.9
	4.30%	\$887.9	\$943.4	\$998.9	\$1,054.4	\$1,109.9	\$1,165.4	\$1,220.9
	4.80%	\$882.1	\$937.2	\$992.4	\$1,047.5	\$1,102.6	\$1,157.8	\$1,212.9
	5.30%	\$876.3	\$931.0	\$985.8	\$1,040.6	\$1,095.3	\$1,150.1	\$1,204.9
	5.80%	\$870.4	\$924.8	\$979.2	\$1,033.6	\$1,088.0	\$1,142.4	\$1,196.8
		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$1,054.4							
	4.04%	\$1,449.8	\$1,413.8	\$1,378.8	\$1,344.9	\$1,312.0	\$1,280.0	\$1,248.9
	4.54%	\$1,321.5	\$1,289.0	\$1,257.4	\$1,226.8	\$1,197.0	\$1,168.1	\$1,140.0
	5.04%	\$1,218.7	\$1,189.0	\$1,160.1	\$1,132.0	\$1,104.8	\$1,078.3	\$1,052.6
	5.54%	\$1,134.4	\$1,107.0	\$1,080.3	\$1,054.4	\$1,029.3	\$1,004.8	\$981.0
	6.04%	\$1,064.1	\$1,038.6	\$1,013.8	\$989.7	\$966.2	\$943.5	\$921.3
	6.54%	\$1,004.6	\$980.6	\$957.4	\$934.8	\$912.8	\$891.5	\$870.7
	7.04%	\$953.5	\$930.9	\$909.0	\$887.7	\$867.0	\$846.9	\$827.3

NOI 1st year	8,340,216
Going in cap rate	5.04%
Direct cap rate	165,480,469.7
DCR psf	1443

420 BOYLSTON ST — COMPARABLE PROPERTIES

745 Boylston St

Property Specific Assumptions

Rentable Area (sf)	109000
Average rent (\$ psf in 2019)	48
Real estate taxes (\$ psf in 2019)	11.18
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		2,713,511	2,745,879	2,776,135	2,808,914	2,841,919	2,875,145
-----------------------------------	--	------------------	------------------	------------------	------------------	------------------	------------------

Discount Rate	10.41%	PV NOI	2,431,034	2,203,944	1,996,270	1,809,575	1,640,247	1,486,678
Terminal Cap Rate	5.54%	Year 6 Reversion Value						51,897,928

PV NOI (2019-2023)	10,081,070
PV Reversion Value (2024)	\$28,648,346

DCF Appraisal Value	\$38,729,417
DCF Appraisal Value psf	\$355.3

Sensitivity Analysis

		Rent (\$ psf)						
		\$42.00	\$44.00	\$46.00	\$48.00	\$50.00	\$52.00	\$54.00
Vacancy	\$355.3							
	2.80%	\$320.1	\$335.3	\$350.6	\$365.8	\$381.1	\$396.3	\$411.5
	3.30%	\$317.0	\$332.1	\$347.2	\$362.3	\$377.4	\$392.5	\$407.6
	3.80%	\$314.0	\$328.9	\$343.9	\$358.8	\$373.8	\$388.7	\$403.7
	4.30%	\$310.9	\$325.7	\$340.5	\$355.3	\$370.1	\$384.9	\$399.7
	4.80%	\$307.8	\$322.5	\$337.2	\$351.8	\$366.5	\$381.1	\$395.8
	5.30%	\$304.8	\$319.3	\$333.8	\$348.3	\$362.8	\$377.3	\$391.9
	5.80%	\$301.7	\$316.1	\$330.4	\$344.8	\$359.2	\$373.5	\$387.9

		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$355.3							
	4.04%	\$488.2	\$476.1	\$464.3	\$452.9	\$441.8	\$431.1	\$420.6
	4.54%	\$445.1	\$434.1	\$423.5	\$413.2	\$403.2	\$393.5	\$384.0
	5.04%	\$410.5	\$400.5	\$390.8	\$381.4	\$372.2	\$363.3	\$354.7
	5.54%	\$382.2	\$373.0	\$364.0	\$355.3	\$346.8	\$338.6	\$330.6
	6.04%	\$358.6	\$350.0	\$341.7	\$333.6	\$325.7	\$318.0	\$310.6
	6.54%	\$338.6	\$330.6	\$322.7	\$315.1	\$307.7	\$300.5	\$293.6
	7.04%	\$321.4	\$313.9	\$306.5	\$299.3	\$292.3	\$285.6	\$279.0

NOI 1st year	2,713,511
Going in cap rate	5.04%
Direct cap rate	53,839,497.4
DCR psf	494

420 BOYLSTON ST — COMPARABLE PROPERTIES

855 Boylston St

Property Specific Assumptions

Rentable Area (sf)	145493
Average rent (\$ psf in 2019)	53
Real estate taxes (\$ psf in 2019)	10.25
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		4,453,482	4,511,634	4,567,379	4,626,633	4,686,471	4,746,894
-----------------------------------	--	------------------	------------------	------------------	------------------	------------------	------------------

Discount Rate	10.41%	PV NOI	3,989,874	3,621,204	3,284,321	2,980,596	2,704,853	2,454,521
Terminal Cap Rate	5.54%	Year 6 Reversion Value						85,684,012

PV NOI (2019-2023)	16,580,848
PV Reversion Value (2024)	\$47,298,714

DCF Appraisal Value	\$63,879,562
DCF Appraisal Value psf	\$439.1

Sensitivity Analysis

		Rent (\$ psf)							
		\$439.1	\$47.00	\$49.00	\$51.00	\$53.00	\$55.00	\$57.00	\$59.00
Vacancy	2.80%	\$399.6	\$416.6	\$433.7	\$450.7	\$467.7	\$484.7	\$501.7	
	3.30%	\$396.2	\$413.1	\$429.9	\$446.8	\$463.6	\$480.5	\$497.4	
	3.80%	\$392.8	\$409.5	\$426.2	\$442.9	\$459.6	\$476.4	\$493.1	
	4.30%	\$389.4	\$405.9	\$422.5	\$439.1	\$455.6	\$472.2	\$488.8	
	4.80%	\$385.9	\$402.3	\$418.8	\$435.2	\$451.6	\$468.0	\$484.5	
	5.30%	\$382.5	\$398.8	\$415.0	\$431.3	\$447.6	\$463.9	\$480.2	
	5.80%	\$379.1	\$395.2	\$411.3	\$427.5	\$443.6	\$459.7	\$475.8	
		Discount Rate							
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%	
Terminal Cap Rate	4.04%	\$603.4	\$588.4	\$573.9	\$559.8	\$546.1	\$532.8	\$519.8	
	4.54%	\$550.1	\$536.5	\$523.4	\$510.7	\$498.3	\$486.3	\$474.6	
	5.04%	\$507.3	\$495.0	\$483.0	\$471.3	\$460.0	\$449.0	\$438.3	
	5.54%	\$472.3	\$460.9	\$449.8	\$439.1	\$428.6	\$418.4	\$408.5	
	6.04%	\$443.1	\$432.5	\$422.2	\$412.1	\$402.4	\$392.9	\$383.7	
	6.54%	\$418.4	\$408.4	\$398.7	\$389.3	\$380.2	\$371.3	\$362.7	
	7.04%	\$397.1	\$387.8	\$378.6	\$369.8	\$361.2	\$352.8	\$344.6	

NOI 1st year	4,453,482
Going in cap rate	5.04%
Direct cap rate	88,362,729.3
DCR psf	607

420 BOYLSTON ST — COMPARABLE PROPERTIES

142 Berkeley St

Property Specific Assumptions

Rentable Area (sf)	125000						
Average rent (\$ psf in 2019)	40						
Real estate taxes (\$ psf in 2019)	6.3						
Vacancy (market)	4.30%						
NOI Growth Rate (market)	1.70%						
Net Operating Income (NOI)		2,764,824	2,799,705	2,832,834	2,868,294	2,904,066	2,940,147

Discount Rate	10.41%	PV NOI	2,477,006	2,247,146	2,037,041	1,847,829	1,676,116	1,520,289
Terminal Cap Rate	5.54%	Year 6 Reversion Value						53,071,241

PV NOI (2019-2023)	10,285,139
PV Reversion Value (2024)	\$29,296,031

DCF Appraisal Value	\$39,581,170
DCF Appraisal Value psf	\$316.6

Sensitivity Analysis

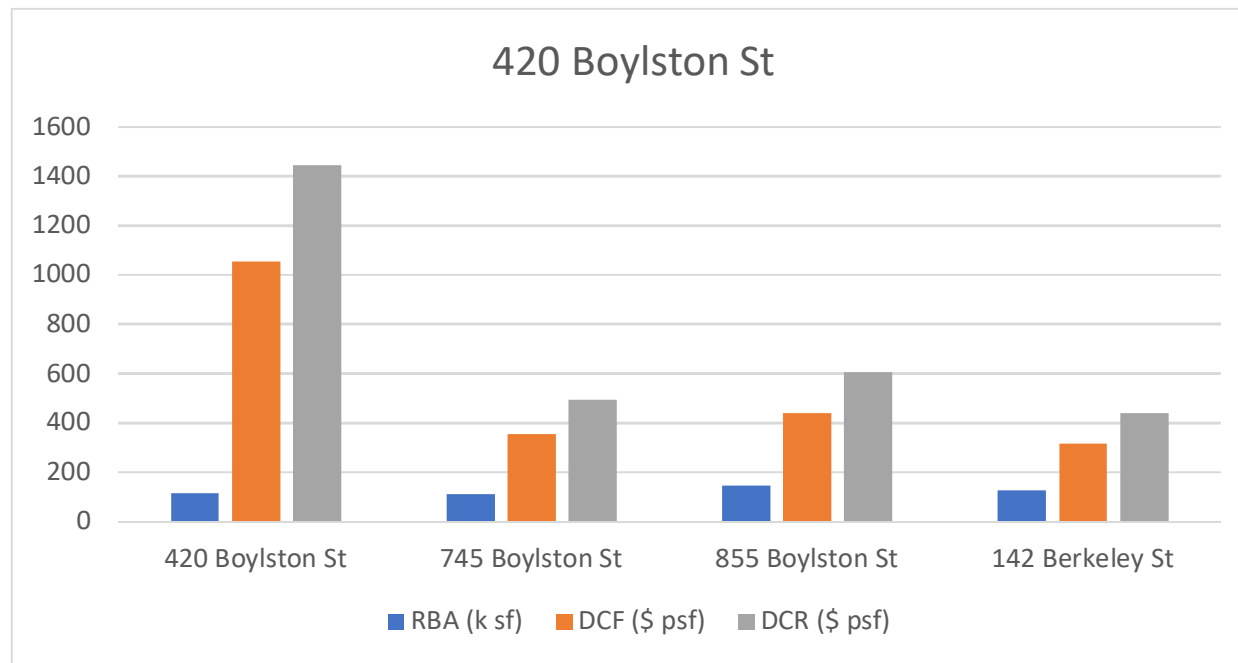
		Rent (\$ psf)						
	\$316.6	\$34.00	\$36.00	\$38.00	\$40.00	\$42.00	\$44.00	\$46.00
Vacancy	2.80%	\$276.6	\$292.9	\$309.1	\$325.4	\$341.7	\$357.9	\$374.2
	3.30%	\$274.1	\$290.2	\$306.4	\$322.5	\$338.6	\$354.7	\$370.9
	3.80%	\$271.6	\$287.6	\$303.6	\$319.6	\$335.5	\$351.5	\$367.5
	4.30%	\$269.2	\$285.0	\$300.8	\$316.6	\$332.5	\$348.3	\$364.1
	4.80%	\$266.7	\$282.4	\$298.0	\$313.7	\$329.4	\$345.1	\$360.8
	5.30%	\$264.2	\$279.7	\$295.3	\$310.8	\$326.4	\$341.9	\$357.4
	5.80%	\$261.7	\$277.1	\$292.5	\$307.9	\$323.3	\$338.7	\$354.1

		Discount Rate						
	\$316.6	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$435.1	\$424.3	\$413.8	\$403.7	\$393.8	\$384.2	\$374.9
	4.54%	\$396.7	\$386.9	\$377.5	\$368.3	\$359.3	\$350.7	\$342.2
	5.04%	\$365.9	\$357.0	\$348.3	\$339.9	\$331.7	\$323.8	\$316.1
	5.54%	\$340.6	\$332.4	\$324.4	\$316.6	\$309.1	\$301.8	\$294.6
	6.04%	\$319.6	\$311.9	\$304.5	\$297.2	\$290.2	\$283.4	\$276.7
	6.54%	\$301.7	\$294.6	\$287.6	\$280.8	\$274.2	\$267.8	\$261.6
	7.04%	\$286.4	\$279.7	\$273.1	\$266.7	\$260.5	\$254.5	\$248.6

NOI 1st year	2,764,824
Going in cap rate	5.04%
Direct cap rate	54,857,622.2
DCR psf	439

420 BOYLSTON ST — CONCLUSION

	MAIN	COMP		
		A	B	C
Location	420 Boylston St	745 Boylston St	855 Boylston St	142 Berkeley St
RBA (k sf)	114.668	109	145.493	125
DCF (\$ psf)	1054.4	355.3	439.1	316.6
DCR (\$ psf)	1443	494	607	439



100 MASSACHUSETTS AVE

Property Details:

Situated in Boston's vibrant Back Bay neighborhood, Spaces Newbury Street offers an exclusive and creative working environment. This beautifully designed location along with our tailored service concept makes Spaces Newbury Street a unique, inspiring workspace that sparks innovation and collaboration.

Asset Specific Assumptions:

The property vacancy rate is currently 0% but in order to have a safe NOI prediction over a 5 year period we consider the vacancy rate as the market vacancy rate, which is 4.3%. The rent estimation is comprised between \$40 and \$49 psf, but for safety in our calculations we decide to take the lowest bound, at \$40 psf. In the sensitivity analysis, we have a broader understanding of the appraisal with higher and lower rents.

Project	100 Mass. Av.
Type	3 Star Office
RBA	92428
Stories	5
Typical Floor	15161
Class	A
Construction	Masonry
Year Built	1910
Tenancy	Multi
Owner Occupied	No
Elevators	None
Rent	40/SF
Taxes	8.46/SF (2019)
Walk Score	98
Transit Score	94



100 MASSACHUSETTS AVE

Operating Expenses (\$psf)									
	2017	2018	2019	2020	2021	2022	2023	2024	
Insurance		1.04	1.06	1.08	1.11	1.14	1.16	1.19	1.22
Utilities		2.17	2.22	2.26	2.31	2.37	2.42	2.48	2.54
Admin. / Manag.		3.50	3.58	3.65	3.73	3.82	3.91	4.00	4.09
Maintainance		2.75	2.82	2.87	2.93	3.00	3.07	3.14	3.22
Total Operating Cost		9.46	9.69	9.86	10.09	10.33	10.57	10.81	11.06

Property Specific Assumptions	
Rentable Area (sf)	92428
Average rent (\$ psf in 2019)	40
Real estate taxes (\$ psf in 2019)	8.46
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Inflation (IMF)						
Year	1	2	3	4	5	6
Average		0.023	0.024	0.023	0.023	0.023
0.023						

Discounted Cash Flow (\$)								
		\$ psf(2019)	2019	2020	2021	2022	2023	2024
Gross Income		\$40.00	3,697,120	3,759,971	3,823,891	3,888,897	3,955,008	4,022,243
Vacancy	4.30%		158,976	161,679	164,427	167,223	170,065	172,956
Effective Gross Income			3,538,144	3,598,292	3,659,463	3,721,674	3,784,943	3,849,287
Operating Expenses								
Real Estate Taxes		8.46	781,941	799,926	819,124	837,964	857,237	876,953
Insurance		1.08	100,204	102,509	104,969	107,383	109,853	112,380
Utilities		2.26	209,079	213,888	219,021	224,059	229,212	234,484
Management/admin		3.65	337,225	344,981	353,260	361,385	369,697	378,200
Maintainance		2.87	264,962	271,056	277,562	283,946	290,476	297,157
Replacement Reserve		Varies						
Total Operating Expenses			1,693,411	1,732,359	1,773,936	1,814,737	1,856,476	1,899,174
Net Operating Income (NOI)			1,844,733	1,865,933	1,885,527	1,906,938	1,928,467	1,950,112
Discount Rate	10.41%							
Terminal Cap Rate	5.54%							
PV NOI			1,652,696	1,497,666	1,355,849	1,228,498	1,113,038	1,008,363
Year 6 Reversion Value								35,200,580
PV NOI (2019-2023)		6,847,748						
PV Reversion Value (2024)		\$19,431,188						
DCF Appraisal Value		\$26,278,937						
DCF Appraisal Value psf		\$284.3						

100 MASSACHUSETTS AVE

Sensitivity Analysis

		Rent (\$ psf)						
		\$34.00	\$36.00	\$38.00	\$40.00	\$42.00	\$44.00	\$46.00
Vacancy	\$284.3							
	2.80%	\$249.1	\$263.8	\$278.4	\$293.1	\$307.7	\$322.4	\$337.0
	3.30%	\$246.6	\$261.1	\$275.6	\$290.2	\$304.7	\$319.2	\$333.7
	3.80%	\$244.2	\$258.5	\$272.9	\$287.2	\$301.6	\$316.0	\$330.3
	4.30%	\$241.7	\$255.9	\$270.1	\$284.3	\$298.5	\$312.7	\$327.0
	4.80%	\$239.2	\$253.3	\$267.3	\$281.4	\$295.5	\$309.5	\$323.6
	5.30%	\$236.7	\$250.6	\$264.6	\$278.5	\$292.4	\$306.3	\$320.3
	5.80%	\$234.2	\$248.0	\$261.8	\$275.6	\$289.3	\$303.1	\$316.9

		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$284.3							
	4.04%	\$390.6	\$380.9	\$371.5	\$362.4	\$353.5	\$344.9	\$336.5
	4.54%	\$356.1	\$347.4	\$338.9	\$330.6	\$322.6	\$314.8	\$307.3
	5.04%	\$328.5	\$320.5	\$312.7	\$305.2	\$297.8	\$290.7	\$283.8
	5.54%	\$305.9	\$298.5	\$291.3	\$284.3	\$277.5	\$271.0	\$264.6
	6.04%	\$287.0	\$280.1	\$273.4	\$266.9	\$260.6	\$254.5	\$248.5
	6.54%	\$271.0	\$264.5	\$258.3	\$252.2	\$246.3	\$240.5	\$234.9
	7.04%	\$257.2	\$251.2	\$245.3	\$239.5	\$233.9	\$228.5	\$223.3

NOI 1st year	1,844,733
Going in cap rate	5.04%
Direct cap rate	36,601,842.5
DCR psf	396

100 MASSACHUSETTS AVE — COMPARABLE PROPERTIES

927 Boylston St

Property Specific Assumptions

Rentable Area (sf)	66412						
Average rent (\$ psf in 2019)	52						
Real estate taxes (\$ psf in 2019)	4.33						
Vacancy (market)	4.30%						
NOI Growth Rate (market)	1.70%						
Net Operating Income (NOI)		2,362,447	2,396,954	2,430,953	2,466,355	2,502,223	2,538,562

Discount Rate	10.41%	PV NOI	2,116,516	1,923,883	1,748,055	1,588,890	1,444,188	1,312,638
Terminal Cap Rate	5.54%	Year 6 Reversion Value						45,822,414

PV NOI (2019-2023)	8,821,533
PV Reversion Value (2024)	\$25,294,582

DCF Appraisal Value	\$34,116,115
DCF Appraisal Value psf	\$513.7

Sensitivity Analysis

		Rent (\$ psf)						
		\$46.00	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00	\$58.00
Vacancy	\$513.7							
	2.80%	\$464.5	\$484.7	\$504.9	\$525.1	\$545.3	\$565.5	\$585.7
	3.30%	\$461.1	\$481.2	\$501.2	\$521.3	\$541.3	\$561.4	\$581.4
	3.80%	\$457.8	\$477.7	\$497.6	\$517.5	\$537.4	\$557.3	\$577.2
	4.30%	\$454.4	\$474.2	\$493.9	\$513.7	\$533.5	\$553.2	\$573.0
	4.80%	\$451.1	\$470.7	\$490.3	\$509.9	\$529.5	\$549.1	\$568.7
	5.30%	\$447.7	\$467.2	\$486.7	\$506.1	\$525.6	\$545.0	\$564.5
	5.80%	\$444.4	\$463.7	\$483.0	\$502.3	\$521.6	\$541.0	\$560.3
		Discount Rate						
		8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	\$513.7							
	4.04%	\$706.2	\$688.6	\$671.6	\$655.1	\$639.1	\$623.5	\$608.4
	4.54%	\$643.7	\$627.9	\$612.5	\$597.6	\$583.1	\$569.0	\$555.3
	5.04%	\$593.7	\$579.2	\$565.1	\$551.5	\$538.2	\$525.3	\$512.8
	5.54%	\$552.7	\$539.3	\$526.3	\$513.7	\$501.4	\$489.5	\$478.0
	6.04%	\$518.4	\$506.0	\$493.9	\$482.2	\$470.8	\$459.7	\$448.9
	6.54%	\$489.4	\$477.8	\$466.5	\$455.5	\$444.8	\$434.4	\$424.3
	7.04%	\$464.6	\$453.6	\$442.9	\$432.6	\$422.5	\$412.7	\$403.1

NOI 1st year	2,362,447
Going in cap rate	5.04%
Direct cap rate	46,873,949.7
DCR psf	706

100 MASSACHUSETTS AVE — COMPARABLE PROPERTIES

545 Boylston St

Property Specific Assumptions

Rentable Area (sf)	87836
Average rent (\$ psf in 2019)	50
Real estate taxes (\$ psf in 2019)	10.85
Vacancy (market)	4.30%
NOI Growth Rate (market)	1.70%

Net Operating Income (NOI)		2,383,745	2,413,354	2,441,354	2,471,422	2,501,739	2,532,302
-----------------------------------	--	------------------	------------------	------------------	------------------	------------------	------------------

Discount Rate	10.41%	PV NOI	2,135,598	1,937,047	1,755,534	1,592,154	1,443,909	1,309,401
Terminal Cap Rate	5.54%	Year 6 Reversion Value						45,709,431

PV NOI (2019-2023)	8,864,241
PV Reversion Value (2024)	\$25,232,214

DCF Appraisal Value	\$34,096,455
DCF Appraisal Value psf	\$388.2

Sensitivity Analysis

		Rent (\$ psf)						
	\$388.2	\$44.00	\$46.00	\$48.00	\$50.00	\$52.00	\$54.00	\$56.00
Vacancy	2.80%	\$351.2	\$367.2	\$383.2	\$399.1	\$415.1	\$431.1	\$447.0
	3.30%	\$348.0	\$363.8	\$379.7	\$395.5	\$411.3	\$427.1	\$442.9
	3.80%	\$344.8	\$360.5	\$376.2	\$391.8	\$407.5	\$423.2	\$438.9
	4.30%	\$341.6	\$357.1	\$372.7	\$388.2	\$403.7	\$419.2	\$434.8
	4.80%	\$338.4	\$353.8	\$369.2	\$384.5	\$399.9	\$415.3	\$430.7
	5.30%	\$335.2	\$350.4	\$365.7	\$380.9	\$396.1	\$411.4	\$426.6
	5.80%	\$332.0	\$347.1	\$362.2	\$377.2	\$392.3	\$407.4	\$422.5
		Discount Rate						
	\$388.2	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$533.4	\$520.1	\$507.3	\$494.8	\$482.7	\$471.0	\$459.6
	4.54%	\$486.3	\$474.3	\$462.7	\$451.5	\$440.5	\$429.9	\$419.6
	5.04%	\$448.5	\$437.6	\$427.0	\$416.7	\$406.7	\$396.9	\$387.5
	5.54%	\$417.6	\$407.5	\$397.7	\$388.2	\$378.9	\$369.9	\$361.2
	6.04%	\$391.8	\$382.4	\$373.3	\$364.4	\$355.8	\$347.4	\$339.3
	6.54%	\$369.9	\$361.1	\$352.6	\$344.3	\$336.2	\$328.3	\$320.7
	7.04%	\$351.2	\$342.9	\$334.8	\$327.0	\$319.4	\$312.0	\$304.8

NOI 1st year	2,383,745
Going in cap rate	5.04%
Direct cap rate	47,296,537.3
DCR psf	538

100 MASSACHUSETTS AVE — COMPARABLE PROPERTIES

330 Boylston St

Property Specific Assumptions							
Rentable Area (sf)		64000					
Average rent (\$ psf in 2019)		30					
Real estate taxes (\$ psf in 2019)		3.66					
Vacancy (market)		4.30%					
NOI Growth Rate (market)		1.70%					
Net Operating Income (NOI)			972,070	983,403	993,924	1,005,381	1,016,909
Discount Rate	10.41%		PV NOI	870,877	789,315	714,713	647,693
Terminal Cap Rate	5.54%		Year 6 Reversion Value				586,921
							531,818
							18,565,054
PV NOI (2019-2023)		3,609,520					
PV Reversion Value (2024)		\$10,248,157					
DCF Appraisal Value		\$13,857,676					
DCF Appraisal Value psf		\$216.5					

Sensitivity Analysis

		Rent (\$ psf)						
	\$216.5	\$24.00	\$26.00	\$28.00	\$30.00	\$32.00	\$34.00	\$36.00
Vacancy	2.80%	\$178.5	\$193.3	\$208.2	\$223.1	\$238.0	\$252.8	\$267.7
	3.30%	\$176.7	\$191.4	\$206.2	\$220.9	\$235.6	\$250.4	\$265.1
	3.80%	\$175.0	\$189.6	\$204.1	\$218.7	\$233.3	\$247.9	\$262.5
	4.30%	\$173.2	\$187.7	\$202.1	\$216.5	\$231.0	\$245.4	\$259.8
	4.80%	\$171.5	\$185.8	\$200.0	\$214.3	\$228.6	\$242.9	\$257.2
	5.30%	\$169.7	\$183.9	\$198.0	\$212.1	\$226.3	\$240.4	\$254.6
	5.80%	\$168.0	\$182.0	\$196.0	\$210.0	\$224.0	\$238.0	\$252.0
		Discount Rate						
	\$216.5	8.91%	9.41%	9.91%	10.41%	10.91%	11.41%	11.91%
Terminal Cap Rate	4.04%	\$297.5	\$290.1	\$282.9	\$276.0	\$269.2	\$262.7	\$256.3
	4.54%	\$271.2	\$264.5	\$258.1	\$251.8	\$245.7	\$239.8	\$234.0
	5.04%	\$250.2	\$244.1	\$238.2	\$232.4	\$226.8	\$221.4	\$216.1
	5.54%	\$232.9	\$227.3	\$221.8	\$216.5	\$211.4	\$206.4	\$201.5
	6.04%	\$218.5	\$213.3	\$208.2	\$203.3	\$198.5	\$193.8	\$189.3
	6.54%	\$206.3	\$201.4	\$196.7	\$192.0	\$187.5	\$183.2	\$178.9
	7.04%	\$195.9	\$191.3	\$186.8	\$182.4	\$178.2	\$174.0	\$170.0

NOI 1st year	972,070
Going in cap rate	5.04%
Direct cap rate	19,287,102.6
DCR psf	301

100 MASSACHUSETTS AVE — CONCLUSION

	MAIN	COMP		
		A	B	C
Location	100 Mass Av	927 Boylston St	545 Boylston St	330 Boylston
RBA (k sf)	92.428	66.412	87.836	64
DCF (\$ psf)	284.3	513.7	388.2	216.5
DCR (\$ psf)	396	706	538	301

