

KWB Rent & Gross Sales Comparison Report 2000-2017

[illegible]

KWB Rent & Gross Sales Comparison Report
2000-2017

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Months To Year End	Avg.
CPI - All Urban Consumers	3.4	2.8	1.6	2.3	2.7	3.4	3.2	2.8	3.8	-0.4	1.6	3.2	2.1	1.5	1.6	0.1	TBD			2.2
Total Rent as % of Sales										13.59%	8.79%	11.70%	9.56%	11.02%	13.39%	12.86%	13.78%	TBD		11.84%

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	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Year End	
CPI - All Urban Consumers	3.4	2.8	1.6	2.3	2.7	3.4	3.2	2.8	3.8	-0.4	1.6	3.2	2.1	1.5	1.6	0.1	TBD			2.2
FISHERMAN'S CAFÉ																				
Lazy Way, Unit C																				
Lazy Way, Unit D																				
GROSS SALES																	\$205,838.19	\$201,389.78	4	
Percent Change Over Prior Year																	NA	TBD		NA
Annual Base Rent:																				
Unit C (April - March)																	\$9,807.72	\$9,915.60		
Unit D (Sept. - Aug.)																	\$16,028.40	\$16,166.04		
Base Rent per SF																	\$64.27	\$64.88		\$64.57
Percentage Rent Paid																	\$0.00	\$0.00		
Total Rent as % of Sales																	12.55%	TBD		12.55%
HALF SHELL RAW BAR																				
231 Margaret Street																				
GROSS SALES	\$217,384.97 (*)	\$4,289,144.54	\$4,367,220.47	\$4,384,836.78	\$4,506,664.41	\$4,179,259.63	\$3,801,370.18	\$3,876,417.73	\$3,854,934.16	\$3,627,837.73	\$3,913,204.26	\$3,834,622.50	\$3,884,828.49	\$3,593,217.48	\$4,640,935.82	\$4,978,708.51	\$5,174,992.86	\$2,984,446.19	4	
Percent Change Over Prior Year	NA	1873.06%	1.82%	0.40%	2.78%	-7.26%	-9.04%	1.97%	-0.55%	-5.89%	7.87%	-2.01%	1.31%	-7.51%	29.16%	7.28%	3.94%	TBD		118.58%
Annual Base Rent (Apr. - Mar.)	\$210,000.00	\$210,000.00	\$210,000.00	\$210,000.00	\$219,241.80	\$223,366.44	\$230,067.48	\$237,889.80	\$242,885.52	\$253,329.60	\$253,329.60	\$259,156.08	\$266,153.28	\$273,339.48	\$281,539.68	\$283,580.88	\$283,580.88	\$286,700.28		
Base Rent per SF	\$23.02	\$23.02	\$23.02	\$23.02	\$24.03	\$24.49	\$25.22	\$26.08	\$26.63	\$27.77	\$27.77	\$28.41	\$29.18	\$29.96	\$30.56	\$30.78	\$30.78	\$31.12		\$25.21
Percentage Rent Paid	\$0.00	\$4,457.23	\$8,361.02	\$9,241.84	\$6,091.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$26,918.69	\$0.00		
Total Rent as % of Sales	96.60%	5.00%	5.00%	5.00%	5.00%	5.34%	6.05%	6.14%	6.30%	6.98%	6.47%	6.76%	6.85%	7.61%	6.07%	5.70%	6.00%	TBD		11.35%
HAMMERHEAD SURF SHOP																				
201 William Street, Unit B																				
GROSS SALES														\$322,468.33 (*)	\$449,354.11	\$512,139.27	\$541,630.08	\$317,191.62	6	
Percent Change Over Prior Year														NA	39.35%	13.97%	5.76%	TBD		19.69%
Annual Base Rent (May - April)														\$32,607.96	\$32,607.96	\$32,966.64	\$34,203.96	\$34,546.08		
Base Rent per SF														\$32.41	\$32.41	\$32.77	\$34.00	\$34.34		\$33.19
Percentage Rent Paid														\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales														10.11%	7.26%	6.44%	6.32%	TBD		7.53%
KEY WEST ARTWORKS																				
201 William Street, Unit A																				
GROSS SALES								\$158,077.07	\$68,808.85	\$60,824.46	\$55,649.03	\$106,785.85	\$136,238.91	\$136,438.84	\$147,651.15	\$173,480.12	\$107,343.38		5	
Percent Change Over Prior Year								NA	-56.47%	-11.60%	-8.51%	91.89%	27.58%	0.15%	8.22%	17.49%	TBD			7.64%
Annual Base Rent (Jan. - Dec)								\$20,216.04	\$21,226.80	\$22,288.20	\$23,402.52	\$24,572.64	\$25,804.32	\$26,578.44	\$27,003.72	\$27,003.72	\$27,381.84			
Base Rent per SF								\$28.00	\$29.40	\$30.87	\$32.41	\$34.03	\$35.74	\$36.81	\$37.40	\$37.40	\$37.92			\$34.00
Percentage Rent Paid								\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Total Rent as % of Sales								12.79%	30.85%	36.64%	42.05%	23.01%	18.94%	19.48%	18.29%	15.57%	TBD			24.18%
KEY WEST BAIT & TACKLE																				
241, 251A & 251B Margaret St.																				
GROSS SALES	\$155,297.98	\$144,760.54	\$113,261.83	\$116,205.60	\$154,686.01	\$257,930.54 (*)	\$261,015.07	\$283,895.44	\$342,709.00	\$427,616.00	\$498,230.18	\$608,756.77	\$730,590.03	\$777,502.81	\$776,290.67	\$1,018,765.34	\$1,140,917.51	\$421,298.19	7	
Percent Change Over Prior Year	NA	-6.79%	-21.76%	2.60%	33.11%	66.74%	1.20%	8.77%	20.72%	24.78%	16.51%	22.18%	20.01%	6.42%	-0.16%	31.24%	11.99%	TBD		14.85%
Annual Base Rent (Jun. - May)	\$17,364.00	\$18,233.04	\$19,143.96	\$20,100.96	\$21,106.56	\$22,161.84	\$22,161.84	\$38,963.76	\$40,659.96	\$42,693.00	\$44,827.80	\$47,069.04	\$50,322.36	\$51,832.08	\$52,765.08	\$104,353.20	\$105,396.84	\$106,450.80		
Base Rent per SF	\$17.36	\$18.23	\$19.14	\$20.10	\$21.11	\$22.16	\$22.16	\$38.96	\$28.16	\$29.57	\$31.04	\$32.60	\$34.85	\$35.89	\$36.54	\$30.30	\$30.60	\$30.91		\$27.76
Percentage Rent Paid	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales	11.18%	12.60%	16.90%	17.30%	13.64%	8.59%	8.49%	13.72%	11.86%	9.98%	9.00%	7.73%	6.89%	6.67%	6.80%	10.24%	9.24%	TBD		10.64%
KEY WEST ICE CREAM																				
201 William Street, Unit C																				
GROSS SALES																NA	NA	NA		
Percent Change Over Prior Year																NA	NA			NA
Annual Base Rent (Apr. - Mar.)																\$34,064.04	\$34,064.04	\$34,438.80		
Base Rent per SF																\$34.03	\$34.03	\$34.40		\$34.15
Percentage Rent Paid																\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales																				NA
LOCAL COLOR																				
274 Margaret Street																				
GROSS SALES	\$661,586.00	\$881,088.00	\$878,113.50	\$1,116,392.00	\$1,335,013.00	\$1,453,633.00	\$1,502,122.43	\$1,381,407.28	\$1,372,270.57	\$1,155,864.87	\$1,228,975.34	\$1,372,129.30	\$1,541,744.04	\$1,554,902.48	\$1,364,079.76	\$1,373,228.19	\$1,283,748.73	\$91,900.13	11	
Percent Change Over Prior Year	NA	33.18%	-0.34%	27.14%	19.58%	8.89%	3.34%	-8.04%	-0.66%	-15.77%	6.33%	11.65%	12.36%	0.85%	-12.27%	0.67%	-6.52%	NA		5.02%
Annual Base Rent (July - June)	\$23,838.84	\$24,910.68	\$26,037.24	\$25,216.08	\$26,468.04	\$63,660.24	\$63,658.20	\$63,658.20	\$94,801.80	\$94,801.80	\$95,032.68	\$99,784.32	\$104,773.56	\$107,916.72	\$110,087.04	\$110,093.76	\$110,313.36	\$111,195.96		
Base Rent per SF	\$20.82	\$21.76	\$22.74	\$22.02	\$23.12	\$20.89	\$20.89	\$20.89	\$31.10	\$31.10	\$31.18	\$32.74	\$34.37	\$35.41	\$36.12	\$36.12	\$36.19	\$36.48		\$28.55
Percentage Rent Paid	\$15,856.26	\$27,950.10	\$26,649.57	\$39,766.92	\$53,632.74	\$18,804.36	\$26,467.11	\$19,226.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00		
Total Rent as % of Sales	6.00%	6.00%	6.00%	5.82%	6.00%	5.67%	6.00%	6.00%	6.91%	8.20%	7.73%	7.27%	6.80%	6.94%	8.07%	8.02%	8.59%	TBD		6.83%
LOST REEF DIVE SHOP																				
261 Margaret Street																				
GROSS SALES											\$275,875.82	\$386,251.24	\$419,664.48	\$451,736.13	\$525,813.45	\$695,420.87	\$594,884.57		1	
Percent Change Over Prior Year											NA	40.01%	8.65%	7.64%	16.40%	32.26%	TBD			20.99%
Annual Base Rent (Dec. - Nov.)											\$48,162.00	\$50,570.16	\$53,098.56	\$54,691.56	\$55,511.88	\$57,182.40	\$57,582.72			
Base Rent per SF											\$26.74	\$28.08	\$29.48	\$30.37	\$30.82	\$31.75	\$31.97			\$26.07
Percentage Rent Paid											\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Total Rent as % of Sales											17.46%	13.09%	12.65%	12.11%	10.56%	8.22%	TBD			12.35%

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CPI - All Urban Consumers	3.4	2.8	1.6	2.3	2.7	3.4	3.2	2.8	3.8	-0.4	1.6	3.2	2.1	1.5	1.6	0.1	TBD			2.2
GOOD DAY ON A HAPPY PLANET 907 Caroline Street975 SF																				
GROSS SALES															\$201,736.07 (*)	\$224,830.27	\$138,025.34	54,395.52	8	
Percent Change Over Prior Year															NA	11.45%	TBD	TBD		NA
Annual Base Rent (July - June)															\$23,559.72	\$24,079.08	\$24,079.08	24,271.80		\$32.82
Base Rent per SF															\$24.16	\$24.70	\$24.70	\$24.89		
Percentage Rent Paid															\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales															11.68%	10.71%	TBD	TBD		11.19%
SCHOONER WHARF BAR 202R William Street8,872 SF																				
GROSS SALES	\$2,144,975.66	\$2,711,314.35	\$2,943,592.70	\$3,311,161.51	\$3,631,672.82	\$3,559,688.00	\$3,631,467.93	\$3,753,666.59	\$3,811,182.91	\$3,744,990.58	\$4,220,754.70	\$4,747,081.17	\$5,100,967.67	\$4,987,676.18	\$4,671,897.71	\$5,051,225.95	\$5,020,237.15	918,323.47	10	
Percent Change Over Prior Year	NA	26.40%	8.57%	12.49%	9.68%	-1.98%	2.02%	3.36%	1.53%	-1.74%	12.70%	12.47%	7.45%	-2.22%	-6.33%	8.12%	-0.61%			6.13%
Annual Base Rent (Oct. - Sept.)	\$87,609.96	\$87,611.76	\$95,718.00	\$100,074.24	\$104,656.92	\$109,464.96	\$230,672.04	\$242,205.60	\$254,314.80	\$267,031.68	\$280,383.24	\$294,402.48	\$309,122.52	\$318,396.24	\$321,580.20	\$321,580.20	\$327,701.16			
Base Rent per SF	\$43.46	\$43.46	\$47.48	\$49.64	\$51.91	\$54.30	\$26.00	\$27.30	\$28.66	\$30.10	\$31.60	\$33.18	\$34.84	\$35.89	\$36.25	\$36.25	\$36.94			\$38.07
Percentage Rent Paid	\$60,317.76	\$60,317.29	\$76,098.62	\$94,011.76	\$108,435.40	\$100,046.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Total Rent as % of Sales	6.90%	5.46%	5.84%	5.86%	5.87%	5.89%	6.35%	6.45%	6.67%	7.13%	6.64%	6.20%	6.06%	6.38%	6.88%	6.37%	6.53%			6.72%
TURTLE KRAALS 1 Lands End Village9,630 SF																				
GROSS SALES	\$3,290,479.96	\$3,591,844.26	\$3,669,336.07	\$3,865,640.84	\$4,000,214.80	\$3,784,782.64	\$3,373,059.25	\$3,444,238.96	\$2,992,894.67	\$2,204,753.63	\$2,431,171.36	\$2,811,990.18	\$2,883,637.19	\$2,797,003.92	\$3,132,472.00	\$2,800,490.93	\$2,882,454.00	\$1,548,442.68	4	
Percent Change Over Prior Year	NA	9.16%	2.16%	5.35%	3.48%	-5.39%	-10.88%	2.11%	-13.10%	-26.33%	10.27%	15.66%	2.55%	-3.00%	11.99%	-10.60%	2.93%	TBD		-0.23%
Annual Base Rent (Apr. - Mar.)	\$97,467.36	\$97,467.36	\$97,467.36	\$97,467.36	\$193,014.00	\$196,671.72	\$202,578.00	\$209,465.76	\$213,864.48	\$223,050.84	\$223,050.84	\$228,191.04	\$229,194.00	\$235,382.28	\$235,382.28	\$246,080.28	\$242,431.68	\$371,610.00		
Base Rent per SF	\$22.78	\$22.78	\$22.78	\$22.78	\$45.12	\$45.97	\$47.35	\$21.27	\$21.72	\$22.65	\$22.65	\$23.18	\$23.80	\$24.44	\$24.44	\$25.55	\$25.17	\$38.59		\$27.95
Percentage Rent Paid	\$72,085.90	\$76,488.99	\$85,999.45	\$95,546.60	\$7,092.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales	5.15%	4.84%	5.00%	4.99%	5.00%	5.20%	6.01%	6.08%	7.15%	10.12%	9.17%	8.11%	7.95%	8.42%	7.51%	8.79%	8.41%	TBD		6.94%
WATERFRONT BREWERY 201 William Street18,942 SF																				
GROSS SALES																NA	\$2,752,542.23 (*)	\$1,041,193.00	9	
Percent Change Over Prior Year																NA	NA			NA
Annual Base Rent (Aug. - July)																\$397,782.00	\$398,577.60	\$402,962.04		\$21.02
Base Rent per SF																\$21.00	\$21.04			
Percentage Rent Paid																\$0.00	\$0.00			
Total Rent as % of Sales																NA	14.48%			NA
YOURS & MAYAN Lazy Way, Units A, A-1, B472 SF																				
GROSS SALES										\$105,134.54	\$146,284.19	\$210,437.35	\$231,711.05	\$267,250.00	\$260,434.00	\$298,580.00	\$334,861.00	\$237,051.25	4	
Percent Change Over Prior Year										NA	39.14%	43.86%	10.11%	15.34%	-2.55%	14.65%	12.15%	TBD		18.96%
Annual Base Rent (Mar. - Feb.)										\$14,748.00	\$23,990.40	\$25,189.92	\$26,449.56	\$27,584.52	\$28,592.52	\$28,790.28	\$28,809.72	\$28,809.72		
Base Rent per SF										\$43.76	\$50.83	\$53.37	\$56.04	\$58.44	\$60.58	\$61.00	\$61.04	\$61.04		\$56.23
Percentage Rent Paid										\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales										14.03%	16.40%	11.97%	11.41%	10.32%	10.98%	9.64%	8.60%	TBD		11.67%

(*) Less than 12 months

TBD - To be determined