

KWB Rent & Gross Sales Comparison Report
2000-2018

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	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	1.3	2.1	2.5		2.6	
AER PHOTOGRAPHY Lazy Way, Unit F 426 SF																						
GROSS SALES												\$25,680.00	\$18,703.62	\$57,045.50	\$62,236.87	\$51,736.35	\$51,241.85	\$49,439.55	\$66,238.81	\$21,795.00	7	
Percent Change Over Prior Year												NA	-27.17%	205.00%	-16.87%	-0.96%	-3.52%	9.10%	33.98%	TBD	33.12%	
Annual Base Rent (July - June)												\$14,058.00	\$14,760.96	\$15,204.00	\$15,659.76	\$15,972.96	\$16,005.00	\$16,133.04	\$16,407.24	\$16,882.44		
Base Rent per SF												\$33.00	\$34.65	\$35.69	\$36.76	\$37.50	\$37.87	\$38.51	\$39.63	\$39.63	\$42.22	
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												54.74%	78.92%	26.65%	25.16%	30.87%	31.23%	32.63%	24.77%	TBD	56.04%	
B.O.'S FISH WAGON 801 Caroline Street 1,816 SF																			1 mo rent abate			
GROSS SALES	\$314,342.72	\$255,637.88	\$334,376.88	\$358,666.00	\$337,989.00	\$465,270.00	\$527,955.00	\$558,596.25	\$696,708.19	\$898,248.50	\$1,084,353.85	\$1,235,805.62	\$1,218,070.00	\$1,119,106.52	\$1,081,353.10	\$1,196,105.01	\$1,069,769.62	1,072,923.65	978,609.58		12	
Percent Change Over Prior Year	NA	-18.68%	30.80%	7.26%	-5.76%	27.66%	13.47%	5.80%	24.72%	28.93%	20.72%	13.97%	-1.44%	-8.12%	-3.77%	10.61%	-10.56%	0.29%	-8.79%	TBD	9.75%	
Annual Base Rent (Oct. - Sept.)	\$12,230.04	\$12,841.92	\$13,485.00	\$14,157.00	\$14,865.96	\$15,609.24	\$16,413.00	\$17,204.04	\$18,071.04	\$18,973.44	\$19,922.16	\$20,918.28	\$21,964.20	\$22,623.12	\$20,800.00	\$72,003.60	\$72,147.60	\$73,302.00	\$68,537.37	\$74,768.04		
Base Rent per SF	\$7.19	\$7.55	\$7.93	\$8.33	\$8.74	\$9.18	\$9.65	\$10.12	\$10.63	\$11.16	\$11.72	\$12.30	\$12.92	\$13.31	\$43.62	\$44.36	\$39.73	\$40.36	\$37.74	\$41.17	\$18.17	
Percentage Rent Paid	\$6,630.16	\$1,853.27	\$6,577.61	\$6,656.20	\$4,670.10	\$12,306.96	\$15,287.58	\$16,311.74	\$23,732.53	\$34,921.47	\$45,139.07	\$53,230.66	\$53,230.06	\$44,523.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales	6.00%	5.75%	6.00%	5.80%	5.78%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.17%	6.00%	6.55%	6.02%	6.74%	6.83%	7.00%	TBD	6.85%	
BUMBLE BEE SILVER CO. 201 William Street, Suite 110 112 SF																						
GROSS SALES															\$118,589.58	\$69,054.05	\$71,940.54	\$77,374.91	81,261.63	106,059.29	12	
Percent Change Over Prior Year															NA	-41.77%	4.18%	7.55%	5.02%	30.52%	TBD	-8.34%
Annual Base Rent (Oct. - Sept.)															\$18,000.00	\$18,489.12	\$18,489.12	\$18,526.20	\$18,822.72	\$19,199.16	\$19,679.16	
Base Rent per SF															\$160.71	\$162.32	\$165.08	\$165.41	\$168.06	\$171.42	\$175.71	\$205.40
Percentage Rent Paid															\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales															15.18%	26.33%	25.70%	23.94%	23.16%	18.10%	TBD	28.58%
CAPTAIN QUICK DRY Lazy Way, Unit H 452 SF																						
GROSS SALES								\$150,205.51	\$185,955.48	\$217,397.57	\$351,743.80	\$325,621.59	\$345,982.70	\$370,904.40	\$385,797.91	\$456,464.05	\$247,855.95	\$202,547.02	\$5			
Percent Change Over Prior Year								NA	23.80%	16.91%	61.80%	-7.43%	6.25%	7.20%	4.02%	18.32%	-45.70%	TBD	18.70%			
Annual Base Rent (April - March)								\$14,463.96	\$15,187.20	\$15,946.56	\$16,743.84	\$17,581.08	\$18,107.16	\$18,469.32	\$18,672.48	\$18,672.48	\$19,083.36	\$19,636.80	\$19,636.80	\$19,636.80		
Base Rent per SF								\$32.00	\$33.60	\$35.28	\$37.04	\$38.90	\$40.06	\$40.86	\$41.31	\$41.31	\$42.22	\$43.44	\$43.44	\$43.44	\$37.82	
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		
Total Rent as % of Sales								9.63%	8.17%	7.34%	6.00%	6.00%	5.99%	5.11%	6.53%	5.67%	7.78%	TBD	7.55%			
CONCH ELECTRIC CARS Ferry Terminal Building 718 SF																						
GROSS SALES						\$76,599.38	\$225,600.74	\$274,379.12	\$166,512.32	\$167,625.08	\$234,634.71	\$185,873.00	\$263,221.61	\$211,622.20	\$242,581.16	\$407,276.03	\$333,785.61	\$340,730.00	\$397,855.00	\$362,040.51	4	
Percent Change Over Prior Year						NA	194.52%	21.62%	-39.31%	0.67%	39.98%	-20.78%	41.61%	-15.60%	14.63%	67.89%	-18.04%	2.08%	16.77%	TBD	25.93%	
Annual Base Rent (April - March)						\$13,652.04	\$14,334.60	\$15,051.36	\$15,803.88	\$16,594.08	\$16,594.08	\$17,427.24	\$17,427.24	\$18,828.60	\$19,393.44	\$19,781.52	\$19,781.28	\$12,596.16	\$12,873.36	\$13,195.08		
Base Rent per SF						\$19.01	\$19.96	\$20.96	\$22.01	\$23.11	\$23.11	\$24.27	\$24.27	\$26.22	\$27.01	\$27.55	\$27.55	\$17.54	\$17.93	\$18.38	\$13.59	
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	\$246.86	\$7,847.64	\$916.38	\$0.00		
Total Rent as % of Sales						17.82%	6.35%	5.49%	9.49%	9.90%	7.07%	9.38%	6.62%	8.90%	7.99%	4.86%	6.00%	6.00%	3.47%	TBD	9.62%	
CONCH REPUBLIC SEAFOOD 631 Greene Street 16,289 SF																						
GROSS SALES	\$4,531,263.21	\$5,143,096.92	\$5,785,549.38	\$6,104,553.82	\$6,861,344.13	\$6,847,729.91	\$7,243,386.20	\$8,487,152.94	\$9,649,680.70	\$9,337,047.92	\$9,859,580.78	\$9,800,104.41	\$10,823,968.00	\$11,182,431.80	\$11,655,560.64	\$12,017,911.60	\$12,397,381.53	\$12,579,187.37	\$10,676,551.73	\$9,364,293.66	4	
Percent Change Over Prior Year	NA	13.50%	12.49%	5.51%	12.40%	-0.20%	5.78%	17.17%	13.70%	-3.24%	5.60%	10.45%	3.31%	4.23%	3.11%	3.16%	1.47%	1.47%	-15.13%	TBD	6.74%	
Annual Base Rent (May - April)	\$256,249.92	\$262,398.48	\$271,320.12	\$275,661.24	\$283,931.04	\$289,325.76	\$298,873.56	\$309,035.28	\$316,761.36	\$329,748.36	\$330,078.12	\$338,990.28	\$344,414.16	\$354,746.64	\$360,772.08	\$366,189.00	\$369,117.48	\$371,701.32	\$379,507.08	\$570,114.96		
Base Rent per SF	\$15.73	\$16.11	\$16.66	\$16.92	\$17.43	\$17.76	\$18.35	\$18.97	\$19.45	\$20.24	\$20.81	\$21.14	\$21.78	\$22.15	\$22.48	\$22.66	\$22.82	\$23.30	\$23.30	\$35.00	\$19.54	
Percentage Rent Paid	\$0.00	\$0.00	\$17,957.35	\$29,566.45	\$59,136.17	\$53,060.74	\$63,295.75	\$115,322.37	\$165,722.92	\$137,104.04	\$162,900.92	\$151,014.94	\$196,784.23	\$204,374.95	\$211,925.22	\$234,706.58	\$250,751.60	\$257,258.05	\$154,320.51	\$0.00		
Total Rent as % of Sales	5.66%	5.10%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.91%	5.00%	5.00%	5.00%	5.00%	TBD	5.33%	
CUBAN COFFEE QUEEN 284 Margaret Street 208 SF																						
GROSS SALES											\$179,232.96	\$368,657.28	\$566,511.00	\$732,130.40	\$866,784.91	\$832,180.69	\$797,832.69	885,110.76	848,338.36	205,641.01	9	
Percent Change Over Prior Year											NA	105.69%	53.67%	29.23%	18.39%	-3.99%	-4.13%	10.94%	-4.15%	TBD	41.96%	
Annual Base Rent (Sept. - Aug.)											\$8,700.00	\$9,135.00	\$9,591.72	\$9,879.48	\$9,998.04	\$42,000.00	\$42,000.00	\$42,630.00	\$43,563.96	\$44,569.92		
Base Rent per SF											\$41.83	\$43.92	\$46.11	\$47.50	\$48.07	\$201.92	\$201.92	\$204.95	\$209.44	\$214.28	\$90.18	
Percentage Rent Paid											\$2,053.98	\$12,984.44	\$24,398.00	\$34,048.32	\$42,009.05	\$7,930.84	\$5,869.96	\$10,476.65	\$7,336.34	\$0.00		
Total Rent as % of Sales											6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	TBD	7.00%	
DRAGONFLY KEY WEST Lazy Way, Unit G 326 SF																						
GROSS SALES											\$86,332.54	\$140,218.68	\$110,570.50	\$142,027.00	\$129,411.47	\$109,717.48	\$116,028.75	\$108,247.55	\$107,679.52	\$87,474.99	3	
Percent Change Over Prior Year											NA	62.42%	-21.14%	28.45%	-8.88%	-5.71%	5.75%	-4.71%	-0.52%	TBD	6.38%	
Annual Base Rent (Mar. - Feb.)											\$11,736.00	\$12,322.80	\$12,939.00	\$13,584.48	\$14,263.68	\$14,691.60	\$14,918.40	\$14,918.40	\$15,276.48	\$15,643.08		
Base Rent per SF											\$36.00	\$37.80	\$39.69	\$41.67	\$43.75	\$45.07	\$45.76	\$45.76	\$45.76	\$47.08	\$41.94	
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											13.59%	8.79%	11.70%	9.56%	11.02%	13.39%	12.86%	13.78%	13.85%	17.46%	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	2018	2019	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	1.3	2.1	2.5		2.6	
FISHERMAN'S CAFÉ 128 SF Lazy Way, Unit C Lazy Way, Unit D GROSS SALES Percent Change Over Prior Year Annual Base Rent: Unit C (Jun. - May) Unit D (Sep. - Aug.) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales																	\$205,838.19 NA \$9,807.72 \$16,028.40 \$64.27 \$0.00 12.55%	\$342,669.75 66.48% \$9,915.60 \$10,133.76 \$16,769.52 \$64.88 7.61%	\$364,445.49 6.35% \$10,427.64 \$16,166.04 \$16,769.52 \$66.61 7.38%	\$317,209.10 TBD \$10,427.64 \$17,155.20 \$68.61 \$0.00 TBD	4	NA \$64.57 20.16%
HALF SHELL RAW BAR 231 Margaret Street 9,715 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (Apr. - Mar.) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales	\$217,384.97 (*)	\$4,289,144.54 NA \$210,000.00 \$23.02 \$23.02 \$0.00 96.60%	\$4,367,220.47 1873.06% \$210,000.00 \$23.02 \$23.02 \$4,457.23 5.00%	\$4,384,836.78 0.40% \$210,000.00 \$23.02 \$23.02 \$8,361.02 5.00%	\$4,506,664.41 2.78% \$219,241.80 \$24.03 \$26.63 \$6,091.42 5.00%	\$4,179,259.63 -7.26% \$223,366.44 \$24.49 \$25.22 \$0.00 5.34%	\$3,801,370.18 -9.04% \$230,067.48 \$26.63 \$27.77 \$0.00 6.05%	\$3,876,417.73 1.97% \$237,889.80 \$26.08 \$27.77 \$0.00 6.14%	\$3,854,934.16 -0.55% \$242,885.52 \$26.63 \$27.77 \$0.00 6.30%	\$3,627,837.73 -5.89% \$253,329.60 \$27.77 \$28.41 \$0.00 6.98%	\$3,913,204.26 7.87% \$253,329.60 \$27.77 \$28.41 \$0.00 6.47%	\$3,834,622.50 -2.01% \$259,156.08 \$29.18 \$29.96 \$0.00 6.76%	\$3,884,828.49 1.31% \$266,153.28 \$29.18 \$29.96 \$0.00 6.85%	\$3,593,217.48 -7.51% \$273,339.48 \$28.96 \$28.98 \$0.00 7.61%	\$4,640,935.82 29.16% \$281,539.68 \$28.98 \$29.19 \$0.00 6.07%	\$4,978,708.51 7.28% \$283,580.88 \$28.98 \$29.19 \$26,918.69 6.00%	\$5,174,992.86 3.94% \$283,580.88 \$28.98 \$29.19 \$18,244.98 6.00%	\$5,082,420.96 -1.79% \$286,700.28 \$29.51 \$30.16 \$4,984.97 6.00%	\$4,966,544.89 -2.28% \$300,332.88 \$30.91 \$0.00 TBD	\$3,489,121.04 TBD \$303,332.88 \$30.91 \$0.00 TBD	4	118.47% \$24.94 11.70%
HAMMERHEAD SURF SHOP 201 William Street, Unit B 1,006 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (May - April) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales														\$322,468.33 (*)	\$449,354.11 NA \$32,607.96 \$32.41 \$0.00 10.11%	\$512,139.27 13.97% \$32,966.64 \$32.77 \$0.00 6.44%	\$541,630.08 5.76% \$34,203.96 \$34.56.08 \$34.99 \$0.00 6.32%	\$642,435.68 18.61% \$34,546.08 \$35,202.36 \$34.34 \$4,000.06 6.00%	\$592,959.76 -7.70% \$36,188.04 \$35.97 \$375.23 6.00%	\$477,975.75 TBD \$36,188.04 \$35.97 \$0.00 TBD	4	25.90% \$33.19 7.53%
KEY WEST ARTWORKS 201 William Street, Unit A 722 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (Jan. - Dec) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales								\$158,077.07 NA \$20,216.04 \$28.00 \$0.00 12.79%	\$68,808.85 -56.47% \$21,226.80 \$29.40 \$0.00 30.85%	\$60,824.46 -11.60% \$22,288.20 \$30.87 \$0.00 36.64%	\$55,649.03 -8.51% \$23,402.52 \$32.41 \$0.00 42.05%	\$106,785.85 91.89% \$24,572.64 \$34.03 \$0.00 23.01%	\$136,238.91 27.58% \$25,804.32 \$35.74 \$0.00 18.94%	\$136,438.84 0.15% \$26,578.44 \$36.81 \$0.00 19.48%	\$147,651.15 8.22% \$27,003.72 \$37.40 \$0.00 18.29%	\$173,480.12 17.49% \$27,003.72 \$37.40 \$0.00 15.57%	\$169,468.05 -2.31% \$27,381.84 \$37.52 \$0.00 16.16%	149,122.83 -12.01% \$28,066.44 \$38.87 \$0.00 18.82%	96,386.74 TBD \$28,655.88 \$38.87 \$0.00 TBD	4	7.64% \$37.89 28.07%	
KEY WEST BAIT & TACKLE 241, 251A & 251B Margaret St. 3,444 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (Jun. - May) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales	\$155,297.98 NA \$17,364.00 \$17.36 \$0.00 11.18%	\$144,760.54 -6.79% \$18,233.04 \$18.23 \$0.00 12.60%	\$113,261.83 -21.76% \$19,143.96 \$19.14 \$0.00 16.90%	\$116,205.60 2.60% \$20,100.96 \$20.10 \$0.00 17.30%	\$154,686.01 33.11% \$21,106.56 \$21.11 \$0.00 13.64%	\$257,930.54 (*) 66.74% \$22,161.84 \$22.16 \$0.00 8.59%	\$261,015.07 1.20% \$22,161.84 \$22.16 \$0.00 8.49%	\$283,895.44 8.77% \$38,963.76 \$38.96 \$0.00 13.72%	\$342,709.00 20.72% \$40,659.96 \$29.57 \$0.00 11.86%	\$427,616.00 24.78% \$42,693.00 \$29.57 \$0.00 9.98%	\$498,230.18 16.51% \$44,827.80 \$31.04 \$0.00 9.00%	\$608,756.77 22.18% \$47,069.04 \$32.60 \$0.00 7.73%	\$730,590.03 20.01% \$50,322.36 \$34.85 \$0.00 6.89%	\$777,502.81 6.42% \$51,832.08 \$35.80 \$0.00 6.67%	\$776,290.67 -0.16% \$52,765.08 \$36.54 \$0.00 6.80%	\$1,018,765.34 31.24% \$104,353.20 \$30.30 \$0.00 10.24%	\$1,140,917.51 11.99% \$105,396.84 \$30.91 \$0.00 9.24%	\$1,069,941.94 -6.22% \$106,450.80 \$30.91 \$0.00 9.95%	\$949,010.60 -11.30% \$108,153.96 \$31.40 \$0.00 11.40%	\$484,947.13 TBD \$111,290.40 \$32.11 \$0.00 TBD	6	14.85% \$27.76 11.22%
KEY WEST ICE CREAM 201 William Street, Unit C 1,001 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (Apr. - Mar.) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales																NA NA \$34,064.04 \$34.03 \$0.00 TBD	NA NA \$34,064.04 \$34.03 \$0.00 TBD	NA NA \$34,438.80 \$34.40 \$0.00 TBD	NA NA \$35,196.48 \$35.16 \$0.00 TBD	NA NA \$36,076.32 \$36.04 \$0.00 TBD		NA \$34.15 NA
LOCAL COLOR 274 Margaret Street 3,048 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (July - June) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales	\$661,586.00 NA \$23,838.84 \$20.82 \$15,856.26 6.00%	\$881,088.00 33.18% \$24,910.68 \$21.76 \$27,950.10 6.00%	\$878,113.50 -0.34% \$26,037.24 \$22.74 \$26,649.57 6.00%	\$1,116,392.00 27.14% \$25,216.08 \$22.02 \$39,766.92 5.82%	\$1,335,013.00 19.58% \$26,468.04 \$23.12 \$53,632.74 6.00%	\$1,453,633.00 8.89% \$63,660.24 \$20.89 \$18,804.36 5.67%	\$1,502,122.43 3.34% \$63,658.20 \$20.89 \$26,467.11 6.00%	\$1,381,407.28 -8.04% \$94,801.80 \$31.10 \$19,226.34 6.91%	\$1,372,270.57 -0.66% \$94,801.80 \$31.10 \$0.00 8.20%	\$1,155,864.87 -15.77% \$94,801.80 \$31.10 \$0.00 7.73%	\$1,228,975.34 6.33% \$95,032.68 \$32.74 \$0.00 7.27%	\$1,372,129.30 11.65% \$104,773.56 \$34.37 \$0.00 6.80%	\$1,541,744.04 12.36% \$107,916.72 \$35.41 \$0.00 6.94%	\$1,554,902.48 0.85% \$110,087.04 \$36.12 \$0.00 8.07%	\$1,373,228.19 -0.67% \$110,093.76 \$36.12 \$0.00 8.02%	\$1,283,748.73 -6.52% \$110,093.76 \$36.19 \$0.00 8.59%	\$1,225,640.01 -4.53% \$111,195.96 \$36.48 \$0.00 9.07%	\$1,064,325.22 -13.16% \$113,086.80 \$37.10 \$0.00 10.63%	\$319,208.83 NA \$116,366.28 \$38.18 \$0.00 TBD	8	4.74% \$28.55 7.36%	
LOST REEF DIVE SHOP 261 Margaret Street 1,801 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (Dec. - Nov.) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales											\$275,875.82 NA \$48,162.00 \$26.74 \$0.00 17.46%	\$386,251.24 40.01% \$50,570.16 \$28.08 \$0.00 13.09%	\$419,664.48 8.65% \$53,098.56 \$29.48 \$0.00 12.65%	\$451,736.13 7.64% \$54,691.56 \$30.37 \$0.00 12.11%	\$525,813.45 16.40% \$55,511.88 \$31.97 \$0.00 10.56%	\$695,420.87 32.26% \$57,182.40 \$31.75 \$0.00 8.22%	\$630,991.79 -9.26% \$57,582.92 \$31.97 \$0.00 9.13%	\$536,607.23 -14.96% \$58,791.96 \$32.64 \$0.00 10.96%	\$02,983.68 -6.27% \$60,026.52 \$33.33 \$0.00 11.93%	TBD NA \$60,026.52 \$33.33 \$0.00 TBD	12	16.15% \$30.73 15.70%
MCGRAIL & ROWLEY 255 Margaret Street 1,612 SF GROSS SALES Percent Change Over Prior Year Annual Base Rent (Jun. - May.) Base Rent per SF Percentage Rent Paid Total Rent as % of Sales																		NA \$48,360.00 \$30.00 TBD	NA \$49,762.44 \$30.87 TBD			0.00% \$4.29 0.00%

KWB Rent & Gross Sales Comparison Report
2000-2018

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	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	1.3	2.1	2.5			2.6
GOOD DAY ON A HAPPY PLANET 907 Caroline Street 975 SF																						
GROSS SALES															\$201,736.07 (*)	\$224,830.27	\$147,903.20	276,520.44	140,293.74	124,323.99	7	
Percent Change Over Prior Year															NA	11.45%	-26.68%	37.07%	-30.46%	TBD		NA
Annual Base Rent (July - June)															\$23,559.72	\$24,079.08	\$24,079.08	24,271.80	24,684.36	34,125.00		
Base Rent per SF															\$24.16	\$24.70	\$24.70	\$24.89	\$25.32	\$35.00		\$32.82
Percentage Rent Paid															\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales															11.68%	10.71%	16.28%	8.78%	17.59%	TBD		23.72%
SCHOONER WHARF BAR 202R William Street 8,872 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	5,137,209.75	5,069,394.28	1,409,661.50	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%	2.33%	-1.32%	TBD		6.28%
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	\$338,169.72	\$344,933.04	\$353,556.48		
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	\$38.12	\$38.88	\$39.85		\$40.32
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	\$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%	6.58%	6.80%	TBD		7.13%
TURTLE KRAALS 1 Lenoir End Village 12,387 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	\$2,721,886.71	\$2,596,676.47	\$1,740,999.07	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%	-5.57%	-4.60%	TBD		-0.58%
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	\$379,785.48	\$389,280.00		
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	\$18.50	\$19.00	\$19.00	\$19.87	\$19.57	\$30.00	\$30.66	\$31.43		\$25.94
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	\$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%	13.65%	14.63%	TBD		7.74%
WATERFRONT BREWERY 201 William Street 18,942 SF																						
GROSS SALES																NA	\$2,752,542.23 (*)	\$4,778,475.00	\$4,282,849.00	\$1,804,033.00	7	NA
Percent Change Over Prior Year																NA	NA	73.60%	-10.37%	TBD		
Annual Base Rent (Aug. - July)																\$397,782.00	\$398,577.60	\$402,962.04	\$410,618.16	\$421,704.84		
Base Rent per SF																\$21.00	\$21.04	\$21.27	\$21.68	\$22.26		
Percentage Rent Paid																\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales																NA	14.48%	14.64%	14.92%	TBD		NA
YOURS & MAYAN Lazy Way, Units A, A-1, B 472 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	\$355,236.25	\$293,897.00	\$284,748.00	2	
Percent Change Over Prior Year										NA	39.14%	43.86%	10.11%	15.34%	-2.55%	14.65%	12.15%	6.08%	-17.27%	TBD		19.82%
Annual Base Rent (Mar. - Feb.)										\$14,748.00	\$23,990.40	\$25,189.92	\$26,449.56	\$27,584.52	\$28,592.52	\$28,809.28	\$28,809.72	\$28,809.72	\$29,501.16	\$30,209.16		
Base Rent per SF										\$43.76	\$50.83	\$53.37	\$56.04	\$58.44	\$60.58	\$61.00	\$61.04	\$61.04	\$62.50	\$64.00		
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		
Total Rent as % of Sales										14.03%	16.40%	11.97%	11.41%	10.32%	10.98%	9.64%	8.60%	8.11%	10.04%	TBD		11.67%

(*) Less than 12 months

TBD - To be determined