

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	2018	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				2.3
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		12	
Percent Change Over Prior Year												NA	-27.17%	205.00%	9.10%	-16.87%	-0.96%	-3.52%	TBD	33.12%	
Annual Base Rent (July - June)												\$14,058.00	\$14,760.96	\$15,204.00	\$15,659.76	\$16,005.00	\$16,133.04	\$16,133.04			
Base Rent per SF												\$33.00	\$34.65	\$35.69	\$36.76	\$37.50	\$37.87	\$37.87		\$42.22	
Percentage Rent Paid												\$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%	TBD	56.04%	
B.O.'S FISH WAGON																					
801 Caroline Street	1,816 SF																			4	
GROSS SALES												\$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	810,439.66	9.73%	
Percent Change Over Prior Year												20.72%	13.97%	-1.44%	10.61%	3.37%	10.56%	TBD			
Annual Base Rent (Oct. - Sept.)												\$19,922.16	\$20,918.28	\$21,964.20	\$22,623.12	\$20,800.00	\$72,147.60	\$73,302.00	\$73,302.00		
Base Rent per SF												\$11.72	\$11.72	\$12.92	\$13.31	\$43.62	\$44.36	\$39.73	\$40.36	\$18.17	
Percentage Rent Paid												\$45,139.07	\$53,230.66	\$53,230.66	\$44,523.27	\$0.00	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales												6.00%	6.00%	6.17%	6.00%	6.55%	6.02%	6.74%	TBD	6.43%	
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	35,238.40		7	
Percent Change Over Prior Year														NA	-41.77%	4.18%	7.55%	TBD		-10.01%	
Annual Base Rent (Oct. - Sept.)														\$18,000.00	\$18,180.00	\$18,489.12	\$18,526.20	\$18,822.72			
Base Rent per SF														\$160.71	\$162.32	\$165.08	\$165.41	\$168.06		\$205.40	
Percentage Rent Paid														\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Total Rent as % of Sales														15.18%	26.33%	25.70%	23.94%	TBD		22.79%	
CAPTAIN QUICK DRY																					
Lazy Way, Unit H	452 SF																				
GROSS SALES																					
Percent Change Over Prior Year																					
Annual Base Rent (April - March.)																					
Base Rent per SF																					
Percentage Rent Paid																					
Total Rent as % of Sales																					
CONCH ELECTRIC CARS																					
Ferry Terminal Building	718 SF																				
GROSS SALES																					
Percent Change Over Prior Year																					
Annual Base Rent (April - March)																					
Base Rent per SF																					
Percentage Rent Paid																					
Total Rent as % of Sales																					
CONCH REPUBLIC SEAFOOD																					
633 Greene Street	14,919 SF																				
GROSS SALES																					
Percent Change Over Prior Year																					
Annual Base Rent (June - May)																					
Base Rent per SF																					
Percentage Rent Paid																					
Total Rent as % of Sales																					
CUBAN COFFEE QUEEN																					
284 Margaret Street	208 SF																				
GROSS SALES																					
Percent Change Over Prior Year																					
Annual Base Rent (Sept. - Aug.)																					
Base Rent per SF																					
Percentage Rent Paid																					
Total Rent as % of Sales																					
DRAGONFLY KEY WEST																					
Lazy Way, Unit G	326 SF																				
GROSS SALES																					
Percent Change Over Prior Year																					
Annual Base Rent (Mar. - Feb.)																					
Base Rent per SF																					
Percentage Rent Paid																					
Total Rent as % of Sales																					

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	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	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				2.3
FISHERMAN'S CAFÉ																					
Lazy Way, Unit C	128 SF																				
Lazy Way, Unit D	274 SF																				
GROSS SALES																	\$205,838.19	\$342,669.75	\$106,766.83	9	NA
Percent Change Over Prior Year																	NA	66.48%	TBD		
Annual Base Rent:																					
Unit C (April - March)																	\$9,807.72	\$9,915.60	\$10,133.76		
Unit D (Sept. - Aug.)																	\$16,028.40	\$16,166.04	\$16,408.56		
Base Rent per SF																	\$64.27	\$64.88	\$66.03		\$64.57
Percentage Rent Paid																	\$0.00	\$0.00	\$0.00		
Total Rent as % of Sales																	12.55%	7.61%	TBD		20.16%
HALF SHELL RAW BAR																					
231 Margaret Street	9,715 SF																				
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	\$5,082,420.96	\$1,393,273.26	9	
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%	-1.79%	TBD	118.47%	
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	\$293,007.72		
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	\$28.98	\$29.19	\$29.19	\$29.51	\$30.16	\$24.94	
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	\$18,244.98	\$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%	6.00%	TBD	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																					
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																					
KEY WEST BAIT & TACKLE																					
241, 251A & 251B Margaret St.	3,444 SF																				
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	\$1,069,941.94	\$101,639.80	11	
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%	-6.22%	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	\$108,153.96		
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	\$31.40	\$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	\$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	TBD	10.64%	
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																					
LOCAL COLOR																					
274 Margaret Street	3,048 SF																				
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	\$1,225,640.01		12	
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%	-4.53%	NA	4.74%	
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	\$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%	9.07%	TBD	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																					
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																					

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	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	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				2.3
GOOD DAY ON A HAPPY PLANET 907 Caroline Street 975 SF																					
GROSS SALES															\$201,736.07 (*)	\$224,830.27	\$147,903.20	233,957.61		2	
Percent Change Over Prior Year															NA	11.45%	-26.68%	TBD			NA
Annual Base Rent (July - June)															\$23,559.72	\$24,079.08	\$24,079.08	24,271.80			
Base Rent per SF															\$24.16	\$24.70	\$24.70	\$24.89			\$32.82
Percentage Rent Paid															\$0.00	\$0.00	\$0.00	\$0.00			
Total Rent as % of Sales															11.68%	10.71%	16.28%	TBD			19.33%
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	4,066,013.26		4	
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%	TBD			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	\$338,169.72			
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			\$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			
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%	TBD			6.72%
TURTLE KRAALS 1 Lands 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	\$776,011.99	9	
Percent Change Over Prior Year	NA	9.16%	2.10%	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%	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		
Base Rent per SF	\$22.78	\$22.78	\$22.78	\$22.78	\$45.12	\$45.97	\$47.35	\$21.27	\$21.72	\$22.65	\$23.18	\$23.18	\$18.50	\$19.00	\$19.00	\$19.87	\$19.57	\$30.00	\$30.66		\$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		
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%	TBD		7.74%
WATERFRONT BREWERY 201 William Street 18,942 SF																					
GROSS SALES																					
Percent Change Over Prior Year																NA	\$2,752,542.23 (*)	\$4,319,088.00		1	
Annual Base Rent (Aug. - July)																NA		NA			NA
Base Rent per SF																\$397,782.00	\$398,577.60	\$402,962.04			\$31.66
Percentage Rent Paid																\$21.00	\$21.04	\$21.27			
Total Rent as % of Sales																\$0.00	\$0.00	\$0.00			NA
YOURS & MAYAN Lazy Way, Units A, A-1, B 472 SF																					
GROSS SALES																					
Percent Change Over Prior Year										\$105,134.54	\$146,284.19	\$210,437.35	\$231,711.05	\$267,250.00	\$260,434.00	\$298,580.00	\$334,861.00	\$318,937.25	\$95,192.00	10	
Annual Base Rent (Mar. - Feb.)										NA	39.14%	43.86%	10.11%	15.34%	-2.55%	14.65%	12.15%	-4.76%	TBD		18.28%
Base Rent per SF										\$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	\$29,501.16		
Percentage Rent Paid										\$43.76	\$50.83	\$53.37	\$56.04	\$58.44	\$60.58	\$61.00	\$61.04	\$61.04	\$62.50		\$56.23
Total Rent as % of Sales										\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
										14.03%	16.40%	11.97%	11.41%	10.32%	10.98%	9.64%	8.60%	9.03%	TBD		11.67%

(*) Less than 12 months

TBD - To be determined