

KWB Rent & Gross Sales Comparison Report 2000-2018

[illegible]

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	2020	2021	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	1.8				2.7	
FISHERMAN'S CAFE																									
Lazy Way, Unit C 128 SF																									
Lazy Way, Unit D 274 SF																									
GROSS SALES																	\$205,838.19	\$342,669.75	\$364,445.49	\$486,431.95	\$365,382.06		12	NA	
Percent Change Over Prior Year																	NA	66.48%	66.48%	33.47%	-24.89%				
Annual Base Rent:																									
Unit C (Jun. - May)																	59,807.72	59,915.60	\$10,133.76	\$10,594.44	\$10,658.04				
Unit D (Sep. - Aug.)																	\$16,028.40	\$16,166.04	\$16,769.52	\$17,155.20	\$17,446.80				
Base Rent per SF																	\$64.27	\$64.88	\$66.92	\$69.03	\$69.91			564.57	
Percentage Rent Paid																	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
Total Rent as % of Sales																	12.55%	7.61%	7.38%	5.70%	7.69%			20.16%	
HALF SHELL RAW BAR																									
231 Margaret Street 9,715 SF																									
GROSS SALES	\$217,384.97 (*)	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%	-2.28%	17.45%	-5.70%	TBD	6	118.47%
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%	-2.28%	17.45%	-5.70%	TBD			
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	\$259,156.08	\$266,153.28	\$273,339.48	\$281,539.68	\$283,580.88	\$283,580.88	\$286,700.28	\$293,007.72	\$300,332.88	\$306,339.48	\$307,258.56				
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	\$29.51	\$30.16	\$30.91	\$31.53	\$31.63			\$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	\$4,984.97	\$49,790.59	\$23,826.88	\$0.00			
Total Rent as % of Sales	96.60%	5.00%	5.00%	5.00%	5.00%	5.34%	6.89%	6.14%	6.30%	6.98%	6.47%	6.76%	6.85%	7.61%	6.07%	5.70%	6.00%	6.00%	6.00%	6.00%	6.00%	TBD		11.70%	
HAMMERHEAD SURF SHOP																									
201 William Street, Unit B 1,006 SF																									
GROSS SALES														22,468.33 (*)	\$449,354.11	\$512,139.27	\$541,630.08	\$491,968.48	\$592,959.76	\$609,822.51	\$517,462.45	\$293,348.92	7	16.64%	
Percent Change Over Prior Year														NA	39.35%	13.97%	5.75%	9.17%	20.53%	2.86%	-15.15%	TBD			
Annual Base Rent (May - April)														\$32,607.96	\$32,607.96	\$32,966.64	\$34,203.96	\$34,546.08	\$35,202.36	\$36,188.04	\$36,839.76	\$36,879.96			
Base Rent per SF														\$32.41	\$32.41	\$32.77	\$34.00	\$34.99	\$35.97	\$36.62	\$36.66			\$33.19	
Percentage Rent Paid														\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$401.31	\$0.00	\$0.00			
Total Rent as % of Sales														10.11%	7.26%	6.44%	6.32%	7.02%	6.00%	5.93%	7.12%	TBD		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																									
KEY WEST BAIT & TACKLE																									
241, 251A & 251B Margaret 3,444 SF																									
GROSS SALES	\$155,297.98	\$144,760.54	\$113,261.83	\$116,205.60	\$154,686.01	\$7,930.54 (*)	\$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	NA	NA	NA	\$949,010.60	NA	\$762,966.02	\$341,175.86	8	14.85%	
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%										
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	\$111,290.40	\$113,070.96	\$113,749.44			
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	\$36.89	\$36.54	\$30.40	\$30.91	\$31.40	\$32.83	\$33.03	\$33.03			\$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	\$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%	9.95%	11.40%	11.10%	14.82%	TBD		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																									
LOCAL COLOR																									
274 Margaret Street 3,048 SF																									
GROSS SALES	\$661,586.00	\$881,089.00	\$878,113.50	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	\$809,274.26	\$141,081.21	9	4.74%
Percent Change Over Prior Year	NA	33.18%	-0.34%																						
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	\$113,086.80	\$116,366.28	\$118,460.88	\$119,645.52			
Base Rent per SF	\$20.82	\$21.76	\$22.74	\$22.02	\$23.12	\$20.89	\$20.89	\$20.89	\$31.10	\$31.10	\$31.10	\$32.74	\$34.37	\$35.41	\$36.12	\$36.12	\$36.19	\$36.48	\$37.10	\$38.18	\$38.87	\$39.25		\$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	\$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%	10.63%	9.85%	14.64%	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																									
MAC'S SEA GARDEN																									
208 Margaret Street 1,689 SF																									
GROSS SALES	\$524,584.90	\$586,570.43	\$513,181.59	\$528,741.70	\$664,252.88	\$620,232.64	\$614,615.54	\$727,326.71	\$749,722.55	\$697,279.13	\$577,783.77	\$564,918.51	\$645,717.04	\$678,829.90	\$677,378.14	\$810,218.78	\$888,286.05	\$920,972.49	\$930,971.00	NA	\$63,723.85		5	9.98%	
Percent Change Over Prior Year	NA	11.82%	-12.51%	3.03%	19.60%	-8.91%	-0.91%	18.34%	3.08%	-7.00%	-17.14%	-2.23%	14.30%	5.13%	-0.21%	19.61%	8.64%	3.69%	1.09%						
Annual Base Rent (Mar. - Feb)	\$24,107.52	\$26,359.56	\$27,677.52	\$29,061.48	\$30,514.56	\$32,040.24	\$33,642.36	\$47,292.00	\$52,139.40	\$54,746.40	\$57,483.72	\$60,357.96	\$63,375.84	\$66,256.32	\$66,256.32	\$66,256.32	\$66,256.32	\$67,849.68	\$69,476.76	\$70,796.88	\$71,858.76				
Base Rent per SF	\$14.27	\$15.61	\$16.39	\$17.21	\$18.07	\$18.97	\$19.92	\$28.00	\$30.87	\$33.41															

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	2020	2021	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	1.8			5	2.7	
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	\$275,324.23	\$277,164.29	\$51,479.38			
Percent Change Over Prior Year															NA	11.45%	-26.68%	27.07%	-30.46%	36.48%	17.39%	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	\$34,773.36	\$35,295.00			
Base Rent per SF															\$24.16	\$24.70	\$24.70	\$24.89	\$25.32	\$35.00	\$35.66	\$36.20		\$32.82	
Percentage Rent Paid															\$0.00	\$0.00	\$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%	12.39%	12.55%	TBD		23.72%	
SCHOONER WHARF BAR 202R William Street 8,872 SF																									
GROSS SALES																			5,137,209.75	\$5,069,394.28	\$5,361,087.77	\$4,752,855.73		12	
Percent Change Over Prior Year																			2.33%	-1.32%	5.75%	-11.35%		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	\$109,464.96	\$109,464.96			
Base Rent per SF															\$43.46	\$43.46	\$47.48	\$49.64	\$51.91	\$54.30	\$54.30	\$54.30		\$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			
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%	7.13%
TURTLE KRAALS 1 Lands End Village 12,387 SF																									
GROSS SALES																									
Percent Change Over Prior Year																			2.93%	-5.57%	-4.60%	16.67%		-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			
Base Rent per SF															\$22.78	\$22.78	\$22.78	\$22.78	\$45.12	\$45.97	\$47.35	\$51.27		\$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			
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%
WATERFRONT BREWERY 201 William Street 18,942 SF																									
GROSS SALES																									
Percent Change Over Prior Year																									
Annual Base Rent (Aug. - July)																									
Base Rent per SF																									
Percentage Rent Paid																									
Total Rent as % of Sales																									
YOURS & MAYAN Luby Way, Units A, A-1, B 472 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																									

(*) Less than 12 months

TBD - To be determined