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| Income Capitalization Approach |

Methodology

The market valuation of the subject property is summarized in this section via the **Direct Capitalization Method** of the Income Approach. In applying the Direct Capitalization Method, two components are necessary in arriving at an estimate of net operating income: potential revenues and projected operating expenses; with the difference resulting in net operating income. Value is then derived by dividing stabilized year's income by a market derived capitalization rate. Therefore, it is important to analyze both income and expenses for the subject property in terms of reasonability and their relative relationship to similar properties in the marketplace.

Potential Gross Rental Income

The first step in the Income Approach is to estimate the subject's potential gross income, which reflects its market rent if currently leased in the marketplace. The analysis is conducted on the basis of an annual dollar per square foot rental, which is then applied to the gross leasable area (GLA) of the property.

A review of current subject market trends indicates that typical single-tenant general commercial leases in the subject market area are written on a **triple net** rental basis. Triple net tenant rents include only the net base rent, with the tenant typically responsible for all building operating expenses (excluding management fees and reserves for capital expenditures. Hence, we have anticipated that all future rent for the subject would be payable on this basis.

Comparable Rent Analysis

In order to estimate the current market rent for the subject property, we conducted a survey of reasonably comparable tenant leases of general commercial buildings located in the immediate to expanded market area. The result of this survey is summarized on the preceding pages, along with a location map and photographs of the buildings relating to each lease comparable.

Rental Adjustments

Depending on market conditions, free rent, or other incentives are used to attract tenants. When applicable, the comparable rents are adjusted to reflect current market terms with an effective rent to the property owner.





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| **Rent Comparable Location Map** |
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|  |

Merge & Insert Rent Comp Photos or Write-ups

Comparable Rent Analysis

From our rental survey we selected leases of general commercial space most similar to the subject property. Overall, the comparables provide a reasonable basis for concluding a market rent for the subject property, and indicates adjusted annual triple net leases ranging from $17.21 to $27.55 per SF GLA. Overall, the market has remained stable to improving for general commercial properties, and therefore, the selected rent comparables were considered to be reasonable for use in comparison to the subject.

Merge & Insert Rent Comp Data Analysis Output

Additional Quantitative Analysis

As supplemental support, an adjustment grid for the comparable rents is provided as additional analysis following the summary chart. The comparables indicate an adjusted rents per square foot between $20.53 and $23.47 per SF GLA with an average rent of $22.01 per SF and median rent of $21.93 per SF. Note that a market conditions adjustment of 3.0% per year was applied in this analysis. The adjusted comparable rent range provides additional support for the following final market rent conclusion.

Subject Leasing Activity

None.

Or here is an example:

The subject property is currently 100% leased to Eye Health Northwest P.C. for a 10-year period which began in May 23, 2019. Annual contract rent began at $20,800 per month triple net ($32.32 / SF GLA), which is fixed for Years 1 to 3, and then escalates by CPI annually thereafter (limited maximum 3.0% annual rent escalations). Note that the landlord is responsible for structural maintenance and management fees. A copy of this related-party lease is provided in the Addenda. A rent roll for the subject property is provided below.



Based on the preceding, the tenant’s contract rent is considered below market with a measurable positive leasehold interest noted. Therefore, the value of fee simple interest is less than the leased fee interest. A valuation of the subject positive leasehold interest is provided at the end of the Reconciliation section.

Market Rent Conclusion

Based on the preceding discussions, it is concluded that the market rent for the subject property is reasonably supported near the lower end to mid-range values indicated by Rent Comps 1, 2 and 3 ($19.83, $19.67, and $25.48 per SF). Additional secondary consideration given to the adjusted average and median rent indicators ($22.01 and $21.93 per SF). Based on the preceding, we have **concluded to a market rent** for the subject property of **$\_\_\_\_\_\_ per SF GLA**.

Potential Gross Rental Income

Applying the market rent estimates results in an annual potential gross rental income of **$\_\_\_\_\_\_\_\_\_\_** ($\_\_\_\_\_ per SF GLA),as indicated in the following stabilized income and expense statement for the subject property (at the end of this section).

Vacancy and Credit Loss

This expense category accounts for the time period between tenants, as well as possible prolonged vacancies under slow market conditions. The assignment will reflect the probable vacancy during the economic life of the property.

Copy this paragraph directly from Market Analysis

The appraiser used **CoStar** to produce a search of the subject’s expanded and competing Mall 205 / Gateway / Clackamas-Milwaukie submarket for **restaurant / bar properties**. As of May 2019, report indicates an extremely low total sit-down restaurant / bar vacancy of 0.7% (7,732 SF out of 1,141,797 SF; 288 properties), with a 5-year average vacancy only a bit higher at 1.9%, but still indicating long-term tight market conditions. In tandem with strengthening market conditions, average asking rental rates for restaurants have exhibited an upward trend over the past 5 years. No new construction of restaurant / bar properties is underway, nor has any new inventory been completed in the past 12 months. The current surveyed average restaurant rent is $23.19 per SF, up from the 5-year average of $20.30 per SF per year NNN. However, these statistics can be sharply skewed by the available inventory at any given time, and may be fully reflective of the market as a whole.

Based on the subject's good suburban commercial location, as well as prevalent long-term market expectations, a **stabilized vacancy and credit loss** of **5.0%** is considered applicable for the subject property. The concluded rate is equivalent to 6 months of rent loss every 10 years.

Effective Gross Income

Based on the preceding, **effective gross rental income** for the subject property is estimated at **$\_\_\_\_\_\_\_\_\_\_** ($\_\_\_\_\_ per SF GLA).

Projected Operating Expenses

The market rent conclusion has been based on a typical triple net lease for general commercial properties similar in age to the subject, in which only professional management fees and a reserve allowance for the replacement of capital items are paid by the landlord. To estimate expenses applicable to the subject property on a stabilized basis, local suppliers have been contacted, and comparable properties have been analyzed.

Management Fees

A professional management fee is typically incurred to provide for periodic contact with the tenants, collection of rents, and supervision of required maintenance and replacement items. Conversations with representatives of property management companies in the market area indicate a range for professional management for general commercial properties of 2.0% to 3.0% of effective gross income depending on the property's size, lease structure, and rent levels. Considering the subject's modest size, quality, condition, and triple net lease structure, a management fee of **2.0% of effective gross income** is considered reasonable for use in this analysis.

Reserves for Replacement

Reserves are not typical annual cash expenditures, but rather, the annualized cost of major expense items in the future, such as repair or replacement of the heating and air-conditioning system, landscaping, paving, and roof cover. A reserve allowance must be established for the replacement of these components, which the owner may be responsible for replacing during the economic life of the building. The probable future cost of replacing and repairing these items is converted into an annual figure. The analysis estimates the amount of money which must be set aside on an annual basis in an interest-bearing account to have adequate funds to repair or replace the item at the end of its economic life. This reflects typical investor behavior as it accounts for the cost which owners incur or the discount from the market's perspective for the deficiency.

Analysis of the market indicates investors are allocating a reserve equal to 1.0% to 3.0% of effective gross income depending on the property age, size, condition, quality of construction, and value. Considering the subject's overall age / condition, an allocation of **3.0% of effective gross income** is reasonably made for reserves for replacement items for the subject property.

Total Operating Expenses

Based on the preceding, **total stabilized operating expenses** for the subject property of **$\_\_\_\_\_\_\_\_\_\_** ($\_\_\_\_\_ per SF GLA) were considered reasonably supported in this analysis.

Net Operating Income

Deducting projected annual operating expenses from the annual effective gross income results in a projected **net operating income** for the subject property of **$\_\_\_\_\_\_\_\_\_\_** ($\_\_\_\_\_ per SF GLA) as is summarized on a following page. It is at this time that net income can be capitalized into a value estimate.

Overall Capitalization Rate

Direct Comparison Analysis

The final step of the Income Capitalization Approach is to capitalize the estimated net operating income by an appropriate rate. The capitalization rate is estimated using the market sales method. The overall capitalization rate of each sale is market derived by dividing its net operating income by its cash equivalent sale price. This technique illustrates what purchasers are willing to pay for the net operating income available from competitive investment properties. This method best approximates the decision-making processes of the typical investor.

The primary factors influencing capitalization rates are: 1) The quality and certainty of the net operating income stream; 2) risk factors; 3) physical and locational characteristics of the property; 4) the competitive market position of the property and 5) the potential for future appreciation. The following chart summarizes the data used to estimate the market capitalization rate applicable to the subject property.

Merge cap rate comparables from CARDS and insert into here (example below)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Comp. No.** | **Property Name Address Location** | **Sale Date** | **Year Built (Renovated)** | **Rentable Area**  **(SF)** | **Cash Equivalent Sales Price** | **Cap Rate** |
| A | Kids Incorporated Learning Center 18425 NW Walker Road Beaverton, OR | 03/20 (Pending) | 1984 | 6,000 | $1,385,370 | 7.05 % |
| B | None 7304 N. Leavitt Avenue Portland, OR | 01/20 (Pending) | 1924 | 5,000 | $1,150,000 | 5.88 % |
| C | Guidepost Montessori  9945 SW Beaverton Hillsdale Highway Beaverton, OR | 01/20 | 2019 | 6,074 | $3,761,000 | 5.56 % |
| D | Key Bank 11665 SW Pacific Hwy. Tigard, OR | 12/19 | 1976 | 5,472 | $2,300,000 | 4.57 % |
| E | SE 135th Comm. Building 15679 SE 135th Avenue Clackamas, OR | 12/19 | 2003 | 10,000 | $2,100,000 | 6.23 % |
| F | North Williams Chiropractic Clinic 3220 N. Williams Avenue Portland, OR | 09/19 | 1986  (2012) | 4,436 | $2,250,000 | 5.73 % |
| G | Plaza 125 Office Condo 12630 SE Stark Street Portland, OR | 11/18 | 1980  (2005) | 6,000 | $1,450,000 | 6.77 % |
| H | Sunset Crossing 16679 Boones Ferry Road Lake Oswego, OR | 10/18 | 2005 | 8,743 | $4,260,000 | 5.08 % |

Cap Rate Conclusion

The surveyed improved sales data indicate a range of capitalization rates from \_\_\_\_\_\_% to \_\_\_\_\_\_% (average = \_\_\_\_\_\_%). Considering the subject’s average condition with some recent updating and average exposure location on a secondary commercial corridor, mid-range indicator is considered supportable.

Based on the preceding, a mid-range **direct capitalization rate** of **\_\_\_\_\_\_\_%** is considered reasonable for the subject property on a stabilized basis.

Concluded Market Value Via The Income Capitalization Approach

To value the subject by Direct Capitalization, the Net Operating Income was divided by the selected overall rate yielding a **stabilized market value** of the fee simple interest in the **subject property**, via the **Income Capitalization Approach** (rounded to the nearest $5,000):

|  |  |
| --- | --- |
|  |  |
| **Concluded Market Value Via the**  **Income Capitalization Approach:** | **$\_\_\_\_\_\_\_\_\_\_\_\_** |

Our analysis of the subject property via the Income Capitalization Approach is presented on the following page.

