

PROPERTY TERMINAL CLI

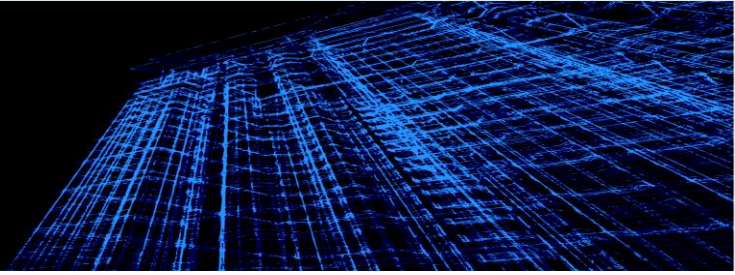
STARTUP GUIDE

Getting Started

- ✓ **1. If necessary, adjust Terminal settings for default font “Consolas” and font size if display appears incorrect on your system**
 - Simply right-click on the upper window toolbar and select “Default” to adjust font size, and when appropriate display font “Consolas”.

- ✓ **2. Set Standard Assumptions: for most practitioners this should be self-explanatory**
 - Standard Assumptions are set once, and include the following: Rent PSF Quote Type (Annual/Monthly), Rent Escalation Type (Percent/Dollar), Rent Escalation Index (i.e. 12 = rent steps every 12-months), Leasing Commission Type (Percent/Dollar), Discount Rate (.1 = 10.0%)

- ✓ **3. To select Lease Optimization, enter “0”**
 1. Start below → [Try Lease Optimization](#) on your own, then adjust accordingly to fit your own market and leasing objectives.
 2. When Optimization is complete enter “n” and return to the Main Menu.
 3. Enter “3” to Push Data of your Lease Optimization into Excel (The workbook reflects your Original Lease Data, and the Optimized Lease Data results).
 4. Enter “5” to view your Private Server Reporting page: this displays a running record of all your leasing work to date.



→ Try Lease Optimization

It is assumed that a sophisticated commercial property investor or advisors has been given a standard Lease Guideline as a quoting mechanism in the marketplace. This Lease Guideline meets the standards for yield and value that was originally contemplated within the business plan for the investor's property underwriting.

The following Standard Assumptions are assumed for a Net Lease: rent is quoted annually, rent escalations are percent, rent index is 12, leasing commission are percentage, and discount rate is .10 or 10.0%.

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■■■■■■■■■■ F9Analytics® Property Terminal™ ■■■■■■■■■■
■■■■■■■■■■ Lease Optimization ■■■■■■■■■■

■ Enter your Lease Guideline

(0) Lease Term Months: 60
(1) Lease RSF: 5000
(2) Start Rate: 24
(3) Rent Escalations: .03
(4) Leasing Commissions: .05
(5) Tenant Improvements: 30

Target NPV Guide: $320,092.72

What Terms has Tenant Modified from above?
■ Enter, Numbers as 1/3/5 to Modify: 0/5

■ Modify Lease Term Months to New Value of: 75

■ Modify Tenant Improvements to New Value of: 80

■■■■■■■■■■ Target Variable Selection ■■■■■■■■■■

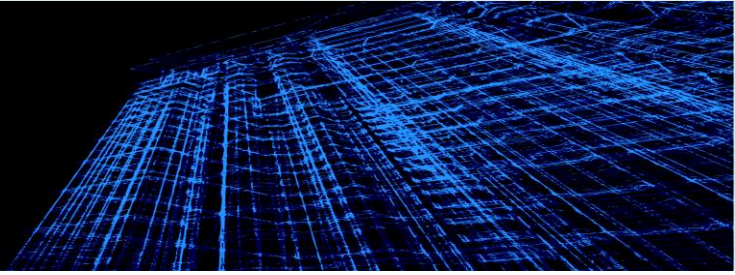
(0) Lease Term Months
(1) Lease RSF
(2) Start Rate
(3) Rent Escalations
(4) Leasing Commissions
(5) Tenant Improvements
(6) Discount Rate

Choose a Target Variable from above that you would like to Optimize.
■ Enter, Target Variable Number [#]: 2

Now, Enter your Target Net Present Value (NPV):
■ To use your Target NPV Guide of $320,092.72, Enter [y]: y
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- **Optimization Result for Start Rent: \$32.93 psf**
- **Time to Engineer Optimal Lease: 10.793 milliseconds**
- **Guideline and Optimal Lease are equivalent, with annuities of \$6,733.34/Month**

Note: Your initial Target was \$320,092.72 at 60-months with \$30 TI's, the Optimal PV is \$378,979.62 at 75-months with \$80 TI's; both annuities and both leases are time-money equal.



→ Try the Reporting

- Now that your first Lease Optimization was successful, enter “n” to return to the Main Menu
- Now that you are on the Main Menu, enter “3” to Push Data of your Lease Optimization into Excel (The workbook reflects your Original Lease Data, and the Optimized Lease Data results)
- Finally, from the Main Menu, enter “5” to view your Private Server Reporting page: this displays a running record of all your leasing work to date

→ Still Need Help?



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