

## 545 A Street – P&amp;L, Proforma

Color key:

Blue = Hard-Coded Input

Black = Formula

Green = Cross-Sheet Link

Yellow Highlight = Key Assumption (Editable)

Pink Highlight = Conditional Scenario (Flagged)

Line Item	2021	2022	2023	2024	2025	Y1 (2026)	Y2 (2027)	Y3 (2028)	Y4 (2029)
Source Basis	Per Seller	Per Seller	Per APM	Per APM	Per APM	Base Case	Base Case	Base Case	Base Case
<b>INCOME</b>									
<b>Scheduled Gross Rental Income</b>	\$57,267	\$51,333	\$67,879	\$81,633	\$82,124	\$91,399	\$96,365	\$101,184	\$106,243
Other Income	\$1,100	-	\$41	-	\$46	-	-	-	-
Less: Vacancy & Credit Loss	-	-	-	-	-	(\$3,656)	(\$3,855)	(\$4,047)	(\$4,250)
<b>Effective Gross Income</b>	\$58,367	\$51,333	\$67,920	\$81,633	\$82,170	\$87,743	\$92,511	\$97,136	\$101,993
<b>OPERATING EXPENSES</b>									
Insurance	\$1,707	\$1,894	\$2,230	\$2,755	\$2,923	\$3,157	\$3,409	\$3,682	\$3,977
Property Taxes (Accrual Basis)	\$11,823	\$12,240	\$12,646	\$12,938	\$12,952	\$13,341	\$13,741	\$14,153	\$14,578
Property Management Fees	\$4,998	-	\$4,979	\$6,831	\$6,566	\$7,019	\$7,401	\$7,771	\$8,159
Maintenance & Repair (General)	-	-	\$1,589	\$610	\$1,133	\$1,144	\$1,178	\$1,213	\$1,250
HVAC (Routine Service)	-	-	\$1,991	\$1,110	\$250	\$1,150	\$1,185	\$1,221	\$1,257
Gardening / Landscaping	-	-	\$3,795	\$530	\$1,025	\$801	\$825	\$850	\$875
Cleaning / Janitorial	\$195	-	\$1,183	\$125	\$500	\$322	\$332	\$341	\$352
Water, Sewer, Electric (Owner-Paid)	\$1,657	-	\$3,540	\$2,367	\$1,573	\$2,568	\$2,645	\$2,724	\$2,806
Garbage & Recycle	\$858	\$868	\$871	\$1,064	\$1,003	\$1,033	\$1,064	\$1,096	\$1,129
Backflow Testing (Annual)	\$29	\$30	\$35	\$39	\$35	\$36	\$37	\$38	\$39
Other (Legal, Advertising, Security, CAM)	\$1,200	-	\$970	\$156	\$365	\$268	\$276	\$285	\$293
Replacement Reserves (Capital Allowance)	-	-	-	-	-	\$1,500	\$1,545	\$1,591	\$1,639
<b>Total Operating Expenses</b>	\$22,467	\$15,033	\$33,829	\$28,525	\$28,325	\$32,339	\$33,638	\$34,966	\$36,354
<b>Net Operating Income (NOI)</b>	\$35,900	\$36,300	\$34,091	\$53,108	\$53,845	\$55,403	\$58,873	\$62,171	\$65,639
NOI Margin	61.5%	70.7%	50.2%	65.1%	65.5%	63.1%	63.6%	64.0%	64.4%
Implied Cap Rate @ List Price	2.87%	2.90%	2.73%	4.25%	4.31%	4.43%	4.71%	4.97%	5.25%
<b>KEY ASSUMPTIONS</b>									
	Figure	Notes							
List Price	\$1,250,000	Current listing price as of 5/27/2026. Buyer-side underwriting price used throughout this workbook.							
Vacancy & Credit Loss %	4.00%	2005 appraisal of this property used 3%. Using 4% per 2025 actual vacancy on Unit 4 (~7% one-year). Assumed industry-standard is 4% for stabilized mixed-use.							
Insurance Annual Growth %	8.00%	8% reflects current CRE insurance hardening. Historical 2021-25 average was 14.5% but 2024-25 moderated to 6%. Conservative middle ground.							
Property Tax Annual Growth %	3.00%	Oregon Measure 50 caps AV growth at 3%. Special assessments could exceed this in any single year.							
Property Management %	8.00%	Current APM contract rate. Buyer-self-managed scenario assumes 0%.							
General Expense Inflation %	3.00%	General CPI assumption for utilities, maintenance, gardening, janitorial, garbage.							
Replacement Reserves (Annual, Base year)	\$1,500	\$300/unit/year x 5 units. 2005 appraisal used \$500 total; modern standard higher.							
<b>SCENARIO COMPARISON — Y1 (2026)</b>									
	NOI	Cap @ \$1.25M	@ \$1.225M	@ \$1.2M	@ \$1.175M	Notes			
Base Case	\$55,403	4.43%	4.52%	4.62%	4.72%	This proforma; reflects 4% vacancy, \$1,500 reserves, 8% management.			
Buyer Self-Managed	\$62,423	4.99%	5.10%	5.20%	5.31%	Owner-occupant broker or small investor managing directly			

545 A Street – Rent Roll & Proforma Rent Schedule

Current rents as of 5/27/2026. Rent Growth projected Y1-Y4 use 9.5% Oregon 2026 cap for residential per ORS 90.323; commercial uses 5% at discretion of lessor. Monthly columns are weighted averages reflecting each tenant's escalation anniversary.

Tenant	Unit	Net SqFt	\$/SqFt	Years Occupied	Move-In	Current Lease Start	Lease Term	Current Lease End	Last Rent Raise Date	Current Rent	Next Rent Raise Date	Next Rent Raise	Y1 Avg Monthly	Y1 Growth %	Y2 Monthly	Y2 Growth %	Y3 Monthly	Y3 Growth %	Y4 Monthly	Y4 Growth %	Notes
Murphy Financial Partners (DBA Evolve Wealth)	#1	937	\$1.70	5.56	11/1/2020	7/1/2024	5-year	6/30/2029	7/1/2025	\$1,590	7/1/2026	\$1,669	\$1,629	5.0%	\$1,711	5.0%	\$1,796	5.0%	\$1,886	5.0%	Lease signed in 2024 with Elizabeth Murphy (Murphy Financial Partners; rent roll DBA "Evolve Wealth") runs through 6/30/2029 with one 3-year renewal option to 6/30/2032.
Millen Group, LLC (DBA Millen Property Group)	#2 & #3	1,168	\$2.00	10.90	7/1/2015	2/1/2024	3-year	1/31/2027	2/1/2026	\$2,332	2/1/2027	\$2,448	\$2,332	5.0%	\$2,499	5.0%	\$2,561	5.0%	\$2,689	5.0%	Lease expires 1/31/2027. Lease contains 3-year renewal option; renewal rent/terms to be confirmed by lease and estoppel.
David J. Wilbur	#4	868	\$1.84	0.66	9/25/2025	9/25/2025	12-month	9/24/2026	9/25/2025	\$1,600	9/25/2026	\$1,752	\$1,641	9.5%	\$1,776	5.0%	\$1,864	5.0%	\$1,958	5.0%	Lease signed 9/25/2025; first rent raise eligible 9/25/2026 per ORS 90.323 first-year exemption.
Harold Whaley	#5	1,338	\$1.48	2.65	10/1/2023	3/7/2026	12-month	3/6/2027	6/15/2025	\$1,975	7/1/2026	\$2,054	\$2,015	4.0%	\$2,105	5.0%	\$2,211	5.0%	\$2,321	5.0%	Lease renewed 3/17/2026; new term 3/7/2026 - 3/6/2027. Rent step from \$1,975 to \$2,054 effective 7/1/2026 (+4.0%). Security deposit \$2,350.
<b>Average</b>	-	1,078	\$1.75	4.94	6/14/2021	2/14/2025	-	8/15/2027	9/10/2025	\$1,874	9/14/2026	\$1,981	\$1,904	5.9%	\$2,008	5.0%	\$2,108	5.0%	\$2,213	5.0%	Averages: column D is simple average across units; row 10/11 D is weighted by SqFt (K+C).
<b>Total Monthly</b>	-	4,311	\$1.74	-	-	-	-	-	-	\$7,496	-	\$7,924	\$7,617	-	\$8,030	-	\$8,432	-	\$8,854	-	Projected monthly gross rental income.
<b>Total Annual</b>	-	4,311	\$20.87	-	-	-	-	-	-	\$89,958	-	\$95,083	\$91,399	-	\$96,365	-	\$101,184	-	\$106,243	-	Projected annual gross rental income.
											<b>Y1 Start:</b>	01/01/2026	<b>Y1 End:</b>	12/31/2026							Y1 analysis period for monthly rent averaging formulas.

## 545 A Street — Cap Rate & Value Sensitivity

Values implied at varying cap rate assumptions, against three NOI bases. Methodology anchor is 2005 appraisal by Brown, Chudleigh, Schuler, Myers & Associates. Valuation of \$704,686 with proforma cap rate of 7% on \$49,328 NOI with 3% vacancy, 4% management, \$500 per year in annual replacement reserves.

### NOI INPUTS (pulled from P&L sheet)

<b>2025 Trailing NOI</b>	\$53,845
<b>Y1 Proforma NOI: Base Case</b>	\$55,403
<b>Y1 Proforma NOI: Buyer Self-Managed</b>	\$62,423

### IMPLIED VALUE @ CAP RATE

NOI Basis	4.5%	5.0%	5.5%	6.0%	6.5%	7.0%	7.5%	8.0%
<b>2025 Trailing NOI</b>	\$1,196,556	\$1,076,900	\$979,000	\$897,417	\$828,385	\$769,214	\$717,933	\$673,063
<b>Y1 Proforma NOI: Base Case</b>	\$1,231,189	\$1,108,070	\$1,007,336	\$923,391	\$852,361	\$791,478	\$738,713	\$692,544
<b>Y1 Proforma NOI: Buyer Self-Managed</b>	\$1,387,175	\$1,248,458	\$1,134,962	\$1,040,382	\$960,352	\$891,756	\$832,305	\$780,286

### REFERENCE POINTS

	Figure	Cap @ Trailing NOI	Cap @ Y1 Base Case	Cap @ Y1 Self-Managed	Notes
<b>Current Listing Price</b>	\$1,250,000	4.31%	4.43%	4.99%	Baseline for the cap rate sensitivity analysis.
<b>Appraised Value (2005)</b>	\$700,000	7.69%	7.91%	8.92%	Appraisal by Brown, Chudleigh, Schuler, Myers in 2005 assumes value of \$704,686 valuation at 7.0% cap on \$49,328 NOI.
<b>Median \$/SF of Comparable Sales</b>	\$1,531,184	3.52%	3.62%	4.08%	Comparable transactions include 500 A Street, which closed on 7/2024 at \$158/SF and 565 A Street, which closed 10/2021 at \$328/SF.
<b>Median \$/Unit of Comparable Sales (Multi-Unit)</b>	\$1,566,608	3.44%	3.54%	3.98%	Comparable transactions include 565 A Street (5 units, 2021) at \$248,000/unit and 500 A Street (5 units, 2024) at \$200,000/unit; subject square footage is between these two comparable sales.

### INTERPRETATION

At the \$1,250,000 listing price, the implied cap rate on 2025 trailing NOI is approximately 4.31%.

The 2005 appraisal of this exact property by Brown, Chudleigh, Schuler, Myers used a 7.0% cap rate — the most directly credentialed historical methodology anchor available. CPI-adjusted to 2026, 7.0-7.5% remains a reasonable benchmark for a 28-year-old mixed-use building with concentrated HVAC replacement risk.

At Y1 Base Case NOI of \$55,403, cap rates in the 4.5-5.5% range correspond to values of \$1.01M-\$1.23M.

At Y1 NOI under the Buyer Self-Managed scenario, the same 4.5-5.5% cap rate range yields values of \$1.13M-\$1.39M — a defensible underwriting band for an owner-occupant or small-investor Buyer.

The 2005 appraisal's \$700k value is not directly applicable today (rents have grown ~50%, expenses faster); the 7.0% cap rate methodology is the strongest historical anchor.

545 A Street – Comparable Sales Analysis

Comparable sales from 1/1/2020 to 5/27/2026.  
 2020-2021 transactions reflect peak market; 2023-2024 reflect post-rate-hike environment.

Address	Status	Close Date	DOM	OLP	LP	LP/SqFt	CP	CP/SqFt	LP/Unit	CP/Unit	LP%OLP	CP%LP	CP%OLP	Building SqFt	SqFt Variance	Year Built	Lot Size (Ac)	Lot Variance	# Units	Zoning	MLS #
<b>Comparable Median</b>	-	4/3/2022	85	\$1,357,500	\$1,265,000	\$309	\$1,182,500	\$309	\$291,250	\$313,322	100%	93%	93%	4,685	-5%	1957	0.145	12%	5	-	-
<b>Comparable Average</b>	-	10/1/2022	144	\$1,381,700	\$1,355,700	\$349	\$1,266,400	\$315	\$559,440	\$480,571	98%	92%	90%	4,480	-10%	1949	0.167	28%	4	-	-
<b>545 A Street</b>	<b>Active</b>	<b>N/A</b>	<b>-</b>	<b>\$1,500,000</b>	<b>\$1,250,000</b>	<b>\$253</b>	<b>-</b>	<b>-</b>	<b>\$250,000</b>	<b>-</b>	<b>83%</b>	<b>-</b>	<b>-</b>	<b>4,950</b>	<b>0%</b>	<b>1997</b>	<b>0.13</b>	<b>0%</b>	<b>5</b>	<b>E-1</b>	<b>220211596</b>
246 A Street	Closed	7/21/2025	20	\$1,150,000	\$1,150,000	\$564	\$750,000	\$368	\$1,150,000	\$750,000	100%	65%	65%	2,040	-59%	1973	0.28	115%	1	E-1	220194704
500 A Street	Closed	07/31/2024	443	\$1,425,000	\$1,175,000	\$186	\$1,000,000	\$158	\$235,000	\$200,000	82%	85%	70%	6,324	28%	1980	0.16	23%	5	E-1	220158987
637-649 E Main Street	Closed	06/05/2024	23	\$1,290,000	\$1,290,000	\$461	\$1,125,000	\$402	\$143,333	\$125,000	100%	87%	87%	2,800	-43%	1890	0.29	123%	9	C-1	220180442
220 4th Street	Closed	04/07/2023	3	\$1,075,000	\$1,075,000	\$215	\$1,075,000	\$215	\$153,571	\$153,571	100%	100%	100%	5,000	1%	1903	0.1	-23%	7	E-1	220160689
99 N Main Street	Closed	07/29/2022	160	\$795,000	\$785,000	\$553	\$770,000	\$542	\$785,000	\$770,000	99%	98%	97%	1,420	-71%	1940	0.13	0%	1	C-1-D	220135664
215 Fourth Street	Closed	12/08/2021	292	\$1,695,000	\$1,695,000	\$258	\$1,665,000	\$253	\$282,500	\$277,500	100%	98%	98%	6,580	33%	1900	0.11	-15%	6	E-1	220113598
243 4th Street	Closed	10/25/2021	147	\$1,547,000	\$1,547,000	\$354	\$1,270,000	\$291	\$1,547,000	\$1,270,000	100%	82%	82%	4,370	-12%	1904	0.09	-31%	1	E-1	220116558
565 A Street	Closed	10/08/2021	0	\$1,240,000	\$1,240,000	\$328	\$1,240,000	\$328	\$248,000	\$248,000	100%	100%	100%	3,780	-24%	1998	0.13	0%	5	E-1	220133902
222 A Street	Closed	7/23/2021	341	\$1,500,000	\$1,500,000	\$290	\$1,325,000	\$256	\$750,000	\$662,500	100%	88%	88%	5,178	5%	2003	0.19	46%	2	E-1	220101270
525 A Street	Closed	1/10/2020	9	\$2,100,000	\$2,100,000	\$288	\$2,444,000	\$335	\$300,000	\$349,143	100%	116%	116%	7,303	48%	2000	0.19	46%	7	E-1	103008112

**NOTES & METHODOLOGY**

Comparable sales sourced from SOMLS as of 5/27/2026. Closed-sale statistics in Median/Average rows exclude the subject property and active listings. DOM reflects MLS-reported days on market for each individual listing period (not cumulative across multiple listings). Closed comps span 2020-2025 to capture the range from peak market (2020-2021) through post-rate-hike environment (2023-2025). Most recent and most structurally comparable is 500 A Street: closed 7/2024 at \$158/SqFt after 443 DOM. Two active listings (180 Lithia Way #101, 621 A Street) have been on market 700+ and 1,100+ days respectively at prices well above \$1.25M. Active DOM provides direct evidence of current Buyer appetite at higher price points. Subject's \$253/SqFt list price at \$1,250,000 falls within the closed comp range but above the most directly comparable recent transaction. Buyer to verify all comp data independently.

545 A Street – Improvements & Maintenance

Seller-provided invoices from 2015 through 2024.

Year	Provider	Description	Cost	Category
2015	Bleser Built Roofing	New 20-year Duro-Last membrane roof	\$12,500	Roof
2015	Golden-Fields Construction	Repaired water damage from uncapped HVAC unit	\$402	Water Damage
2016	Deluxe Awning	New canvas for existing awning	\$2,661	Exterior
2017	Metal Masters	New rooftop gas furnace and AC unit for Unit #5	\$5,868	HVAC
2018	Economy Plumbing	Replaced pressure valves for building	\$878	Plumbing
2019	Bill's Glass	New window and casement crank	\$440	Windows
2019	Latham Plumbing	New bathroom fixtures	\$525	Plumbing
2019	Metal Masters	Replace HVAC condensate lines and gaskets for Units 1-3	\$769	HVAC
2019	Metal Masters	HVAC service for Units 1-3	\$359	HVAC
2020	Costco	New garbage disposal	\$100	Appliance
2020	Metal Masters	New rooftop gas furnace and AC unit for Unit 4	\$7,887	HVAC
2020	Metal Masters	New HVAC control board for Unit 4	\$330	HVAC
2021	Bill's Glass	Replace window glazing in Units 1, 2, and 5	\$4,040	Windows
2021	SOS Plumbing	Replace pressure regulating valve	\$429	Plumbing
2022	Manzanita Painting	New paint and caulking for exterior trim and siding	\$10,650	Exterior
2023	Ashland Property Management	Touch up paint, new refrigerator, storage clean-out	\$1,153	Turnover
2024	Rogue Valley Backflow Service	Annual backflow testing	\$35	Maintenance
<b>TOTAL</b>			<b>\$49,026</b>	

Category Subtotals

<b>Roof:</b>	\$12,500	<b>Plumbing:</b>	\$1,832
<b>HVAC:</b>	\$15,213	<b>Windows:</b>	\$4,480
<b>Exterior:</b>	\$13,311	<b>Other:</b>	\$1,690

Asset Age Summary (relative to May 2026)

Component	Installed	Age (yrs)	Est. Life	Remaining
Roof – Duro-Last membrane	2015	11	20	9
HVAC Unit 5 (Whaley apt)	2017	9	15	6
HVAC Unit 4 (apartment)	2020	6	15	9
HVAC Units 1-3 (commercial)	1997	29	15	-14
Exterior paint/caulking	2022	4	8	4
Awning canvas	2016	10	10	0

Note: HVAC Units 1-3 are original (1997-98) and past expected useful life. Replacement reserve in proforma reflects this risk (~\$8k per unit).

## 545 A Street, Ashland OR – Source Notes & Methodology

Documentation describing data sources, modeling assumptions, lease structure, tenant history, and items to be verified by Buyer during due diligence period. Workbook last updated 5/27/2026.

### 1. DATA SOURCES & BASIS

Year	Income Source	Expense Source	Tax Source	Basis Notes
2021	Per Seller P&L (categorized line items)	Per Seller P&L	Jackson County tax statement (accrual)	Owner-managed; \$1,100 miscellaneous other income excluded from rent total.
2022	Per Seller P&L (rent consolidated, single line item)	Per Seller P&L (limited categorization)	Jackson County tax statement (accrual)	Owner self-managed throughout this year.
2023	Per APM cash flow (commercial); Per Seller (residential)	Per APM cash flow + Per Seller P&L	Jackson County tax statement (accrual)	APM commercial management commenced mid-year.
2024	Per APM cash flow	Per APM cash flow + direct owner records	Jackson County tax statement (accrual)	Direct owner records include insurance, garbage, backflow service.
2025	Per APM cash flow (commercial \$44,953.95 + residential \$37,170.31 = \$82,124.26)	Per APM cash flow + direct owner records	Estimated; 2025 statement pending	Most complete data year. Used as base for proforma projections.

All financial records available for Buyer review during due diligence. APM owner statements reconcile to Jackson County tax statements. No independent audit has been performed.

### 2. PROFORMA METHODOLOGY

<b>Income – Commercial</b>	Modeled with 5% annual escalators per historical practice. Lease agreements for Murphy (Unit 1) and Millen (Units 2&3) have contractual annual escalators ranging from 3-5%.
<b>Income – Residential</b>	Unit 4 (Wilbur): first rent increase modeled effective 9/25/2026 at 9.5%, subject to ORS 90.323 statutory notice and timing compliance (Oregon DAS 2026 maximum per ORS 90.323); 5% per year thereafter as long-term proxy. Unit 5 (Whaley): per signed 3/17/2026 renewal, rent steps from \$1,975 to \$2,054 effective 7/1/2026 (+4.0%); 5% per year modeled thereafter.
<b>Vacancy &amp; Credit Loss</b>	4% of scheduled gross income, applied to all proforma years. 2005 appraisal of this property used 3%; conservative adjustment for 2025 actual vacancy (Unit 4 vacant approximately 3.5 months). Industry standard 3-5% for stabilized mixed-use. Underwriting assumption, not seller history.
<b>Operating Expenses</b>	Maintenance & repair, HVAC service, and water/sewer/electric projected using a 3-year (2023-2025) average. Gardening, cleaning, and other operating expenses use a 2-year (2024-2025) average (consistent data only available from 2024 forward). Garbage/recycle and backflow testing use 2025 actuals only. All grown at 3% general inflation. Insurance grows 8% per year (current CRE insurance environment; historical 2021-2025 CAGR was 14.5%). Property tax modeled at 3% per year based on Oregon Measure 50 assessed-value limitations. Management at 8% of EGI per current APM contract.
<b>Replacement Reserves</b>	\$1,500/yr base year (\$300/unit × 5 units) growing with inflation. Modeled as an underwriting allowance; does not represent a seller-held reserve account. 2005 appraisal of this property used \$500 total on a smaller absolute base. Industry standard \$250-500/unit/yr; concentrated HVAC replacement risk on Units 1-3 (original 1997 equipment) supports the higher end.
<b>Cap Rate Methodology</b>	The 2005 appraisal of this property by Brown, Chudleigh, Schuler, Myers used a 7.0% cap rate on \$49,328 NOI. This is the most directly credentialed historical methodology anchor for this specific property, but it is a 2005 methodology reference – not current valuation evidence. Buyer to develop their own cap rate conclusion supported by current comparable sales and underwriting assumptions.

### 3. SQUARE FOOTAGE RECONCILIATION

Building Area Total is reported as 4,950 SF per MLS and Jackson County Assessor records. Rent-roll unit allocation (Unit 1: 937 + Units 2&3: 1,168 + Unit 4: 868 + Unit 5: 1,338) totals 4,311 SF. The 639 SF difference reflects common areas, stairwells, and mechanical/utility space – typical for a five-unit mixed-use building.

Rent-roll unit SqFt (4,311 SF total) is used for per-unit rent and pro-rata expense allocation purposes only. Pricing comparisons in the Comparable Sales tab use the 4,950 SF MLS/assessor figure. Buyer to verify all measurements, rentable area, and allocation methodology independently during due diligence.

### 4. TENANT TENURE & PAYMENT HISTORY

## 545 A Street, Ashland OR – Source Notes & Methodology

Documentation describing data sources, modeling assumptions, lease structure, tenant history, and items to be verified by Buyer during due diligence period. Workbook last updated 5/27/2026.

Unit	Current Tenant	Move-In	Tenure	Prior Tenancy Notes
1	Murphy Financial Partners (DBA Evolve Wealth in rent roll)	11/2020	5.5+ years	Continuous occupancy through current lease (expires 6/30/2029).
2	Millen Group, LLC	6/2015	~11 years	Original Unit 2 since 6/2015.
3	Millen Group, LLC	2/2021 (added)	~5 years	Same tenant expanded into Unit 3 in 2/2021.
4	David J. Wilbur	9/25/2025	Current	Prior tenant: 9-year occupancy 2012-2021.
5	Harold Whaley	10/1/2023	2.5+ years	Renewed 3/17/2026 through 3/6/2027. Prior tenant: 13-year occupancy 2010-2023.

Payment history: per APM tenant ledgers reviewed for 2024-2025, no late fees or NSF events were observed for any of the four current tenants across the months reviewed. Tenant ledgers available for Buyer review during due diligence.

### 5. LEASE STRUCTURE SUMMARY

#### Murphy / Evolve Wealth (Unit 1)

- Term: 5-year, 7/1/2024 – 6/30/2029
- Murphy (Unit 1): contractual 3-5% annual escalator on July 1; 5% modeled per historical practice.
- Renewal: one 3-year option to 6/30/2032 at TBD rent
- Utilities: owner pays water/sewer/garbage; tenant pays electricity and gas
- HVAC: owner responsibility (Section IV.b)
- Tenant identity/DBA between Murphy Financial Partners (lease signatory) and Evolve Wealth (rent roll) to be confirmed by estoppel

#### Millen Group (Units 2 & 3)

- Term: 3-year, 2/1/2024 – 1/31/2027
- Escalator: contractual 3-5% on February 1 (lessor discretion); 5% modeled
- Renewal: one 3-year option; renewal rent/terms to be confirmed by lease and estoppel
- Utilities: owner pays water/sewer/garbage; tenant pays in-unit electricity and gas
- HVAC: owner responsibility

#### Wilbur (Unit 4)

- Term: 12-month residential, 9/25/2025 – 9/24/2026
- First rent increase eligible 9/25/2026 (ORS 90.323 first-year exemption)
- Subject to Oregon SB 611 annual rent cap (9.5% for 2026; future caps published annually 9/30)
- Utilities: tenant pays in-unit electricity and gas
- Security deposit: \$2,100

#### Whaley (Unit 5)

- Term: 12-month residential renewal, 3/7/2026 – 3/6/2027
- Renewal signed 3/17/2026 (Joshua Pauli, APM Lessor; Harold Michael Whaley, Lessee)

## 545 A Street, Ashland OR – Source Notes & Methodology

Documentation describing data sources, modeling assumptions, lease structure, tenant history, and items to be verified by Buyer during due diligence period. Workbook last updated 5/27/2026.

- Rent step: \$1,975 carryover through 6/30/2026; \$2,054 effective 7/1/2026 (+4.0%)
- Subject to Oregon SB 611 annual rent cap (9.5% for 2026)
- Utilities: tenant pays in-unit electricity and gas
- Security deposit: \$2,350

### 6. PROPERTY TAX & INSURANCE HISTORY

Year	Property Tax	Insurance	Tax Source	Insurance Source
2019	\$10,879	—	Jackson County tax statement	—
2020	\$10,927	—	Jackson County tax statement	—
2021	\$11,823	\$1,707	Jackson County tax statement	Seller email 7/19/24
2022	\$12,240	\$1,894	Jackson County tax statement	Seller email 7/19/24
2023	\$12,646	\$2,230	Jackson County tax statement	Seller email 7/19/24
2024	\$12,938	\$2,755	Jackson County tax statement	APM records
2025	\$12,952	\$2,923	Estimated; statement to be confirmed	APM records

Property tax subject to Oregon Measure 50 (~3% annual cap on assessed value growth). Package contains Jackson County tax statements through tax year 2024 (most recent issued 3/2025). 2025 tax statement (typically issued Oct 2025) and 2026 statement to be added when available.

### 7. RISK CONSIDERATIONS & SENSITIVITIES

<b>HVAC Concentration</b>	Three of five HVAC units (Commercial Units 1-3) are original 1997-1998 equipment. Two residential units (4 and 5) received new HVAC in 2017 and 2020. Buyer should commission an HVAC condition assessment during due diligence to size replacement reserves and inform a longer-term capital plan.
<b>Roof</b>	Duro-Last membrane roof installed 2015 (Bleser Built Roofing); currently year 11 of nominal 20-year service life. Buyer to commission roof condition assessment and verify warranty transferability.
<b>Oregon Rent Cap Exposure</b>	Residential units (4 and 5) are subject to ORS 90.323 annual rent increase limits. 2026 cap is 9.5%. Future caps are announced by Oregon DAS annually by 9/30. Long-term residential growth modeled at 5% as a placeholder beyond 2026.
<b>Vacancy Sensitivity</b>	Base Case uses 4% vacancy. Each additional 1% of vacancy reduces Y1 NOI by approximately \$900. 2025 actual vacancy (Unit 4 vacant ~3.5 months) was approximately 7%.
<b>Management Cost Sensitivity</b>	Base Case uses 8% management fee per current APM contract. Buyer self-management adds approximately \$7,019 to Y1 NOI (full 8% of EGI). Third-party management at 6% would add approximately \$1,755.
<b>Insurance Trajectory</b>	Insurance grew at 14.5% CAGR 2021-2025; moderated to 6% in 2024-2025. Proforma uses 8% per year as conservative midpoint. Continued elevation of commercial property insurance is an industry trend, not specific to this asset.

### 8. DISCLAIMER & CONTACT

This workbook is forward-looking and based on assumptions described above. Projected values are not guaranteed. Buyer and Buyer's agent should conduct independent due diligence. All information deemed reliable but not guaranteed.