OWN VS. LEASE: SBA OCCUPANCY ILLUSTRATION

13003 Tukwila International Blvd | Approx. 5,800 SF office, showroom and warehouse

Presented by City Closers, LLC dba City Closers Commercial

IMPORTANT — COMMERCIAL FINANCING ILLUSTRATION ONLY. City Closers, LLC dba City Closers Commercial is a real estate brokerage, not a lender or mortgage broker. This document is not an offer to lend, loan quote, commitment, approval, appraisal, tax opinion, or representation of SBA eligibility or program availability. The stated rates are hypothetical nominal interest rates, not APRs, and may not be available. Buyers must obtain and confirm all financing terms directly from a qualified lender.

Payment assumptions: business-purpose commercial credit; 25-year fully amortizing calculation; principal and interest only. Payments exclude lender and SBA fees, points, closing costs, taxes, insurance, reserves, utilities, environmental work, repairs, capital improvements, prepayment provisions, balloon terms, and other borrower- or property-specific costs. Actual equity, collateral, guarantees, occupancy requirements, rate, APR, payment, maturity, and underwriting vary by lender and borrower.

FINANCING SCENARIOS AT $2,300,000 PURCHASE PRICE

Financing case	Purchase price	Illustrative nominal rate (not APR)	Estimated equity	Estimated loan	Monthly P&I debt service (25-yr amort.)	Est. ownership costs*	Est. total occupancy*	Mid lease case	Difference vs. lease
SBA 504 Illustrative	$2,300,000	6.5%	$230,000	$2,070,000	$13,977	$2,932	$16,908	$14,983	$1,925
SBA 504 Conservative	$2,300,000	7.0%	$345,000	$1,955,000	$13,818	$2,932	$16,749	$14,983	$1,766
SBA 7(a) Illustrative	$2,300,000	7.5%	$230,000	$2,070,000	$15,297	$2,932	$18,229	$14,983	$3,245

PROBABLE LEASE COST FOR APPROX. 5,800 SF COMBINED FLEX SPACE

Lease case	Base rent $/SF/Yr	Est. NNN/CAM $/SF/Yr	Total $/SF/Yr	Monthly base rent	Monthly NNN/CAM	Estimated monthly occupancy	Annual occupancy cost
Low	$22.00	$6.00	$28.00	$10,633	$2,900	$13,533	$162,400
Mid	$25.00	$6.00	$31.00	$12,083	$2,900	$14,983	$179,800
High	$28.00	$6.00	$34.00	$13,533	$2,900	$16,433	$197,200

HOW TO READ THE COMPARISON

At the current $2.3 million asking price, this business-purpose illustration estimates cash equity, financed amount and principal-and-interest payment under three hypothetical rate assumptions. The rate assumptions are nominal rates, not APRs, and the payment calculations assume 25-year full amortization without lender fees, SBA fees, points, or closing costs. Estimated ownership occupancy adds illustrative property taxes, insurance and maintenance/reserves but excludes utilities, environmental work, repairs, capital improvements and other buyer-specific costs. The lease comparison uses blended office/showroom/warehouse rent rather than warehouse-only rent. Buyers must independently verify financing and occupancy costs with their lender and professional advisers.