

RECEIVED

APPEAL CASE # 21-0067

JAN 15 2021

## Washoe County Board of Equalization

APN 011-440-01

WASHOE COUNTY ASSESSOR

## PETITION FOR REVIEW OF TAXABLE VALUATION

NBC AOBQ  
APPR CG

Submit this Petition Form no later than 5 p.m. of the date due. **Most types of appeals must be filed no later than January 15<sup>th</sup>.**  
If the appeal involves valuation of property escaping taxation, or a determination that agricultural property has been converted to a higher use, a different due date may apply.

Please Print or Type:

## Part A. PROPERTY OWNER/ PETITIONER INFORMATION (Agent's Information to be completed in Part H)

NAME OF PROPERTY OWNER AS IT APPEARS ON THE TAX ROLL: CTO 16 Reno, LLC c/o Cinemark (Lessee/Taxpayer)					
NAME OF PETITIONER (IF DIFFERENT THAN PROPERTY OWNER LISTED IN PART A): Angela Pineda				TITLE Director - Property Management	
MAILING ADDRESS OF PETITIONER (STREET ADDRESS OR P.O. BOX) 3900 Dallas Pkwy Ste 500				EMAIL ADDRESS: apineda@Cinemark.com	
CITY Plano	STATE TX	ZIP CODE 75093	DAYTIME PHONE ( )	ALTERNATE PHONE ( )	FAX NUMBER ( )

## Part B. PROPERTY OWNER ENTITY DESCRIPTION

Check organization type which best describes the Property Owner if an entity and not a natural person. Natural persons may skip Part B.

- ☐ Sole Proprietorship      ☐ Trust      ☒ Corporation  
☐ Limited Liability Company (LLC)    ☐ General or Limited Partnership    ☐ Government or Governmental Agency  
☐ Other, please describe:

The organization described above was formed under the laws of the State of \_\_\_\_\_.

The organization described above is a non-profit organization. ☐ Yes ☒ No

## Part C. RELATIONSHIP OF PETITIONER TO PROPERTY OWNER IN PART A

Check box which best describes the relationship of Petitioner to Property Owner: ☒ Additional information may be necessary.

- ☐ Self      ☐ Trustee of Trust      ☐ Employee of Property Owner  
☐ Co-owner, partner, managing member      ☐ Officer of Company  
☐ Employee or Officer of Management Company  
☒ Employee, Officer, or Owner of Lessee of leasehold, possessory interest, or beneficial interest in real property  
☐ Other, please describe:

## Part D. PROPERTY IDENTIFICATION INFORMATION

## 1. Enter Physical Address of Property:

ADDRESS 11	STREET/ROAD N Sierra St.	CITY (IF APPLICABLE) RENO	COUNTY Washoe
Purchase Price:		Purchase date:	

## 2. Enter Applicable Assessor Parcel Number (APN) or Personal Property Account Number from assessment notice or tax bill:

ASSESSOR'S PARCEL NUMBER (APN) 011-440-01	ACCOUNT NUMBER
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3. Does this appeal involve multiple parcels? Yes ☐ No ☒ List multiple parcels on a separate, letter-sized sheet.

If yes, enter number of parcels:	Multiple parcel list is attached. <input type="checkbox"/>
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4. Check Property Use Type: ☒

<input type="checkbox"/> Vacant Land	<input type="checkbox"/> Mobile Home (Not on foundation)	<input type="checkbox"/> Mining Property
<input type="checkbox"/> Residential Property	<input checked="" type="checkbox"/> Commercial Property	<input type="checkbox"/> Industrial Property
<input type="checkbox"/> Multi-Family Residential Property	<input type="checkbox"/> Agricultural Property	<input type="checkbox"/> Personal Property
<input type="checkbox"/> Possessory Interest in Real or Personal property		

5. Check Year and Roll Type of Assessment being appealed: ☒

<input type="checkbox"/> 2021-2022 Secured Roll	<input type="checkbox"/> 2020-2021 Reopen	<input type="checkbox"/> 2020-2021 Unsecured/Supplemental	<input type="checkbox"/> 2020-2021 Exemption Value
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## Part E. VALUE OF PROPERTY

Property Owner: What is the value you seek? Write N/A on each line for values which are not being appealed. See NRS 361.025 for the definition of Full Cash Value.		
Property Type	Assessor's Taxable Value	Owner's Opinion of Value
Land	1,261,060	1,261,060
Buildings	6,913,981	
Personal Property		
Possessory Interest in real property		
Exempt Value		
Total	7,120,594	1,261,060



**Part F. TYPE OF APPEAL***Check box which best describes the authority of the County Board to take jurisdiction to hear the appeal.*

- ☒ NRS 361.357: The full cash value of my property is less than the computed taxable value of the property.
- ☐ NRS 361.356: My property is assessed at a higher value than another property that has an identical use and a comparable location to my property.
- ☐ NRS 361.355: My property is overvalued because other property within the county is undervalued or not assessed, and I have attached the proof showing the owner, location, description and the taxable value of the undervalued property.
- ☐ NRS 361.155: I request a review of the Assessor's decision to deny my claim for exemption from property taxes.
- ☐ NRS 361A.280: The Assessor has determined my agricultural property has been converted to a higher use and deferred taxes are now due.
- ☐ NRS 361.769: My property has been assessed as property escaping taxation for this year and/or prior years.

**Part G. WRITE A STATEMENT DESCRIBING THE FACTS AND/OR REASONS FOR YOUR APPEAL, REQUEST FOR REVIEW, OR COMPLAINT. (ATTACH A SEPARATE PAGE IF MORE ROOM IS NEEDED).****VERIFICATION**

I verify (or declare) under penalty of perjury under the laws of the State of Nevada that the foregoing and all information hereon, including any accompanying statements or documents, is true, correct, and complete to the best of my knowledge and belief; and that I am either (1) the person who owns or controls taxable property, or possesses in its entirety taxable property, or the lessee or user of a leasehold interest, possessory interest, beneficial interest or beneficial use, pursuant to NRS 361.334; or (2) I am a person employed by the Property Owner or an affiliate of the Property Owner and I am acting within the scope of my employment. If Part H below is completed, I further certify I have authorized each agent named therein to represent the Property Owner as stated and I have the authority to appoint each agent named in Part H

SEE Attached Agent Authorization Director of Property Management  
 Petitioner Signature \_\_\_\_\_ Title \_\_\_\_\_  
 Angela Pineda \_\_\_\_\_ 1/12/2021  
 Print Name of Signatory \_\_\_\_\_ Date \_\_\_\_\_

**Part H. AUTHORIZATION OF AGENT** *Complete this section only if an agent, including an attorney, has been appointed to represent the Property Owner/Petitioner in proceedings before the County Board.*

I hereby authorize the agent whose name and contact information appears below to file a petition to the County Board of Equalization and to contest the value and/or exemption established for the properties named in Part D(2) of this Petition. I further authorize the agent listed below to receive all notices and decision letters related thereto; and represent the Petitioner in all related hearings and matters including stipulations and withdrawals before the County Board of Equalization. This authorization is limited to the appeal of property valuation for the tax roll and fiscal year named in Part D(5) of this Petition.

*List additional authorized agents on a separate sheet as needed, including printed name, contact information, signature, title and date.***Authorized Agent Contact Information:**

NAME OF AUTHORIZED AGENT: Chet Yancey		TITLE: Vice President	
AUTHORIZED AGENT COMPANY, IF APPLICABLE: The Aegis Group LLC		EMAIL ADDRESS: cyancey@aegistax.com	
MAILING ADDRESS OF AUTHORIZED AGENT (STREET ADDRESS OR P.O. BOX) 1102 18th Ave S.			
CITY Nashville	STATE TN	ZIP CODE 37212	DAYTIME PHONE ( ) 615 843-2805
ALTERNATE PHONE ( )		FAX NUMBER ( )	

*Authorized Agent must check each applicable statement and sign below.*

- ☒ I hereby accept appointment as the authorized agent of the Property Owner in proceedings before the County Board.
- ☒ I verify (or declare) under penalty of perjury under the laws of the State of Nevada that the foregoing and all information hereon, including any accompanying statements or documents, is true, correct, and complete to the best of my knowledge and belief; and I am the authorized agent with authority to petition the State Board subject to the requirements of NRS 361.362 and the limitations contained in the Agent Authorization Form to be separately submitted.

Chet Yancey Vice President  
 Authorized Agent Signature \_\_\_\_\_ Title \_\_\_\_\_  
 Chet Yancey \_\_\_\_\_ 1/12/2021  
 Print Name of Signatory \_\_\_\_\_ Date \_\_\_\_\_

- ☐ I hereby withdraw my appeal to the County Board of Equalization.

Signature of Owner or Authorized Agent/Attorney

Date

#443

# Washoe County Board of Equalization

## Agent Authorization Form

If you have questions about this form or the appeal process, please call: (775) 328-2277

**Please Print or Type:**

### Part A. PROPERTY OWNER AND CONTACT INFORMATION OF PERSON GRANTING AUTHORITY TO AGENT

NAME OF PROPERTY OWNER AS IT APPEARS ON THE TAX ROLL: CTO 16 Reno, LLC c/o Century Theatres INC (Lessee / Tax Payer CTO 16 Reno LLC					
NAME OF PERSON GRANTING AUTHORITY TO AGENT (IF DIFFERENT THAN PROPERTY OWNER): PAUL Ledbetter / Angela Pineda (Director - Property mgmt.)				TITLE VP - Real Estate Counsel	
MAILING ADDRESS OF PETITIONER (STREET ADDRESS OR P.O. BOX) 3900 Dallas Pkwy STE 500				EMAIL ADDRESS: Pledbetter@Cinemark.com	
CITY Plano	STATE TX	ZIP CODE 75093	DAYTIME PHONE ( )	ALTERNATE PHONE ( )	FAX NUMBER ( )

### Part B. PROPERTY OWNER INFORMATION

Check organization type which best describes the Property Owner if not a natural person: ☒ Natural persons may skip Part B.

- ☐ Sole Proprietorship      ☐ Trust      ☒ Corporation  
☐ Limited Liability Company (LLC)      ☐ General or Limited Partnership      ☐ Government or Governmental Agency  
☐ Other, please describe:

The organization described above was formed under the laws of the State of CALIFORNIA.

The organization described above is a non-profit organization. ☐ Yes ☒ No

### Part C. RELATIONSHIP OF PERSON GRANTING AUTHORITY TO AGENT TO PROPERTY OWNER

Check box which best describes the relationship of Petitioner to Property Owner: ☒ Additional information may be necessary.

- ☐ Self      ☐ Trustee of Trust      ☐ Employee of Property Owner  
☐ Co-owner, partner, managing member      ☐ Officer of Company  
☐ Employee or Officer of Management Company  
☒ Employee, Officer, or Owner of Lessee of leasehold, possessory interest, or beneficial interest in real property  
☐ Other, please describe:

### Part D. PROPERTY SUBJECT TO THIS AGENT AUTHORIZATION:

Enter Applicable Number from assessment notice or tax bill:

ASSESSOR'S PARCEL NUMBER (APN) 011-440-01	ACCOUNT NUMBER	PROPERTY IDENTIFICATION NUMBER
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☐ Multiple parcel list attached. (Use letter-size paper)

### Part E. YEAR AND ROLL TYPE OF ASSESSMENT BEING APPEALED: ☒

<input checked="" type="checkbox"/> 2021-2022 Secured Roll	<input type="checkbox"/> 2020-2021 Reopen Roll	<input type="checkbox"/> 2020-2021 Unsecured Roll	<input type="checkbox"/> 2020-2021 Supplemental Roll
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Other years being appealed: \_\_\_\_\_

*Be prepared to cite the legal authority, if any, that permits the County Board to consider appeals of taxable value from prior years.*



## Part F. AUTHORIZATION OF AGENT

I hereby authorize the agent whose name and contact information appears below to file a petition to the Washoe County Board of Equalization and to contest the value and/or exemption established for the properties named in Part D of this Agent Authorization.

I further authorize the agent listed below to receive all notices and decision letters related thereto; and represent the Petitioner in all related hearings and matters including stipulations and withdrawals before the Washoe County Board of Equalization. This authorization is limited to the appeal of property valuation for the tax roll and fiscal year named in Part E of this document.

List additional authorized agents on a separate sheet as needed, including printed name, contact information, signature, title and date.

### Authorized Agent Contact Information:

NAME OF AUTHORIZED AGENT: <u>Chet Yancey</u>			TITLE: <u>Vice President</u>		
AUTHORIZED AGENT COMPANY, IF APPLICABLE: <u>The Aegis Group LLC</u>			EMAIL ADDRESS: <u>Cyancey@aegistax.com</u>		
MAILING ADDRESS OF AUTHORIZED AGENT (STREET ADDRESS OR P.O. BOX) <u>1102 18th Ave S.</u>					
CITY <u>Nashville</u>	STATE <u>TN</u>	ZIP CODE <u>37212</u>	DAYTIME PHONE <u>615 843-2805</u>	ALTERNATE PHONE ( )	FAX NUMBER ( )

I hereby accept appointment as the authorized agent of the Property Owner in proceedings before the County Board of Equalization.

Authorized Agent Signature: [Signature] Title: Vice President Date: 1/12/2021

### Authorized Agent Contact Information:

NAME OF AUTHORIZED AGENT:			TITLE:		
AUTHORIZED AGENT COMPANY, IF APPLICABLE:			EMAIL ADDRESS:		
MAILING ADDRESS OF AUTHORIZED AGENT (STREET ADDRESS OR P.O. BOX)					
CITY	STATE	ZIP CODE	DAYTIME PHONE	ALTERNATE PHONE	FAX NUMBER
			( )	( )	( )

I hereby accept appointment as the authorized agent of the Property Owner in proceedings before the County Board of Equalization.

Authorized Agent Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

## VERIFICATION

I verify ( or declare) under penalty of perjury under the laws of the State of Nevada that the foregoing and all information hereon, including any accompanying statements or documents, is true, correct, and complete to the best of my knowledge and belief; and that I am either (1) the person who owns or controls taxable property, or possesses in its entirety taxable property, or the lessee or user of a leasehold interest, possessory interest, beneficial interest or beneficial use, pursuant to NRS 361.334; or (2) I am a person employed by the Property Owner or an affiliate of the Property Owner and I am acting within the scope of my employment. I further certify I have authorized each agent named herein to represent the Property Owner as stated and I have the authority to appoint each agent named herein.

\* Paul A. Ledbetter  
Property Owner / Petitioner Signature: Paul A. Ledbetter, VP RE Counsel  
Title: Vice President - Real Estate Counsel  
Date: 1/15/2021  
County Board of Equalization Agent Authorization Form  
Approved by SBE 11/20/15  
Century Theatres INC  
as Tenant for CTD 16 Reno LLC

For clerk use only



**PETITIONER'S  
EVIDENCE**

January 12, 2021

Washoe County Board of Equalization  
c/o Washoe County Assessor  
1001 East 9th Street, Building D  
Reno, NV 89512



**RE: Appeal To Cinemark #443 (Century Riverside)  
Parcel No. 011-440-01**

Dear Board of Equalization:

We would like to appeal the value on the above referenced Cinemark Theater located at 11 North Sierra Street. The theater was constructed in 1999 and situated on its own 1.391 acre parcel of land. The County currently has the theater appraised as follows for the 2021/2022 tax year:

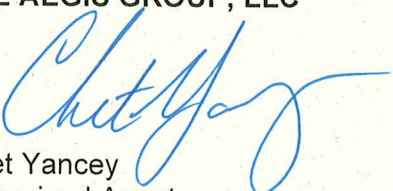
<u>Parcel</u>	<u>Land</u>	<u>Improvements</u>	<u>Total</u>
011-440-01	\$1,261,060	\$6,913,981	\$8,715,041

Based on our income approach to value, we arrive at a valuation estimate of \$1,261,060 (please see attached analyses). It should be noted that the risk of owning this theater has increased significantly over the past few years with the COVID-19 crisis and changing habits of the moviegoing public. According to industry experts, they expect that the attendance will eventually stabilize in 2 to 3 years at approximately 70% to 75% of the 2019 levels. Hollywood has also made the decision to release first run movies directly to streaming platforms at a more competitive price which has greatly impacted the current theater model. For 2020, Gross Revenues for the subject theater have dropped from \$3,714,670 in 2019 to \$925,449. This drop in revenue has resulted in a loss of approximately \$695,000 for 2020. Continued losses of this magnitude cannot persist much longer at the current operating level.

We are requesting a significant reduction to \$1,261,060 for 2021, and we will provide annual information going forward until the property eventually stabilizes at 70% of existing value. If you have any questions, please give me a call at (615) 843-2805. Thank you for reviewing the attached.

Sincerely,

**THE AEGIS GROUP, LLC**

  
Chet Yancey  
Authorized Agent  
Cinemark

**Attachments**

1102 18th Avenue South  
Nashville, Tennessee 37212  
Telephone 615-843-2805  
Facsimile 615-843-2808  
www.aegistax.com

**PETITIONER'S EXHIBIT A  
21 PAGES**

*A division of The AEGIS Group, LLC*





# **INCOME APPROACH TO VALUE**

**\$1,261,060**

**Cinemark Century Riverside (#443)  
Parcel No. 011-440-01**

**Income Approach to Value**

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* Estimated Market Rent (NNN) 12% of Gross Revenues	\$ 111,054
** 2020 Gross Revenue \$385,727 * 12% Gross Revenue	
Less Vacancy & Credit Loss (5%)	<u>( 5,553)</u>
Effective Gross Income	\$ 105,501
Less 5% Estimated Ownership Expenses Administrative & Professional Fees, Insurance, Reserves & Maintenance	<u>( 5,275)</u>
Net Operating Income	\$ 100,226
Capitalization Rate *	10.0%
Capitalized Valuation	\$ 1,002,260

\*\* Most Theater Companies and MAI Appraisers use 12% of Gross Revenue to estimate the market rent the theater company can pay.

\* RealtyRates.com, Investors Survey 4th Quarter 2020, indicates an OAR capitalization rate of 10.86% for special purpose properties, an average of 346 basis points over retail due to the single-use nature of the properties. Also, per the Investors Survey Property Desirability Matrix, special use properties are being rejected as an investable property type.

Allocated Values:

Land	\$1,261,060
Improvements	\$ <u>0</u>
Total	<u>\$1,261,060</u>

The theater building does not contribute value for January 1, 2021.



Home » Assessor » [Real Property Assessment Data](#)

## WASHOE COUNTY ASSESSOR PROPERTY DATA

1/7/2021

**Owner Information**

<b>APN</b>	011-440-01	Card 1 of 1
<b>Situs 1</b>	11 N SIERRA ST RENO NV 89501	Bld # 1
<b>Owner 1</b>	CTO16 RENO LLC	
<b>Mail Address</b>	C/O CONSOLIDATED-TOMOKA LAND CO 1140 N WILLIAMSON BLVD DAYTONA BEACH FL 32114	

**Parcel Information**

<b>Keyline Desc</b>	CONDO PM 3483 LT A		
<b>Subdivision</b>	_UNSPECIFIED		
	<b>Section</b>	<b>Township</b> 19	<b>Range</b> 19
<b>Record of Survey Map : Parcel Map# 3483 : Sub Map#</b>			
	<b>Special Property Code</b>	043	
<b>2021 Tax District</b>	1001	<b>Prior APN</b>	011-111-25
<b>2020 Tax District</b>	1001	<b>Tax Cap Status</b>	Use does not qualify for Low Cap, High Cap Applied
<b>PERMITS</b>	cgreener 03/27/2019		

**Building Information**

XFOB SUBAREA

<b>Bld #1 Situs</b>	11 N SIERRA ST	<b>Property Name</b>	
<b>Quality</b>	C25 Commercial 2.5 (Above Average)	<b>Building Type</b>	Theater - Cinema
<b>Stories</b>	1	<b>2nd Occupancy</b>	
<b>Year Built</b>	1999	<b>WAY</b>	1999
<b>Bedrooms</b>	0	<b>Square Feet</b>	50116
<b>Full Baths</b>	0	<b>Finished Bsmt</b>	0
<b>Half Baths</b>	0	<b>Unfin Bsmt</b>	0
<b>Fixtures</b>	0	<b>Basement Type</b>	
<b>Fireplaces</b>	0	<b>Gar Conv Sq Feet</b>	0
<b>Heat Type</b>	PACKAGE UNIT	<b>Total Garage Area</b>	0
<b>2nd Heat Type</b>		<b>Garage Type</b>	
<b>Exterior Walls</b>	CURTAIN WALLS - MASONRY PANELS	<b>Detached Garage</b>	0
<b>2nd Ext Walls</b>		<b>Basement Gar Door</b>	0
<b>Roof Cover</b>		<b>Sub Floor</b>	
<b>% Complete</b>	100	<b>Frame</b>	MASONRY BRNG
<b>Obso/Bldg Adj</b>	0	<b>Units/Bldg</b>	1
<b>Construction Modifier</b>		<b>Units/Parcel</b>	1

**Land Information**

LAND DETAILS

<b>Land Use</b>	400	<b>DOR Code</b>	400	<b>Sewer</b>	Municipal	<b>Neighborhood</b>	AOBQ <a href="#">AO Neighborhood Map</a>
<b>Size</b>	60,606 SqFt	<b>Size</b>	1.391 Acres	<b>Street</b>	Paved	<b>Zoning Code</b>	MUDR
				<b>Water</b>	Muni		

## Sales and Transfer Records

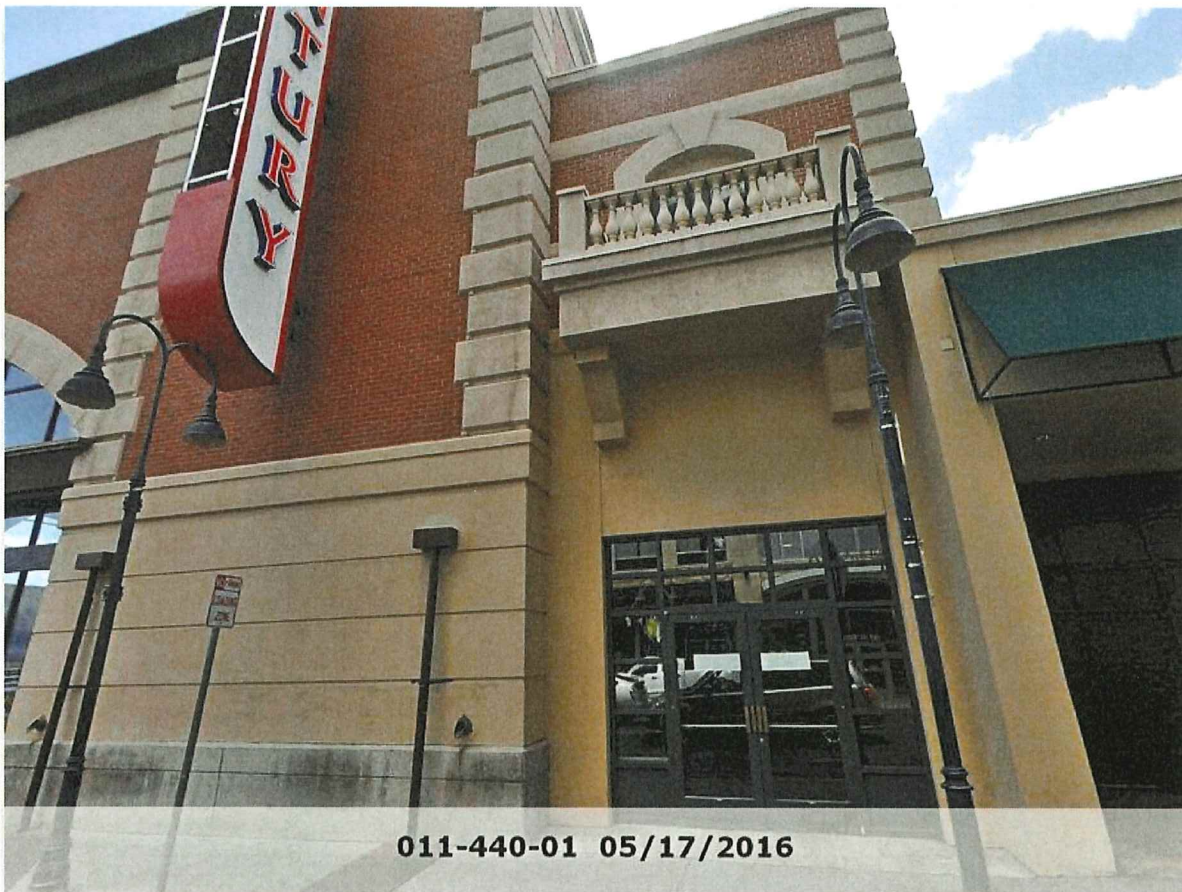
RECORDER SEARCH

Grantor	Grantee	Doc #	Doc Type	Doc Date	DOR Code	Value/Sale Price	Sale Code	Note
DDR OLIVER MCMILLAN RENO LLC	CTO 16 RENO LLC	4657806	DEED	12-01-2016	400	6,900,000	1MGA	
	DDR OLIVER MCMILLAN RENO LLC	2378384		09-08-1999		0		

**Valuation Information** ⚠ The 2021/2022 values are preliminary values and subject to change.

	Taxable Land	New Value	Taxable Imps	OBSO	Tax Cap Value	Taxable Total	Land Assessed	Imps Assessed	Total Assessed	Exemption Value
2021/22 NR	1,261,060	0	6,913,981	0		8,175,041	441,371	2,419,893	2,861,264	0
2021/22 VN	1,261,060	0	6,913,981	0		8,175,041	441,371	2,419,893	2,861,264	0
2020/21 FV	1,261,060	0	7,120,594	0	7,138,537	8,381,654	441,371	2,492,207	2,933,579	0





All parcel data on this page is for use by the Washoe County Assessor for assessment purposes only. The summary data on this page may not be a complete representation of the parcel or of the improvements thereon. Building information, including unit counts and number of permitted units, should be verified with the appropriate building and planning agencies. Zoning information should be verified with the appropriate planning agency. All parcels are reappraised each year. This is a true and accurate copy of the records of the Washoe County Assessor's Office as of 01-06-2021

If you have questions or corrections about our property data you can call us at 775-328-2277 or email us at [exemptions@washoecounty.us](mailto:exemptions@washoecounty.us)

	2020-1	2020-2	2020-3	2020-4	2020-5	2020-6	2020-7	2020-8	2020-9	2020-10	2020-11	2020-12	Total	Prior Year Totals	
														Month	TTM
<b>INCOME:</b>															
2D Admission Revenue	170,979	128,421	48,560	0	0	0	0	5,234	26,500	23,339	22,708	38,694	464,436	204,559	1,947,538
3D Admission Revenue	972	0	256	0	0	0	0	0	0	0	0	0	1,228	10,464	73,019
Large Format Admission Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Admission Total</b>	<b>171,951</b>	<b>128,421</b>	<b>48,816</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,234</b>	<b>26,500</b>	<b>23,339</b>	<b>22,708</b>	<b>38,694</b>	<b>465,664</b>	<b>215,024</b>	<b>2,020,557</b>
Snack Bar	122,991	92,407	40,831	0	0	0	0	3,110	15,434	15,343	14,556	27,412	332,086	159,805	1,504,825
Restaurant Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Concession Total</b>	<b>122,991</b>	<b>92,407</b>	<b>40,831</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,110</b>	<b>15,434</b>	<b>15,343</b>	<b>14,556</b>	<b>27,412</b>	<b>332,086</b>	<b>159,805</b>	<b>1,504,825</b>
Management Fee Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Screen Advertising	10,603	9,525	7,101	4,910	4,928	4,963	4,979	5,034	10,865	4,990	5,898	8,083	81,879	9,554	82,868
Online Fee Income	9,962	6,263	1,773	2	0	0	0	740	2,222	1,484	1,992	2,756	27,194	18,604	81,727
Game Income	1,383	507	309	(27)	265	0	0	0	0	0	0	0	2,436	613	5,493
Rent Income	550	550	550	0	0	0	0	0	584	575	810	568	4,187	2,035	9,836
Trailer Income	6,971	258	(394)	0	0	(328)	0	18	87	185	1,131	767	8,697	2,299	33,778
Promotion Income	216	330	476	98	98	99	99	102	172	189	97	1,328	3,302	1,103	4,091
Other Revenue	4	0	1	0	0	0	0	0	0	0	0	0	5	45	1,182
<b>TOTAL</b>	<b>324,631</b>	<b>238,261</b>	<b>99,462</b>	<b>4,982</b>	<b>5,291</b>	<b>4,734</b>	<b>5,078</b>	<b>14,238</b>	<b>55,864</b>	<b>46,106</b>	<b>47,193</b>	<b>79,608</b>	<b>925,449</b>	<b>409,081</b>	<b>3,714,670</b>
<b>EXPENSES:</b>															
Film Rental	92,928	66,496	21,814	1,596	(1,220)	(50)	2	2,569	13,188	10,395	10,587	15,245	233,550	127,128	1,121,730
Advertising Expense	13	0	151	0	0	0	0	0	0	0	0	0	164	20	1,090
Promotions	291	209	468	97	(32)	13	50	1	0	5	63	(89)	1,075	820	3,673
Sound & Booth Supplies	(542)	(1,000)	(1,263)	284	48	(89)	(89)	309	158	330	1,679	(15,342)	(15,497)	(824)	23,525
Sound & Booth Labor	2,258	2,060	2,044	1,323	940	139	1,153	1,195	1,367	2,684	1,602	2,658	19,424	2,100	25,811
Film Transportation	254	196	154	(7)	0	18	0	61	141	267	604	639	2,327	230	3,094
<b>Film Rental &amp; Advertising</b>	<b>95,202</b>	<b>67,961</b>	<b>23,369</b>	<b>3,293</b>	<b>(264)</b>	<b>31</b>	<b>1,137</b>	<b>4,134</b>	<b>14,853</b>	<b>13,680</b>	<b>14,533</b>	<b>3,113</b>	<b>241,043</b>	<b>129,475</b>	<b>1,178,922</b>
Gross Concession Cost	22,303	15,788	12,420	3,101	1,134	412	1,618	1,263	4,217	5,649	3,988	7,852	79,746	30,719	325,638
Concession Rebates	(5,618)	(4,835)	(2,833)	(510)	(281)	(185)	(808)	(697)	(1,429)	(898)	(677)	(1,509)	(20,078)	(7,583)	(70,593)
<b>Concession Expense</b>	<b>16,685</b>	<b>10,953</b>	<b>9,787</b>	<b>2,591</b>	<b>853</b>	<b>228</b>	<b>810</b>	<b>567</b>	<b>2,788</b>	<b>4,752</b>	<b>3,311</b>	<b>6,343</b>	<b>59,668</b>	<b>23,136</b>	<b>255,045</b>
Salaries & Wages	46,106	39,460	47,328	3,612	3,495	4,817	5,598	11,581	21,093	17,851	16,915	25,839	243,695	51,113	566,442
Payroll Tax	4,195	3,855	4,134	303	295	334	428	847	2,138	1,548	1,678	1,543	21,400	4,486	47,505
Commissions	625	876	351	(1,927)	0	0	0	0	1,701	376	0	(3,393)	(900)	632	2,627
Employee Insurance	7,304	3,920	2,932	1,193	1,444	374	1,183	1,193	2,643	4,867	3,550	4,551	35,144	3,769	63,495
Workers Compensation Insurance	579	333	185	282	484	(805)	63	75	1,790	659	519	(1,670)	2,495	366	4,554
401(K) Match	894	522	998	49	87	72	119	130	224	405	259	249	4,007	282	4,487
Employee Bonus	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Salaries &amp; Benefits</b>	<b>59,703</b>	<b>48,967</b>	<b>55,928</b>	<b>3,512</b>	<b>5,805</b>	<b>4,792</b>	<b>7,391</b>	<b>13,817</b>	<b>29,588</b>	<b>25,806</b>	<b>23,414</b>	<b>27,119</b>	<b>305,841</b>	<b>60,648</b>	<b>689,111</b>
Base Rent	53,667	53,667	53,667	53,667	53,667	53,666	53,666	53,667	53,666	0	107,333	55,666	646,000	53,667	644,000
Percentage Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(4,973)
Common Area Maintenance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Non-Cash Rent & CAM	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0)
<b>Facilities Lease Expense</b>	<b>53,667</b>	<b>53,667</b>	<b>53,667</b>	<b>53,667</b>	<b>53,667</b>	<b>53,666</b>	<b>53,666</b>	<b>53,667</b>	<b>53,666</b>	<b>0</b>	<b>107,333</b>	<b>55,666</b>	<b>646,000</b>	<b>53,667</b>	<b>639,027</b>
Electric	5,559	5,250	3,957	2,430	4,138	3,685	4,123	8,575	(17,381)	6,633	4,076	4,811	35,856	5,093	69,698
Gas	640	695	53	20	192	9	10	19	39	20	246	480	2,422	758	3,633
Water	843	823	172	830	9	392	331	778	834	595	359	422	6,387	799	10,890
Trash & Other	7,226	2,041	1,305	(1,070)	602	261	1,164	2,407	1,729	2,737	2,011	1,675	22,089	606	23,930
Telephone	988	1,260	1,307	1,386	1,029	990	1,029	1,061	928	500	1,290	910	12,786	1,062	13,365
<b>Utilities Expense</b>	<b>15,255</b>	<b>10,069</b>	<b>6,794</b>	<b>3,596</b>	<b>6,078</b>	<b>5,337</b>	<b>6,656</b>	<b>12,840</b>	<b>(13,850)</b>	<b>10,486</b>	<b>7,982</b>	<b>8,297</b>	<b>79,541</b>	<b>8,317</b>	<b>121,516</b>
Concession Repairs & Maint	2,325	1,661	525	(2)	929	155	380	265	837	562	816	8,930	2,159	2,159	17,219
HVAC Repairs & Maintenance	0	0	0	2,503	0	0	0	0	256	0	0	258	3,017	359	17,015
Computer Repairs & Maintenance	670	383	215	169	0	0	331	295	222	868	1,808	222	5,184	218	5,438
Other Repairs & Maintenance	3,572	5,130	1,135	401	622	265	675	695	1,196	1,873	2,163	2,188	19,916	7,154	45,592
<b>Repairs &amp; Maintenance</b>	<b>6,567</b>	<b>7,174</b>	<b>1,875</b>	<b>3,071</b>	<b>1,551</b>	<b>421</b>	<b>1,386</b>	<b>1,256</b>	<b>2,511</b>	<b>3,304</b>	<b>4,448</b>	<b>3,483</b>	<b>37,047</b>	<b>9,889</b>	<b>85,263</b>
Janitor Service	7,460	6,210	6,210	90	(624)	(589)	(1,111)	1,030	3,827	2,208	2,208	3,625	30,542	8,965	87,767
Janitor Internal Labor	338	316	218	0	0	0	0	264	2,641	2,729	2,641	2,729	11,876	0	0
Janitor Supplies	1,555	1,959	877	(257)	(306)	35	1,770	(911)	2,097	912	850	1,248	9,828	2,784	23,945
Property Tax	9,660	9,660	9,660	10,155	10,150	10,150	10,517	10,460	10,341	10,460	10,460	10,460	122,133	8,776	112,959
Security Expense	3,929	3,849	3,233	(238)	(87)	37	39	187	0	0	0	0	10,949	1,941	56,951
General Supplies	169	365	(93)	(119)	166	64	397	16	45	5	49	48	1,111	902	9,210
Travel, Auto & Meals	(0)	451	0	0	410	348	3	(25)	(130)	(58)	(32)	174	1,140	0	1,499
Cash Over/Short	(9)	19	317	0	0	0	0	(0)	(5)	38	7	0	367	12	858
Equipment Lease	1,686	880	1,323	200	0	(203)	(203)	601	2,116	1,685	(203)	602	8,483	1,283	15,843
Equipment Lease Real D	36	0	3	0	0	0	0	0	0	0	0	0	39	395	2,636
Cloud Based Rental	2	0	0	0	0	0	0	0	0	0	0	0	2	0	0
Insurance Property & Liability	1,989	1,989	1,829	1,790	1,790	1,221	1,790	1,790	2,337	1,989	1,989	(252)	20,252	2,680	22,938
Dues & Subscriptions	73	13	13	62	2	0	11	11	13	13	13	13	239	13	668
Consulting Fees	9	347	(64)	0	(65)	0	0	0	0	2,502	0	0	2,729	270	1,330
Bank Charges	231	247	240	105	50	37	50	133	224	135	191	211	1,855	248	2,890
Credit Card Fees	7,299	5,026	1,772	3	0	0	0	349	1,348	1,029	1,098	1,734	19,659	10,879	73,834
Other Expense	603	6,576	1,699	(260)	(260)	(234)	(194)	(97)	(178)	(89)	126	38	7,731	7,778	42,407
<b>TOTAL</b>	<b>282,108</b>	<b>236,698</b>	<b>178,656</b>	<b>81,262</b>	<b>78,918</b>	<b>75,341</b>	<b>84,115</b>	<b>100,089</b>	<b>114,232</b>	<b>81,584</b>	<b>180,418</b>	<b>124,652</b>	<b>1,618,073</b>	<b>332,057</b>	<b>3,424,619</b>
<b>THEATRE CASH FLOW</b>	<b>42,522</b>	<b>1,564</b>	<b>(79,193)</b>	<b>(76,281)</b>	<b>(73,627)</b>	<b>(70,607)</b>	<b>(79,037)</b>	<b>(85,851)</b>	<b>(58,367)</b>	<b>(35,478)</b>	<b>(133,225)</b>	<b>(45,043)</b>	<b>(692,625)</b>	<b>77,024</b>	<b>290,051</b>
Rent on Cap Leases	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Non-Cash Rent Expense	234	234	234	234	234	234	234	234	234	234	0	0	2,344	234	2,813
<b>Adjusted Cash Flow</b>	<b>42,288</b>	<b>1,329</b>	<b>(79,428)</b>	<b>(76,515)</b>	<b>(73,861)</b>	<b>(70,842)</b>	<b>(79,272)</b>	<b>(86,086)</b>	<b>(58,602)</b>	<b>(35,712)</b>	<b>(133,225)</b>	<b>(45,043)</b>	<b>(694,969)</b>	<b>76,790</b>	<b>287,238</b>
2D Attendance	27,835	20,059	8,134	0	0	0	0	739	3,709	3,524	3,079	5,112	72,191	34,162	319,464
3D Attendance	103	0	28	0	0	0	0	0	0	0	0	0	131	1,116	7,902
Large Format Attendance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Attendance</b>	<b>27,938</b>	<b>20,059</b>	<b>8,162</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>739</b>	<b>3,709</b>	<b>3,524</b>	<b>3,079</b>	<b>5,112</b>	<b>72,322</b>	<b>35,278</b>	<b>327,366</b>
2D Avg Ticket Price	\$6.14	\$6.40	\$5.97	n/a	n/a	n/a	n/a	\$7.08	\$7.14	\$6.62	\$7.3				



Century Riverside, Reno, NV  
TTM Ended: 00443  
2019-12-31

Report Layout: TTM\_NEW

	2019-1	2019-2	2019-3	2019-4	2019-5	2019-6	2019-7	2019-8	2019-9	2019-10	2019-11	2019-12	Total	Prior Year Totals	Month	TTM	
INCOME:																	
2D Admission Revenue	182,112	106,484	144,523	190,100	173,495	146,931	183,744	141,091	127,940	165,557	181,001	204,559	1,947,538	179,627	2,379,052		
3D Admission Revenue	5,216	6,502	9,770	10,659	8,822	5,827	9,854	262	0	3,287	2,355	10,464	73,019	13,523	99,261		
Large Format Admission Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Admission Total	187,328	112,986	154,293	200,759	182,317	152,758	193,597	141,353	127,940	168,844	183,357	215,024	2,020,557	193,149	2,478,313		
Snack Bar	130,322	79,458	112,647	160,967	147,224	118,504	149,852	103,498	94,179	120,385	127,985	159,805	1,504,825	130,632	1,590,081		
Restaurant Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Concession Total	130,322	79,458	112,647	160,967	147,224	118,504	149,852	103,498	94,179	120,385	127,985	159,805	1,504,825	130,632	1,590,081		
Management Fee Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Screen Advertising	7,659	5,848	5,970	7,326	6,693	5,856	6,496	6,155	6,127	7,256	7,929	9,554	82,868	6,822	88,401		
Online Fee Income	6,228	2,879	4,668	12,041	6,090	3,856	5,900	3,336	3,473	5,007	9,646	18,604	81,727	7,442	66,263		
Game Income	704	745	495	425	565	283	521	90	888	(127)	290	613	5,493	35	5,747		
Rent Income	550	815	550	570	550	550	493	550	550	1,589	1,034	2,035	9,836	550	9,482		
Trailer Income	6,497	1,332	780	3,133	2,690	1,711	4,309	1,622	1,399	5,919	2,087	2,299	33,778	4,215	26,227		
Promotion Income	874	159	324	94	395	178	205	176	390	216	(24)	1,103	4,091	910	4,859		
Other Revenue	137	134	92	152	199	199	198	1	0	14	11	45	1,182	189	2,410		
TOTAL	340,300	204,355	279,819	385,466	346,724	283,895	361,572	256,780	234,946	309,103	332,316	409,081	3,744,357	343,945	4,250,414		
EXPENSES:																	
Film Rental	97,656	55,273	86,762	114,540	104,126	86,989	114,975	75,488	68,472	92,378	97,943	127,128	1,121,730	107,340	1,353,633		
Advertising Expense	0	0	123	0	27	0	219	0	654	0	47	20	1,090	1	14		
Promotions	44	409	215	453	278	149	50	164	729	116	245	820	3,673	250	19,018		
Sound & Booth Supplies	(2,545)	1,852	229	(2,010)	(2,587)	(324)	(2,784)	25,968	5,838	1,564	(853)	(824)	23,525	(1,810)	10,680		
Sound & Booth Labor	1,921	1,926	2,062	2,173	2,348	2,162	2,320	2,284	1,966	2,280	2,268	2,100	25,811	2,001	19,874		
Film Transportation	153	269	254	262	264	282	315	281	141	258	384	230	3,094	291	3,593		
Film Rental & Advertising	97,228	59,729	89,645	115,418	104,456	89,258	115,095	104,187	77,801	96,596	100,035	129,475	1,178,922	108,072	1,406,812		
Gross Concession Cost	28,017	17,951	17,242	46,248	20,220	36,388	33,083	20,722	22,014	21,857	31,177	30,719	325,638	27,132	330,430		
Concession Rebates	(5,975)	(4,130)	(5,550)	(7,674)	(6,235)	(5,165)	(5,664)	(5,184)	(5,292)	(6,741)	(5,398)	(7,583)	(70,593)	(5,684)	(73,397)		
Concession Expense	22,042	13,821	11,692	38,574	13,986	31,222	27,418	15,537	16,722	15,116	25,779	23,136	255,045	21,448	257,034		
Salaries & Wages	50,229	43,888	47,473	49,362	48,265	46,240	46,467	46,147	43,939	46,371	46,947	51,113	566,442	45,929	499,676		
Payroll Tax	4,319	3,853	4,284	3,720	4,453	3,789	3,898	4,036	3,115	3,793	3,760	4,486	47,505	4,026	46,518		
Commissions	565	(911)	(1,048)	644	643	665	259	(765)	645	659	639	632	2,627	1,068	6,552		
Employee Insurance	7,041	5,596	3,287	5,597	5,074	5,409	5,374	8,122	4,976	4,983	4,268	3,769	63,495	5,610	60,669		
Workers Compensation Insurance	720	721	(320)	682	480	(122)	418	757	39	474	340	366	4,554	349	4,659		
401(K) Match	397	391	280	343	343	336	340	346	474	454	500	282	4,487	752	5,529		
Employee Bonus	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,000		
Salaries & Benefits	63,272	53,538	53,955	60,347	59,257	56,318	56,755	58,643	53,188	56,735	56,454	60,648	689,111	57,734	593,603		
Base Rent	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	644,000	53,667	644,000		
Percentage Rent	0	(4,973)	0	0	0	0	0	0	0	0	0	0	(4,973)	(2,718)	4,973		
Common Area Maintenance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Non-Cash Rent & CAM	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Facilities Lease Expense	53,667	48,694	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	53,667	639,027	50,948	648,973		
Electric	4,896	4,730	4,877	4,741	5,806	7,007	7,288	8,562	6,910	5,131	4,657	5,093	69,698	3,613	71,476		
Gas	638	796	377	296	97	49	11	17	30	158	407	758	3,633	659	3,323		
Water	773	954	834	862	964	1,017	313	1,286	1,698	885	506	799	10,890	1,035	10,175		
Trash & Other	2,645	243	2,004	1,498	1,520	1,515	1,942	1,620	1,580	6,639	2,117	606	23,930	811	19,437		
Telephone	850	983	1,077	1,695	1,170	1,119	1,035	1,053	630	648	2,043	1,062	13,365	1,441	14,261		
Utilities Expense	9,800	7,705	9,169	9,093	9,556	10,708	10,590	12,539	10,849	13,460	9,731	8,317	121,516	7,558	118,672		
Concession Repairs & Maint	530	2,066	900	1,453	2,342	491	683	2,894	1,640	491	1,198	863	2,159	17,219	717	14,011	
HVAC Repairs & Maintenance	807	1,141	1,028	1,426	122	1,997	7,169	0	0	2,158	807	359	17,015	0	8,583		
Computer Repairs & Maintenance	337	345	341	449	334	598	322	358	849	511	777	218	5,438	330	6,003		
Other Repairs & Maintenance	1,555	2,260	1,071	9,236	5,357	4,076	2,051	4,309	1,810	5,042	1,672	7,154	45,592	2,553	31,388		
Repairs & Maintenance	3,229	5,812	3,340	12,564	8,154	7,162	10,226	7,561	4,298	8,909	4,118	9,889	85,263	3,599	59,985		
Janitor Service	6,900	7,395	7,825	6,900	7,660	7,625	6,900	6,900	6,900	6,900	6,900	8,965	87,767	7,980	84,123		
Janitor Internal Labor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Janitor Supplies	1,725	2,317	1,130	2,264	2,650	1,346	2,498	1,284	1,997	2,017	1,934	2,784	23,945	2,097	23,152		
Property Tax	4,910	10,025	10,470	10,470	10,470	10,470	10,470	8,787	8,820	8,776	8,820	8,776	112,959	8,910	128,523		
Security Expense	6,282	3,126	3,668	4,795	4,284	5,048	4,646	4,847	5,664	5,258	7,392	1,941	56,951	8,371	63,278		
General Supplies	1,002	303	320	1,617	648	899	310	545	132	1,661	872	902	9,210	1,665	10,710		
Travel, Auto & Meals	106	21	44	12	16	1,906	758	(1,398)	10	15	8	0	1,499	84	1,324		
Cash Over/Short	55	(13)	28	79	138	371	154	159	73	(227)	30	12	858	109	669		
Equipment Lease	1,709	1,105	1,084	895	1,486	1,886	1,083	1,451	1,283	892	1,686	1,283	15,843	1,486	19,968		
Equipment Lease Real D	115	255	374	397	345	231	385	11	0	32	97	395	2,636	458	3,673		
Cloud Based Rental	0	0	0	0	0	0	0	0	0	0	0	0	0	0	13		
Insurance Property & Liability	1,853	1,853	1,543	1,853	1,853	1,829	1,853	1,853	2,062	1,853	1,853	2,680	22,938	2,095	22,060		
Dues & Subscriptions	73	13	13	73	13	13	73	272	24	73	13	13	668	13	336		
Consulting Fees	3	0	93	7	287	11	351	2	302	0	2	270	1,330	757	2,614		
Bank Charges	193	341	81	203	298	346	307	(61)	204	384	347	248	2,890	493	5,238		
Credit Card Fees	5,918	3,468	4,935	8,124	6,588	4,823	6,750	4,494	4,647	5,897	7,311	10,879	73,834	6,389	75,847		
Other Expense	863	8,672	228	(128)	(												

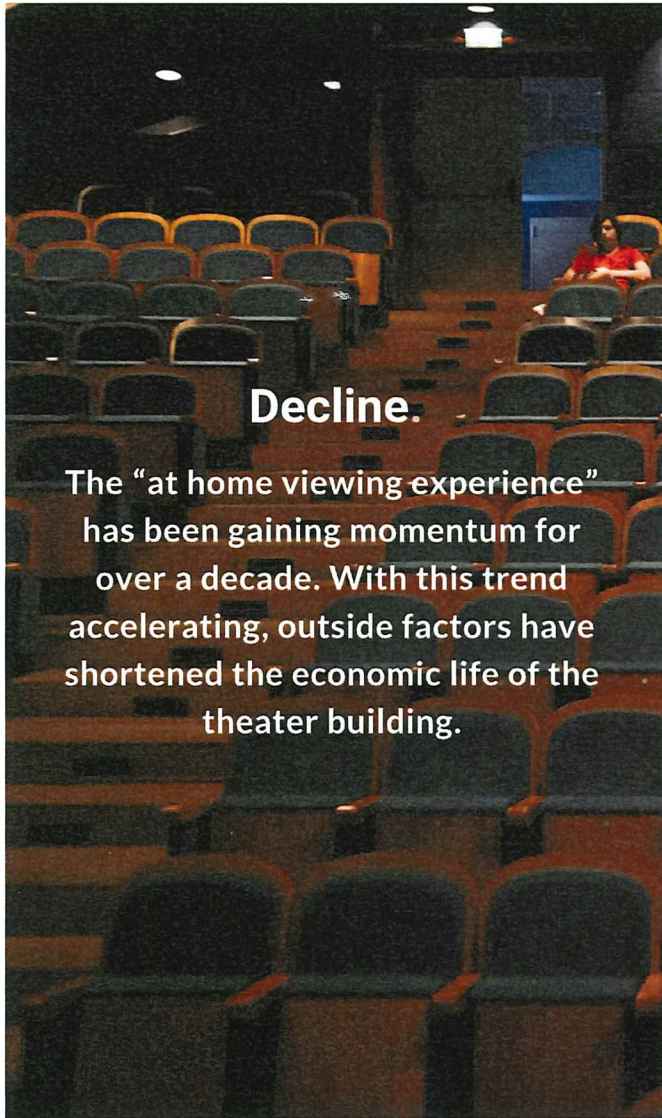




# Movie Theater Industry **at a Glance**

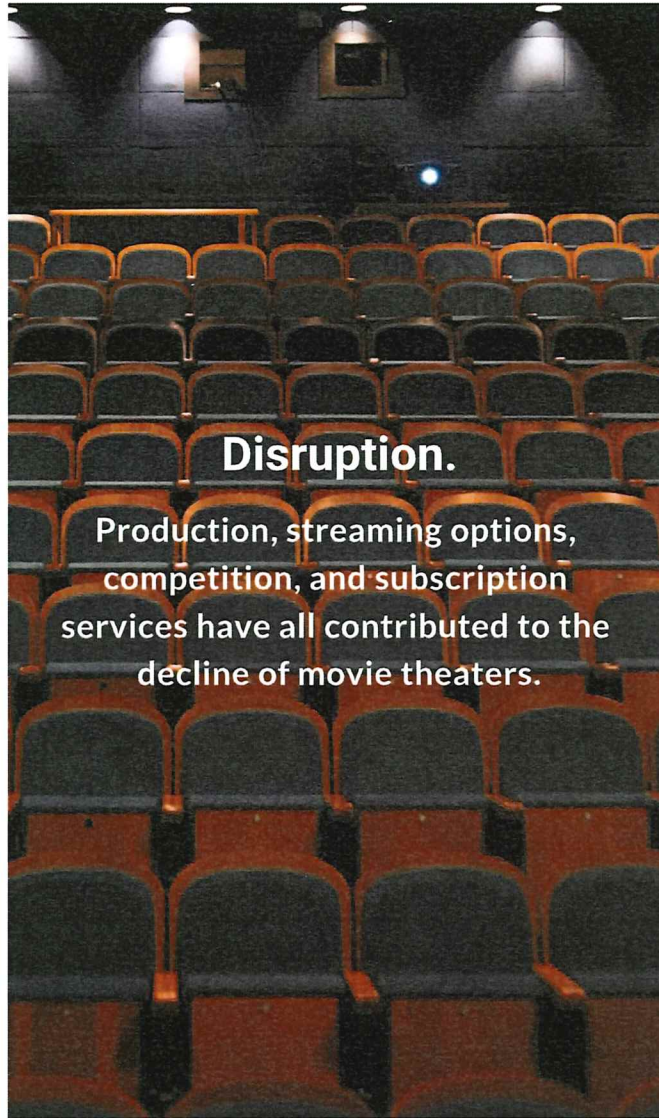
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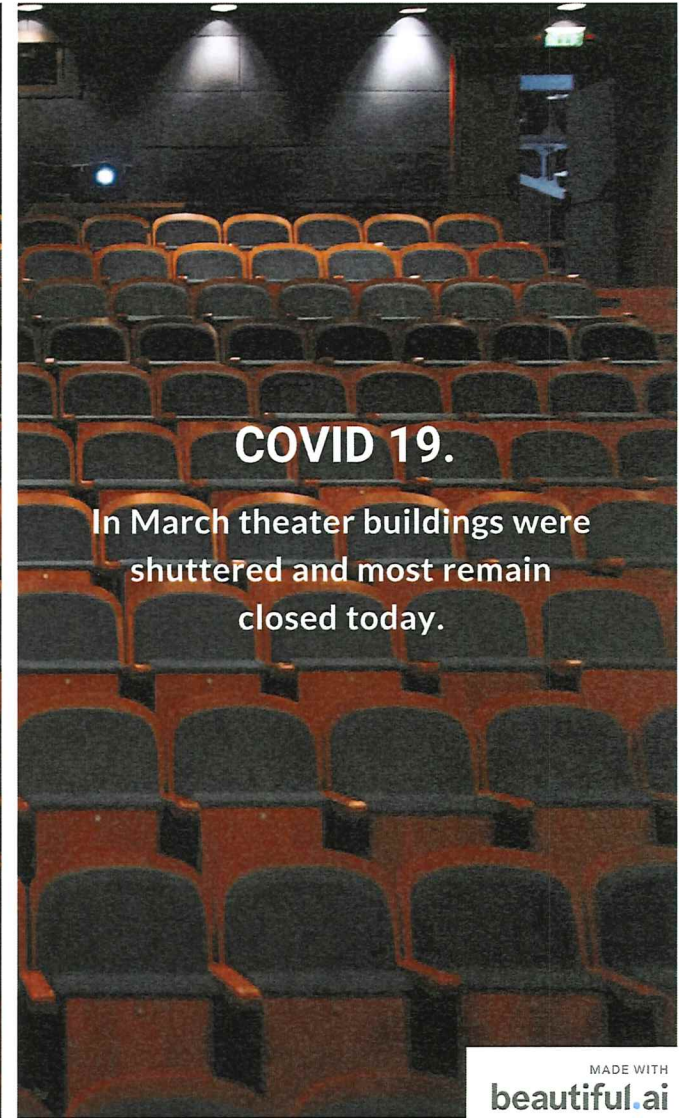
## **Decline.**

The “at home viewing experience” has been gaining momentum for over a decade. With this trend accelerating, outside factors have shortened the economic life of the theater building.



## **Disruption.**

Production, streaming options, competition, and subscription services have all contributed to the decline of movie theaters.

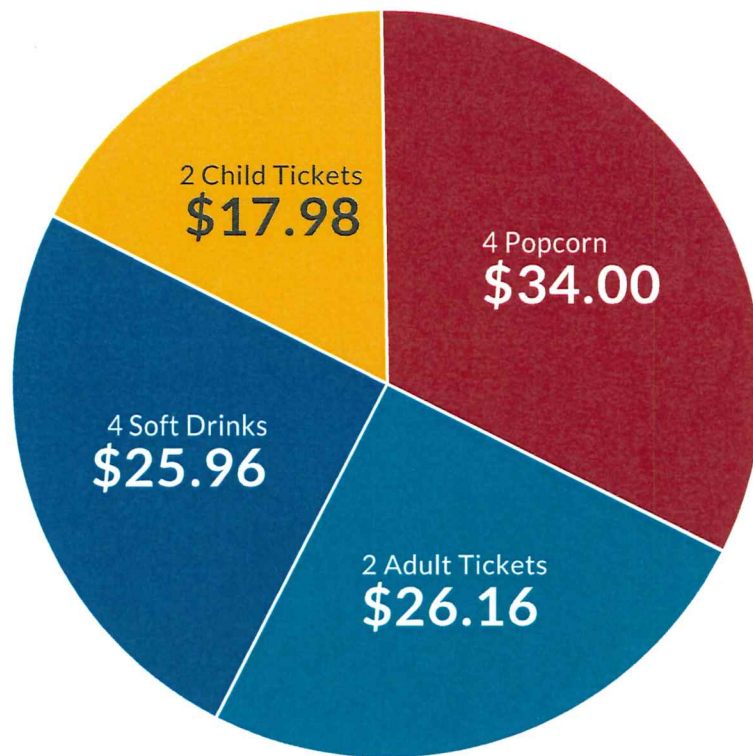


## **COVID 19.**

In March theater buildings were shuttered and most remain closed today.

## Decline.

The annual cost to attend a movie is on the rise, and so are alternatives.



# \$104.10

With the average cost to attend a movie increasing, consumers are realizing they have numerous alternatives to the theater experience. The “at home” experience is an affordable competitive solution to the rising cost to attending a movie in person.

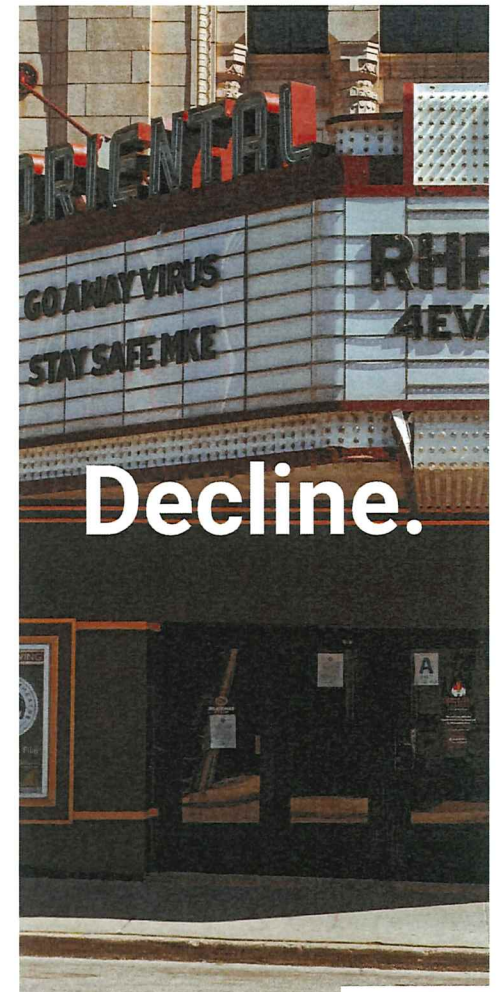


- Rapidly changing business model.

Due to the rapidly changing environment- **existing movie theaters are requiring significant personal property upgrades.** These upgrades are needed to differentiate the theater experience from the at home experience. These upgrades cost in excess of \$5M and include new recliners and stadium risers, along with digital/laser projectors, special format screens, and upgraded concession areas.

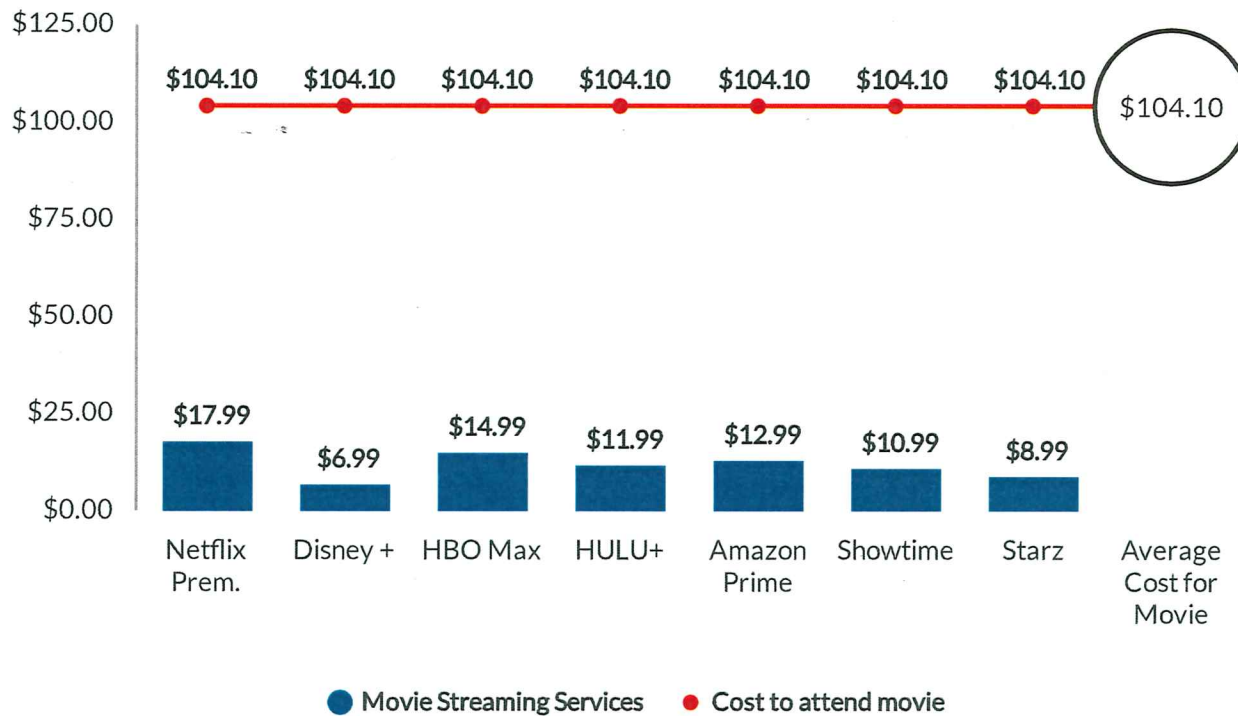
Without the costly personal property upgrades, existing theaters cannot compete with upgraded theaters and the “at home experience”. In addition, the shortened theatrical window due to film studios releasing movies to streaming services and movie theaters simultaneously has added to changing landscape.

Result of the changes to the business model: reduced movie theater margins and lower rents paid to landlords.



## Disruption

# Monthly Streaming vs. Cost of Attendance



# \$104.10

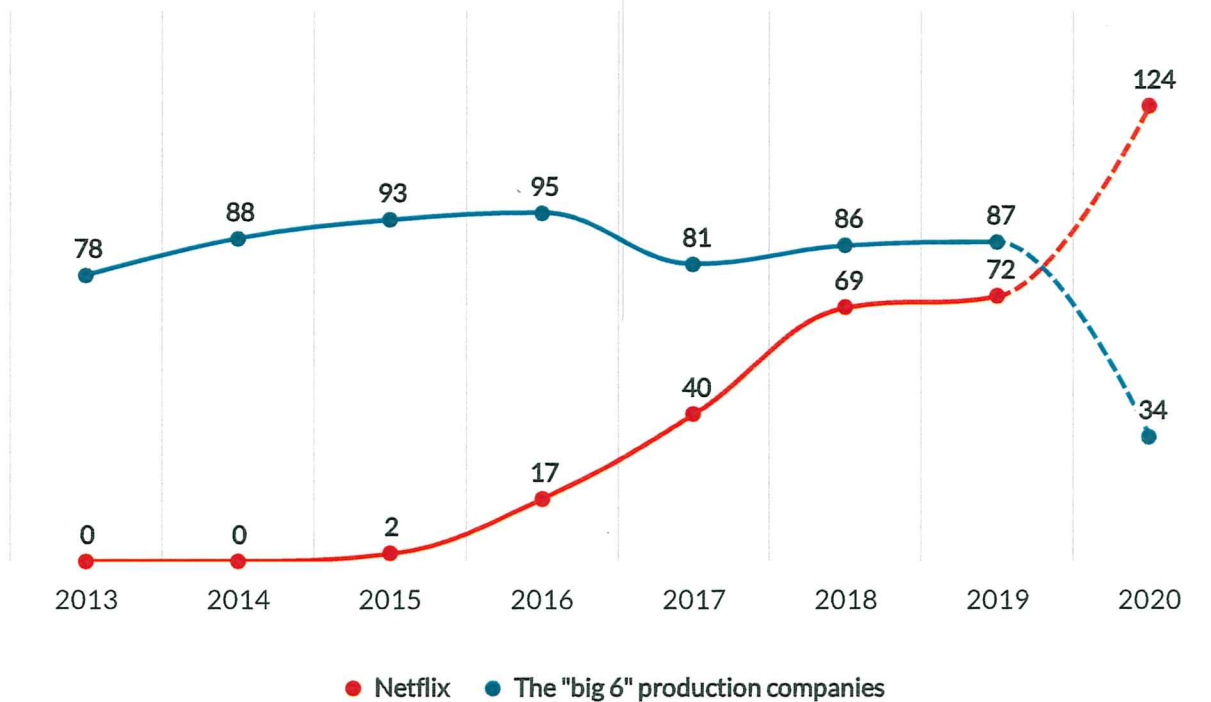
Family of 4

The movie theater industry has been disrupted by competitive digitized platforms. The consumer is now able to pair their “at home” experience with an affordable streaming service offering new movies.



## Disruption

# "big 6" vs. Netflix



## "big 6"

**Who's creating the movies, and where are they being viewed?**

Warner Brothers, Disney, 20th Century Fox, Paramount, Sony, & Universal make up the "big 6" movie producers. Their product is viewed at the theater, whereas Netflix Original movies are exclusively viewed on personal entertainment devices.

- **Mandated Closures**

The movie industry has been decimated by the worldwide shutdown, and theaters have virtually no revenue for 2020. This is only magnified by the fact that government mandated closures are completely at the discretion of politicians

- **Expectations**

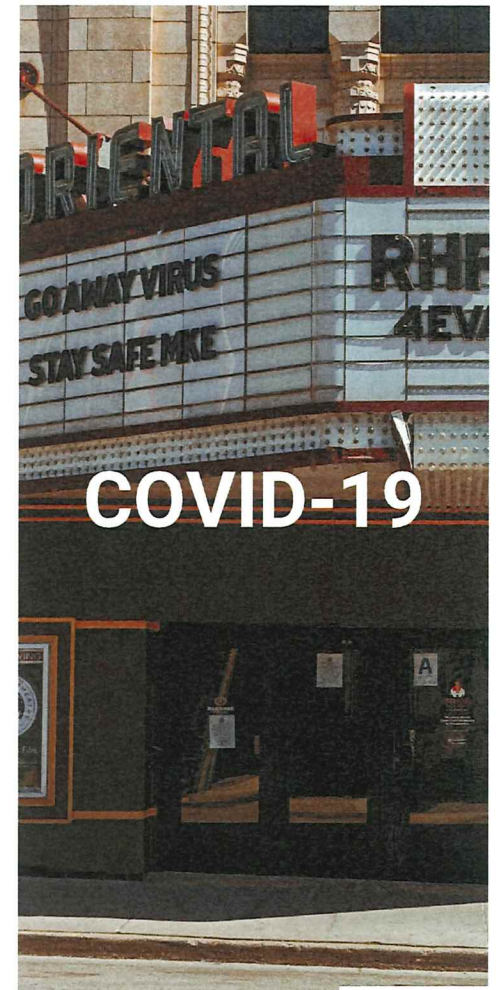
Current forecast predict that theater revenue will be severely impacted for the next 2 to 3 years and may never return to the 2019 levels. People have changed their movie watching habits as is evident by the number of “streaming services” offering first run movies.

- **Social Distancing | Design flaw**

In the event a theater is allowed to open under strict social distancing guidelines, approximately 80% of the available seats will be unavailable.

- **“New Normal”**

Industry experts believe that once the vaccine is efficiently distributed, and we reach stabilization, 70% of the 2019 ticket volume sales will then become the “new normal”.



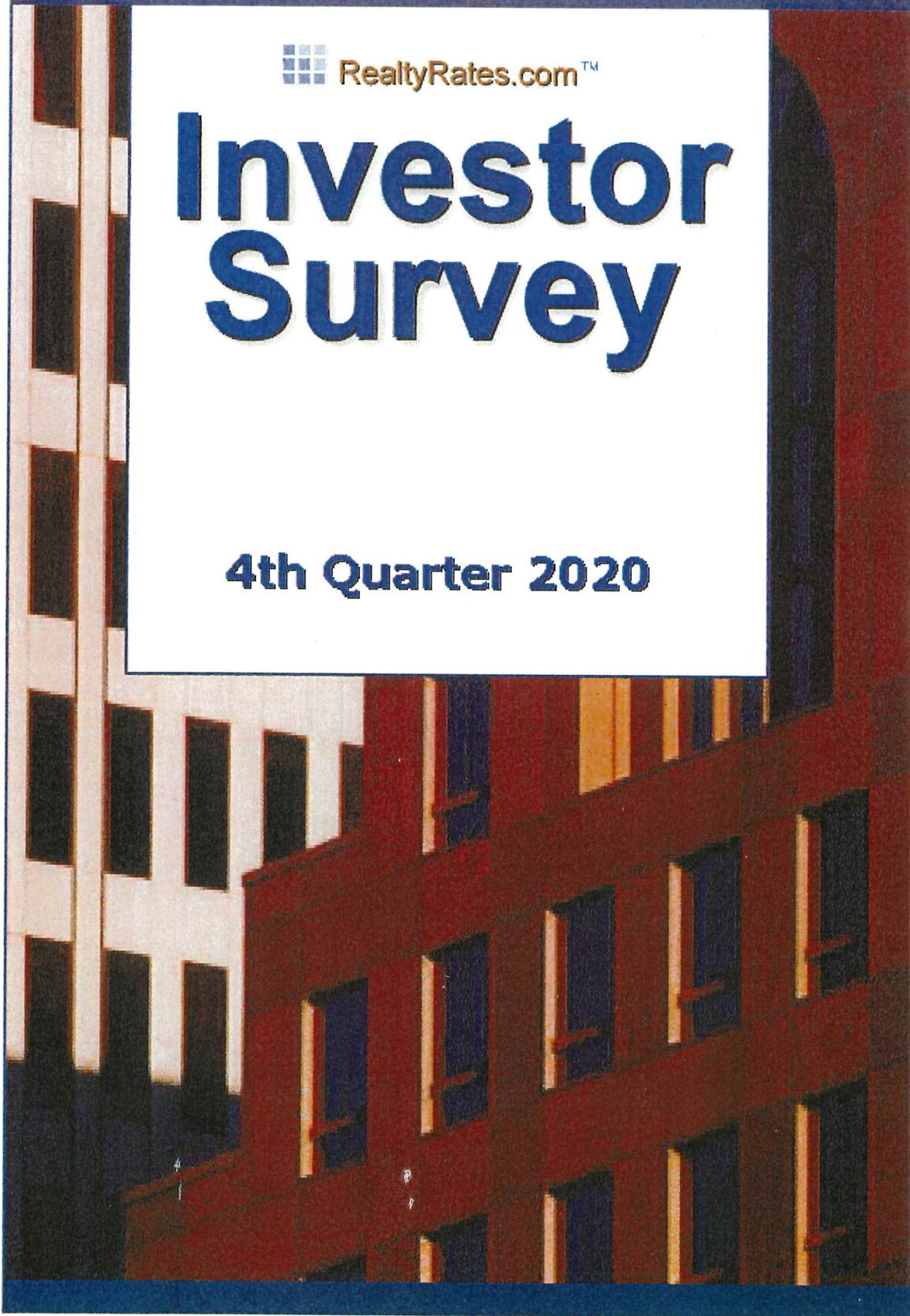




RealtyRates.com™

# Investor Survey

**4th Quarter 2020**





## Market Commentary

### RealtyRates.com Investor Survey Reports Modest Cap Rate Index Increases For Small Majority of Property Types During 3rd Quarter 2020

Coincident with a three basis point increase in Treasury rates to which most commercial mortgage interest rates are indexed, together with a two basis point decrease in equity dividend rates, the RealtyRates.com™ Investor Survey Weighted Composite (Cap Rate) Index™ increased eight basis points from 8.48 to 8.56 percent during the 3rd Quarter of 2020.

The greatest quarter-over-quarter cap rate index increases were recorded by the Office and Special Purpose sectors, both up 19 basis points, followed by the Apartment sector up 13 basis points.

The greatest quarter-over-quarter cap rate index decrease was recorded by the Industrial sector, down four basis points, followed by the Healthcare and Mobile Home/PV Park sector, both down two basis points.

Mortgage lending standards on weakened demand tightened during the 3rd Quarter, while spreads remained unchanged, but average permanent mortgage rates were up three basis points.

RealtyRates.com INVESTOR SURVEY - 4th Quarter 2020*																								
CURRENT & HISTORICAL CAP RATE INDICES																								
Method-Weighted* Property Category Indices																								
Year	Healthcare Senior Apts Golf Housing Industrial Lodging MHRV Park Office Retail Restaurant Self Storage Special Purpose Weighted* Composite Indices																							
	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg	Rate	Chg
2020	7.47	-45	11.00	-56	8.06	-52	8.27	-45	9.34	-53	8.57	-51	8.09	-45	8.53	-40	10.75	-44	8.86	-54	10.84	-36	8.69	-46
3rd Qtr	7.37	13	10.82	3	7.84	-2	8.11	-4	9.23	12	8.38	-2	8.00	19	8.39	7	10.63	8	8.70	-1	10.81	19	8.56	8
2nd Qtr	7.24	-33	10.79	-39	7.86	-42	8.15	-29	9.11	-34	8.39	-37	7.81	-37	8.32	-35	10.55	-33	8.71	-31	10.61	-26	8.48	-34
1st Qtr	7.57	-10	11.18	-14	8.28	-10	8.44	-6	9.45	-10	8.76	-8	8.18	-12	8.67	-4	10.87	-16	9.02	-17	10.88	-9	8.82	-10
2019	7.92	-50	11.56	-47	8.58	-44	8.72	-47	9.86	-66	9.08	-48	8.54	-50	8.93	-45	11.20	-37	9.40	-46	11.20	-45	9.15	-49
2018	8.42	26	12.02	30	9.01	14	9.19	23	10.53	25	9.56	30	9.04	10	9.38	20	11.57	15	9.86	29	11.64	40	9.64	22
2017	8.16	4	11.73	-2	8.87	-6	8.96	-12	10.28	5	9.26	11	8.94	-22	9.19	-8	11.42	-15	9.57	-9	11.25	4	9.42	-6
2016	8.13	-2	11.75	6	8.92	12	9.08	15	10.22	0	9.15	15	9.16	16	9.27	12	11.57	-10	9.67	14	11.21	10	9.48	9
2015	8.15	-9	11.69	-14	8.80	-9	8.93	-10	10.22	-20	8.99	-18	9.00	-6	9.15	-11	11.66	-13	9.52	-22	11.11	-12	9.40	-12
2014	8.24	-15	11.83	-9	8.89	-1	9.03	-4	10.43	-17	9.17	-5	9.06	-22	9.26	15	11.79	-6	9.75	-20	11.24	14	9.52	-7
2013	8.39	14	11.92	-14	8.90	5	9.07	-2	10.60	3	9.22	14	9.28	-19	9.11	-4	11.86	9	9.95	-24	11.10	1	9.58	-2
2012	8.25	-35	12.07	6	8.85	-36	9.09	-40	10.57	-24	9.08	-39	9.47	3	9.15	-13	11.77	6	10.19	-49	11.09	-4	9.60	-21
2011	8.60	-29	12.00	-22	9.21	-40	9.49	-11	10.81	-24	9.48	-8	9.44	-10	9.28	-26	11.70	-14	10.69	-3	11.12	-17	9.81	-19
2010	8.89	4	12.22	5	9.62	15	9.60	12	11.05	7	9.55	22	9.54	16	9.54	25	11.84	12	10.72	21	11.30	0	10.00	13
2009	8.85	8	12.17	16	9.47	10	9.48	10	10.98	-7	9.33	1	9.38	29	9.29	20	11.72	15	10.50	37	11.30	8	9.87	14
2008	8.77	-4	12.01	29	9.37	-16	9.38	-14	11.05	56	9.32	-5	9.09	-16	9.09	-11	11.57	-28	10.13	20	11.22	-7	9.74	-1
2007	8.81	-45	11.72	-21	9.53	-65	9.52	-25	10.49	-28	9.37	-26	9.25	-47	9.20	-12	11.85	61	9.93	-38	11.29	-24	9.75	-28
2006	9.26	12	11.93	47	10.18	15	9.77	35	10.77	27	9.63	41	9.72	26	9.32	30	11.24	18	10.31	27	11.53	9	10.03	26
2005	9.14	14	11.46	80	10.03	-16	9.42	-30	10.50	-21	9.22	19	9.46	6	9.02	16	11.06	5	10.04	13	11.44	-30	9.77	2
2004	9.00	-19	10.66	28	10.19	-37	9.72	19	10.71	-98	9.03	-48	9.40	-4	8.86	-19	11.01	-15	9.91	-13	11.74	-30	9.75	-19
2003	9.19	-2	10.38	-32	10.56	64	9.53	33	11.69	56	9.51	-11	9.44	1	9.05	-18	11.16	8	10.04	-53	12.04	105	9.34	12
2002	9.21	-40	10.70	18	9.92	-39	9.20	-61	11.13	26	9.62	-60	9.43	-35	9.23	-62	11.08	-3	10.57	-12	10.99	-177	9.82	-41
2001	9.61	64	10.52	133	10.31	90	9.81	16	10.87	98	10.22	-68	9.78	-35	9.85	-53	11.11	47	10.69	13	12.76	32	10.23	21
2000	8.97		9.19		9.41		9.65		9.89		10.90		10.13		10.38		10.64		10.56		12.44		10.01	

\* Weighted by methodology: Band-of-Investment, DCR Technique, Sales Survey

\* Further weighted by property category

\* 3rd Quarter 2020 Data

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RealtyRates.com INVESTOR SURVEY - 4th Quarter 2020*									
SURVEYED RESERVE REQUIREMENTS									
Property Type	Per SF			Per Unit			% of EGI		
	Min.	Max.	Typical	Min.	Max.	Typical	Min.	Max.	Typical
Apartments				\$165	\$415	\$385			
Golf				\$1,295	\$7,600	\$3,504	2.0%	4.5%	3.2%
Health Care/Senior Housing				\$265	\$725	\$405			
Industrial	\$0.25	\$0.75	\$0.50						
Lodging							4.0%	8.5%	4.6%
Mobile Home/RV Park				\$30	\$305	\$169	2.0%	5.5%	4.2%
Office	\$0.32	\$0.85	\$0.61						
Restaurants							2.0%	5.5%	3.2%
Retail	\$0.32	\$1.00	\$0.65						
Self-Storage	\$0.28	\$0.70	\$0.61	\$30	\$205	\$129			
Special Purpose	\$0.25	\$1.10	\$0.73						

\*3rd Quarter 2020 Data

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RealtyRates.com INVESTOR SURVEY - 4th Quarter 2020*			
PROPERTY DESIRABILITY MATRIX			
	Preferred aggressively seeking	Cautionary will consider	Rejecting but... ...may consider under special circumstances
Apartments	Suburban Garden Style		Urban Hi-Rise
	Mixed Use		
Golf		Private	Public - Privately Owned
		Public - Municipal	
		Semi-Private	
Health Care/Senior Housing	Independent Living		Acute Care
	Assisted Living		Nursing Homes
			Congregate Care
Industrial	Warehouse	Flex/Showroom	Heavy Manufacturing
	Bulk Distribution		
Lodging		Limited Service	Full Service
			Golf/Gaming/Resort
Mobile Home/RV Parks	Retirement & Family MH Parks	RV Parks/Campgrounds	
Office	Medical	Suburban	CBD
Restaurants		Freestanding Franchised Fast Serve	Full Service, Inline
Retail	Convenience Stores/Gas Stations	Grocery Anchored Centers	Malls/Outlet Malls
	Free Standing Credit/Franchised	Big Box/Power Centers	Unanchored Strip Centers
Self-Storage	All Types		
Special Purpose		Schools/Daycare Centers	Churches
		Parking Garages	Marinas/Recreational Facilities
			Public Assembly Facilities

\*3rd Quarter 2020 Data

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RealtyRates.com INVESTOR SURVEY - 4th Quarter 2020*						
SPECIAL PURPOSE - ALL TYPES						
Item	Input					OAR
<b>Minimum</b>						
Spread Over 10-Year Treasury	2.00%	DCR Technique	1.15	0.040910	0.80	3.76
Debt Coverage Ratio	1.15	Band of Investment Technique				
Interest Rate	2.70%	Mortgage	80%	0.040910	0.032728	
Amortization	40	Equity	20%	0.101800	0.020360	
Mortgage Constant	0.040910	OAR				5.31
Loan-to-Value Ratio	80%	Surveyed Rates				5.04
Equity Dividend Rate	10.18%					
<b>Maximum</b>						
Spread Over 10-Year Treasury	13.19%	DCR Technique	2.15	0.158923	0.50	17.08
Debt Coverage Ratio	2.15	Band of Investment Technique				
Interest Rate	13.89%	Mortgage	50%	0.158923	0.079462	
Amortization	15	Equity	50%	0.209496	0.104748	
Mortgage Constant	0.158923	OAR				18.42
Loan-to-Value Ratio	50%	Surveyed Rates				17.50
Equity Dividend Rate	20.95%					
<b>Average</b>						
Spread Over 10-Year Treasury	5.56%	DCR Technique	1.70	0.081860	0.66	9.22
Debt Coverage Ratio	1.70	Band of Investment Technique				
Interest Rate	6.26%	Mortgage	66%	0.081860	0.054232	
Amortization	23	Equity	34%	0.161033	0.054348	
Mortgage Constant	0.081860	OAR				10.86
Loan-to-Value Ratio	66.3%	Surveyed Rates				11.41
Equity Dividend Rate	16.10%					

\*3rd Quarter 2020 Data

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RealtyRates.com INVESTOR SURVEY - 4th Quarter 2020*						
SPECIAL PURPOSE - SCHOOLS & DAYCARE CENTERS						
Item	Input					OAR
<b>Minimum</b>						
Spread Over 10-Year Treasury	2.00%	DCR Technique	1.15	0.040910	0.80	3.76
Debt Coverage Ratio	1.15	Band of Investment Technique				
Interest Rate	2.70%	Mortgage	80%	0.040910	0.032728	
Amortization	40	Equity	20%	0.101800	0.020360	
Mortgage Constant	0.040910	OAR				5.31
Loan-to-Value Ratio	80%	Surveyed Rates				5.04
Equity Dividend Rate	10.18%					
<b>Maximum</b>						
Spread Over 10-Year Treasury	9.19%	DCR Technique	1.90	0.127052	0.60	14.48
Debt Coverage Ratio	1.90	Band of Investment Technique				
Interest Rate	9.89%	Mortgage	60%	0.127052	0.076231	
Amortization	15	Equity	40%	0.197496	0.078998	
Mortgage Constant	0.127052	OAR				15.52
Loan-to-Value Ratio	60%	Surveyed Rates				14.75
Equity Dividend Rate	19.75%					
<b>Average</b>						
Spread Over 10-Year Treasury	5.60%	DCR Technique	1.53	0.076416	0.70	8.16
Debt Coverage Ratio	1.53	Band of Investment Technique				
Interest Rate	6.30%	Mortgage	70%	0.076416	0.053491	
Amortization	28	Equity	30%	0.144863	0.043459	
Mortgage Constant	0.076416	OAR				9.70
Loan-to-Value Ratio	70%	Surveyed Rates				10.05
Equity Dividend Rate	14.49%					

\*3rd Quarter 2020 Data

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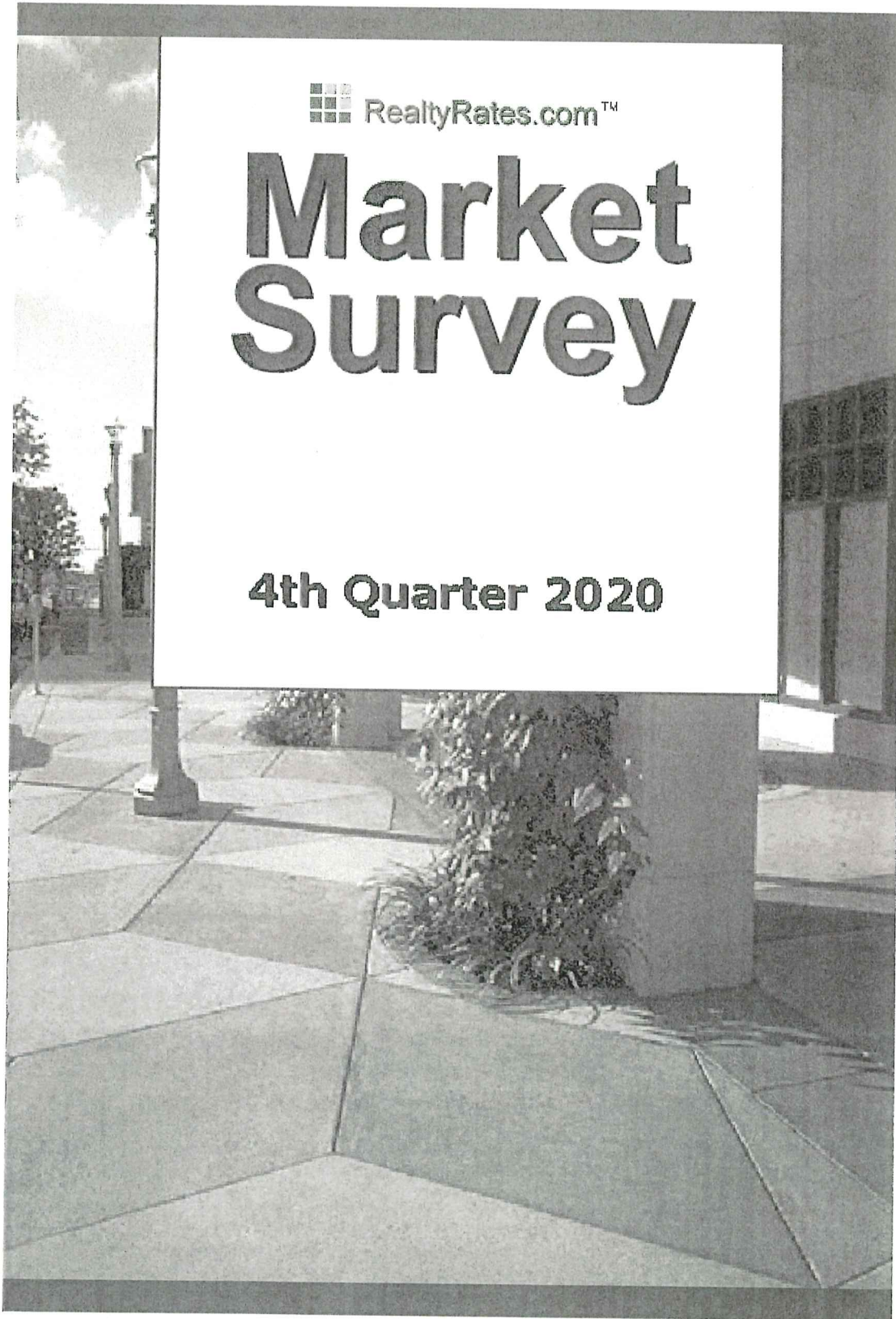




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# Market Survey

**4th Quarter 2020**



RealtyRates.com MARKET SURVEY - 4th Quarter 2020*										
Far West - Class A & B Office Buildings										
	Denver/Boulder		Phoenix/Mesa		Portland/Salem		Seattle/Tacoma		Region	
	Greeley						Bremerton			
	CBD	Suburb	CBD	Suburb	CBD	Suburb	CBD	Suburb	CBD	Suburb
<b>Operating Data</b>										
<b>Income</b>										
Asking Rent	\$39.73	\$25.64	\$21.53	\$24.88	\$22.29	\$25.31	\$30.23	\$30.57	\$25.94	\$23.32
Effective Rent	\$32.02	\$20.14	\$19.00	\$21.21	\$19.76	\$20.40	\$28.90	\$26.76	\$22.22	\$19.08
Other Income	\$1.60	\$1.01	\$0.95	\$1.06	\$0.99	\$1.02	\$1.44	\$1.34	\$1.11	\$0.95
Total Income	\$33.63	\$21.15	\$19.95	\$22.27	\$20.74	\$21.43	\$30.34	\$28.10	\$23.34	\$20.04
Vacancy Rate	7.5%	4.4%	21.2%	21.1%	7.8%	12.1%	13.2%	11.0%	11.4%	11.5%
EGI	\$31.11	\$20.22	\$15.72	\$17.58	\$19.13	\$18.83	\$26.34	\$25.00	\$20.68	\$17.73
<b>Expenses</b>										
Total Expenses	\$11.19	\$9.90	\$7.90	\$7.92	\$10.06	\$8.85	\$11.82	\$9.97	\$9.14	\$8.20
Expense Ratio	35.99%	48.96%	50.24%	45.04%	52.57%	47.00%	44.88%	39.86%	44.18%	46.26%
NOI	\$19.91	\$10.32	\$7.82	\$9.66	\$9.07	\$9.98	\$14.52	\$15.04	\$11.55	\$9.53
<b>Investment Data</b>										
Avg Sale Price	\$234	\$128	\$106	\$118	\$114	\$118	\$192	\$172	\$145	\$115
OAR	8.5%	8.1%	7.4%	8.2%	8.0%	8.5%	7.6%	8.7%	8.0%	8.3%
GRM	7.31	6.35	5.58	5.56	5.77	5.78	6.64	6.43	6.52	6.01
EGIM	7.52	6.33	6.74	6.71	5.96	6.27	7.29	6.88	7.00	6.46

\*3rd Quarter 2020 Data

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RealtyRates.com MARKET SURVEY - 4th Quarter 2020*										
Far West - Class A & B Neighborhood, Community & Strip Retail Centers										
	Denver/Boulder		Phoenix/Mesa		Portland/Salem		Seattle/Tacoma		Region	
	Greeley						Bremerton			
	Anch	Un-Anch	Anch	Un-Anch	Anch	Un-Anch	Anch	Un-Anch	Anch	Un-Anch
<b>Operating Data</b>										
<b>Income</b>										
Asking Rent	\$16.18	\$15.74	\$16.11	\$15.53	\$16.18	\$15.59	\$20.27	\$19.71	\$14.96	\$14.48
Effective Rent	\$15.77	\$15.15	\$15.59	\$15.03	\$15.85	\$15.28	\$19.57	\$18.97	\$14.56	\$14.03
Other Income	\$0.79	\$0.76	\$0.78	\$0.75	\$0.79	\$0.76	\$0.98	\$0.95	\$0.73	\$0.70
Total Income	\$16.56	\$15.90	\$16.37	\$15.78	\$16.64	\$16.04	\$20.55	\$19.92	\$15.29	\$14.73
Vacancy Rate	5.6%	5.4%	9.1%	8.7%	6.2%	6.0%	4.9%	4.6%	6.0%	5.8%
EGI	\$15.63	\$15.04	\$14.88	\$14.41	\$15.61	\$15.08	\$19.55	\$19.01	\$14.37	\$13.88
<b>Expenses</b>										
Total Expenses	\$8.46	\$7.67	\$9.28	\$9.26	\$8.21	\$8.27	\$9.39	\$9.27	\$7.80	\$7.56
Expense Ratio	54.16%	50.99%	62.34%	64.29%	52.57%	54.85%	48.03%	48.75%	54.26%	54.47%
NOI	\$7.16	\$7.37	\$5.61	\$5.15	\$7.40	\$6.81	\$10.16	\$9.74	\$6.57	\$6.32
<b>Investment Data</b>										
Avg Sale Price	\$101	\$102	\$79	\$71	\$98	\$96	\$136	\$135	\$89	\$87
OAR	7.1%	7.2%	7.1%	7.2%	7.6%	7.1%	7.5%	7.2%	7.4%	7.3%
GRM	6.40	6.73	5.07	4.73	6.18	6.28	6.95	7.12	6.12	6.21
EGIM	6.46	6.78	5.31	4.93	6.28	6.37	6.96	7.10	6.20	6.27

\*3rd Quarter 2020 Data

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