CONFIDENTIAL

Seattle Marriott Waterfront

Map Nos.	A-014
Tax Parcel Nos.	766620-2345
Property key:	671
Address	2100 Alaskan Way
Zoning:	DH2/85
Proximity to park	Adjacent to Lenora Street pedestrian bridge, 450± feet from waterfron
Proximity to Myrtle Edwards:	2,400± feet from north boundary to park
Ownership	Marriott Business Services
Description:	358-room hotel built in 2003

INCOME ANALYSIS Before	Year Built	2003
	Rooms	358
	Parking	97

Revenues				
Occupancy rate:	80.0%			
Occupied rooms:	104,536			
Revenues				
Room revenue	104,536	occupied rooms @	$315.00	per occupiec
Food & beverage revenue	104,536	occupied rooms @	$35.00	per occupiec
Parking & other income	35,405	occupied rooms @	$52.00	per occupiec
Total revenues				
Less: Departmental expenses				
Rooms	104,536	occupied rooms @	27.0%	of room reve
Food & beverage	104,536	occupied rooms @	77.0%	of food & be
Parking & other	35,405	occupied rooms @	50.0%	of parking &
Total departmental expenses				
Total departmental net income				

	GBA	NRA		
Retail rental income	0	0	SF NRA @	$0.00
Office rental income	0	0	SF NRA @	$0.00
Other rental income	0	0	SF NRA @	$0.00
Total Bldg Area & Gross Income	254,273	254,273	SF NRA @	$101.47

Less: Undistributed expenses				
Admin, marketing, utilities, maintenance, insurance @			$20,000	per available room
Franchise fees @	7.5%	of room revenue		
Management fee @	3.0%	of total revenue		
Real estate taxes				
Replacement reserve @	4.0%	of total revenue		
Total undistributed expenses				
Total operating expenses	68.3%	of total revenue		
Net operating income				

Indicated Value

Land Value			
	64,016	SF @	$750.00
Residual Improvements	254,273	SF NRA @	$471.79
	254,273	SF GBA @	$471.79

Special Benefit Summary

	Land				
	Per SF	**Total**		**Improved**	**% Change**
Without LID	$750.00	$48,012,000		$119,963,000	N/A
With LID					
Scenario A1	$772.50	$49,452,000		$123,505,000	2.95%
Scenario A2	$772.50	$49,452,000		$125,962,000	5.00%
Scenario B1	$772.50	$49,452,000		$123,288,000	2.77%
Scenario B2	$772.50	$49,452,000		$124,522,000	3.80%
Percent change in land value	3.00%		average	$124,319,000	3.63%

Summary

Without LID	$750.00	$48,012,000	$119,963,000	N/A
With LID	$772.50	$49,452,000	$123,900,000	3.28%

Seattle Marriott Waterfront

Scenario A - Rate and Vacancy Changes

t park

		INCOME ANALYSIS After	Year Built	2003	
		Revenues			
		Revenues			
d room	$32,928,840	Room revenue			
d room	$3,658,760	Food & beverage revenue			
d room	$1,841,060	Parking & other income			
	$38,428,660	Total revenues			
		Less: Departmental expenses			
enue	($8,890,787)	Rooms	27.0%	of room revenue	
everage revenue	($2,817,245)	Food & beverage	77.0%	of food & beverag	
other income	($920,530)	Parking & other	50.0%	of parking & othe	
	($12,628,562)	Total departmental expenses			
	$25,800,098	Total departmental net income			
			GBA	NRA	
per SF =	$0	Retail rental income	0	0	
per SF =	$0	Office rental income	0	0	
per SF =	$0	Other rental income	0	0	
/SF =	$25,800,098	Total Bldg Area & Gross Income	254,273	254,273	
		Less: Undistributed expenses			
	($7,160,000)	Admin, marketing, utilities, maintenance, insurance @			
	($2,469,663)	Franchise fees @	7.5%	of room revenue	
	($1,152,860)	Management fee @	3.0%	of total revenue	
	($1,302,234)	Real estate taxes			
	($1,537,146)	Replacement reserve @	4.0%	of total revenue	
	($13,621,903)	Total undistributed expenses			
	($26,250,465)	Total operating expenses			
	$12,178,195	Net operating income			
		Indicated Values			
Capitalized @	7.25%				

Indicated value	$167,975,101
(R)	**$167,975,000**
Per SF NRA	$660.61
Per room	$469,204
per SF =	$48,012,000
per SF =	$119,963,000

Land Value	
	64,016
Residual Improvements	
Special Benefit Summary	

Total Estimated Value	Special Benefit	% Change	Per Room
$167,975,000	N/A	N/A	
$172,957,000	$4,982,000	2.97%	$13,916
$175,414,000	$7,439,000	4.43%	$20,779
$172,740,000	$4,765,000	2.84%	$13,310
$173,974,000	$5,999,000	3.57%	$16,757
$167,975,000	N/A		
$173,352,000	$5,377,000	3.20%	$15,020

Seattle Marriott Waterfront

Scenario B - OAR Changes

			Low	High	INCOME ANALYSIS After
					Potential Gross Income
		Occupancy rate:	80.0%	80.5%	
		Occupied rooms:	104,536	105,189	
	Per Room	Per Room	1.75%	2.00%	Revenues
	$320.51	$321.30	$33,505,095	$33,797,338	Room revenue
	$35.61	$35.70	$3,722,788	$3,755,260	Food & beverage revenue
	$52.91	$53.04	$1,873,279	$1,877,881	Parking & other income
			$39,101,162	$39,430,479	Total revenues
					Less: Departmental expenses
			($9,046,376)	($9,125,281)	Rooms
ge revenue			($2,866,547)	($2,891,550)	Food & beverage
r income			($936,639)	($938,941)	Parking & other
			($12,849,562)	($12,955,772)	Total departmental expenses
			$26,251,600	$26,474,707	Total departmental net income
	Per SF	Per SF			
SF NRA @	$0.00	$0.00	$0	$0	Retail rental income
SF NRA @	$0.00	$0.00	$0	$0	Office rental income
SF NRA @	$0.00	$0.00	$0	$0	Other rental income
SF NRA @	$103.24	$104.12	$26,251,600	$26,474,707	Total Bldg Area & Gross Income
					Less: Undistributed expenses
$20,000	per available room		($7,160,000)	($7,160,000)	Admin, marketing, utilities, mair
			($2,512,882)	($2,534,800)	Franchise fees @
			($1,173,035)	($1,182,914)	Management fee @
			($1,302,234)	($1,302,234)	Real estate taxes
			($1,564,046)	($1,577,219)	Replacement reserve @
			($13,712,197)	($13,757,168)	Total undistributed expenses
			($26,561,759)	($26,712,940)	Total operating expenses
			$12,539,402	$12,717,539	Net operating income
					Indicated Values
		Capitalized @	7.25%	7.25%	

			$172,957,273	$175,414,335		
		(R)	**$172,957,000**	**$175,414,000**		
		Per SF NRA	$680.20	$689.86		
		Per room	$483,120	$489,983		
		% change	2.97%	4.43%		
						Land Value
SF @	$772.50	per SF =	$49,452,000	$49,452,000	3.00%	
			$123,505,000	$125,962,000		**Residual Improvements**
		Per SF NRA	$485.72	$495.38		
			$4,982,000	**$7,439,000**		**Special Benefit Summary**

Year Built	2003

104,536	occupied rooms @		$315.00	per occupied room			$32,928,840
104,536	occupied rooms @		$35.00	per occupied room			$3,658,760
35,405	occupied rooms @		$52.00	per occupied room			$1,841,060
							$38,428,660
27.0%	of room revenue						($8,890,787)
77.0%	of food & beverage revenue						($2,817,245)
50.0%	of parking & other income						($920,530)
							($12,628,562)
							$25,800,098
GBA	NRA						
0	0		SF NRA @	$0.00	per SF =		$0
0	0		SF NRA @	$0.00	per SF =		$0
0	0		SF NRA @	$0.00	per SF =		$0
254,273	254,273		SF NRA @	$101.47	/SF		$25,800,098
ıtenance, insurance @			$20,000	per available room			($7,160,000)
7.5%	of room revenue						($2,469,663)
3.0%	of total revenue						($1,152,860)
							($1,302,234)
$0.04	of total revenue						($1,537,146)
							($13,621,903)
							($26,250,465)
							$12,178,195
						Low	**High**
					Capitalized @	7.05%	7.00%

			Indicated Value	$172,740,352	$173,974,211
			(R)	**$172,740,000**	**$173,974,000**
			Per SF NRA	$679.35	$684.20
			Per room	$482,514	$485,961
			% change	2.84%	3.57%
64,016	SF @	$772.50	per SF =	$49,452,000	$49,452,000
				$123,288,000	$124,522,000
			per SF NRA	$484.86	$489.72
				$4,765,000	**$5,999,000**

3.00%