

# Korpacz Realty Advisors, Inc.

Litigation, Valuation & Counseling

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## KORPACZ REALTY ADVISORS, INC. ACCEPTABLE COST OF OCCUPANCY RATIO SURVEY CONCLUSIONS

<b>Mall Classification</b>	<b>Occupancy Cost to Sales Ratio</b>			
	<b><u>As of 1/1/13</u></b>	<b><u>As of 1/1/14</u></b>	<b><u>As of 1/1/15</u></b>	<b><u>As of 1/1/16</u></b>
Trophy				No higher than 18.0%
A+	15.50% - 16.75%	15.50% - 17.00%	15.50% - 17.50%	15.75% - 17.50%
A	14.25% - 15.50%	14.50% - 15.50%	14.25% - 15.50%	14.50% - 15.75%
B+	13.75% - 14.25%	13.50% - 14.50%	13.50% - 14.25%	13.50% - 14.50%
B	13.25% - 13.75%	13.00% - 13.50%	12.75% - 13.50%	12.00% - 13.50%
C+	12.50% - 13.25%	12.00% - 13.00%	12.00% - 12.75%	11.75% - 12.00%
C	11.00% - 12.50%	10.50% - 12.00%	10.50% - 12.00%	10.50% - 11.75%
D	Less than 11.00%	Less than 10.50%	Less than 10.50%	Less than 10.50%

All survey participants include minimum rent, percentage rent, CAM, and real estate taxes in their cost of occupancy calculations. Other costs such as utilities, insurance, and merchants association dues are included for some of the survey participants.

Source: Korpacz Realty Advisors, Inc. survey; personally conducted by Peter F. Korpacz, MAI, CRE, FRICS