

OFFICE/RETAIL/OTHER INCOME AND EXPENSE SURVEY

County of Fairfax

**Return to: Department of Tax Administration
Real Estate Division, Suite 357
12000 Government Center Parkway
Fairfax, Virginia 22035-0028**

IF NO LABEL PROVIDE:

Property Tax Map ID
Property Name
Property Address
Owner
Office Type (low rise, elevator office, bank)

Voice: (703) 324-4802 Fax: (703) 324-4935
Email Address: <http://icare.fairfaxcounty.gov/ContactUs>.
On the internet: <http://www.fairfaxcounty.gov/taxes>

The Income and Expense information must be placed on this form. No alternative forms may be used. A detailed set of instructions is part of this survey. These instructions are provided to assist you in completing the form. If you should have any questions or need assistance, please contact our office.

Income and Expense Survey Information for Calendar Year 2020

Debt Service Information (within last 5 years)						
A	Loan Amount	Loan Date	Term	Interest Rate %	Payment (P & I)	Payment Frequency (Mo. or Yr.)
	1.					
	2.					
Has there been a professional appraisal on this real property in the last five years? [] Yes [] No						

Certification		OFFICIAL REQUEST: TITLE 58.1-3294 CODE OF VIRGINIA
		State law requires certification by the owner or officially authorized representative.
<i>Please print or type all information except signature.</i>		
B	1.	Name of management company _____
	2.	Address _____
	3.	Contact Person _____ Phone _____
	4.	Email Address _____
	All information including the accompanying schedules and statements have been examined by me and to the best of my knowledge and belief are true, correct, and complete.	
	5.	Signature (required) _____ Date _____
	6.	Print name _____
7.	Title _____	
Type of accounting method _____ Cash _____ Accrual		

For Office Use Only - - Do Not Write Below this Line

	Survey Entered	Survey Verified	Survey Stabilized	Rents Entered	NBHD #	Received Date Entered	Owner Occupied
DATE							
INITIAL						Check above box if yes	Check above box if yes

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General Information

C

- 1. Property Name _____ Year Built _____ Year Addition _____
- 2. Property Type _____ Elevators _____ Stories _____
- 3. Property Address _____
- 4. What is your 'Trading as' name reported on your business license? _____
Owner Occupied? (Y/N) _____ Sq. Feet _____
- 5. Total Building Area of Property _____ sq. feet
(Including basement and mezzanine, but not parking structures)
- 6. Total Leasable Area of Property _____ sq. feet (Not applicable for apartments)
- 7. Total Basement Area _____ sq. feet
Finished Area _____ Unfinished Area _____ Parking Area _____
- 8. Total Number of Parking Spaces _____
- 9. Total Reserved/Rental Parking Spaces _____
- 10. Identify any tenant leaving the property prior to their contracted lease expiration date. If there is a buyout involved, please include the amount.
Tenant _____ Reason for Leaving _____
Contracted Lease Expiration Date _____ Actual Date Vacated _____
Leased SF _____ Buyout Amount (if any) \$ _____
If there is not a buyout, is the tenant going to continue paying the contracted rent? Yes ____ No ____
- 11. For Regional Malls: sales per sq. ft. of inline stores _____

Vacancy Information

D

- 1. Space vacant and available for lease, January 1 (current year) _____ Sq. Ft. Rentable
- 2. Space vacant and available for lease January 1 (prior year) _____ Sq. Ft. Rentable
- 3. Income loss from vacancy (reporting period) _____
- 4. Income loss from bad debts* (reporting period) _____
*Please identify any bad debts that you expect to be repaid in 2021 _____
- 5. Current market rent per sq. ft. _____
- 6. Current tenant improvement allowance per sq. ft. Relet: _____ New lease: _____

*Attach a separate sheet if necessary.

Annual Income (Enter round numbers, no decimals)

Income for Period _____ 20____ to _____ 20____
mo day yr mo day yr

E

- Primary Rental Income _____
- Sales of Utilities _____
- Rent Overage / % Rent _____
- Common Area Maintenance Reimbursement _____
- Interest Income _____
- Insurance Reimbursement _____
- Operating Expense Reimbursement _____
- Real Estate Tax Reimbursement _____
- Parking Income _____
- Antenna / Telecommunication Income _____
- Other Rental Income (specify) _____
- Miscellaneous Income* (specify) _____
- *Please include any financial aid you received by way of federal, state, or local government loans and/or grants. (specify or attach detailed sheet) _____
- Total Actual Income** _____

Capital Improvements, Renovations, Leasing Commissions, Tenant Improvements

Have there been Capital Improvements or Capital Renovations to the property during this reporting period:
Yes_____ No_____. If yes, please provide total cost here and attach a detailed list on separate page.

Total Capital Cost _____

Does the property currently have any deferred maintenance? If yes, please provide the total cost to cure and provide an itemized list of the individual items along with cost estimates.

F

Total Deferred Maintenance _____

What were the total Leasing Commissions paid during this reporting period? _____

What were the total Tenant Improvement Costs paid during this reporting period? _____

New Construction – Submit most recent AIA documents G702 and G703 with all associated soft cost.

Use: Are any portions of the building designed for special uses? If so, what is the use and the % of the building adapted for that use? _____

G	Annual Operating Expenses (Enter round numbers, no decimals)	
	1. <u>Utilities</u>	
	Water and Sewer	_____
	Electricity	_____
	Other Utilities	_____
	2. <u>Maintenance and Repair</u>	
	Maintenance Payroll/Supplies	_____
	HVAC Repairs	_____
	Electric/Plumbing Repairs	_____
	Elevator Repairs	_____
	Roof Repairs	_____
	Common Area / Exterior Repairs	_____
	Decorating (carpet, paint, etc.)	_____
	Other Repairs / Maintenance (specify) _____	_____
	3. <u>Management and Administrative</u>	
	Management Fees (Don't include asset mgmt. fees, only property specific mgmt. fees) _____	_____
	Other Administrative/Payroll (specify or attach detailed sheet) _____	_____
	4. <u>Services</u>	
	Janitorial/Cleaning	_____
	Landscape (grounds maintenance)	_____
Trash	_____	
Security	_____	
Window Cleaning	_____	
Snow Removal	_____	
Other Services (specify) _____	_____	
5. <u>Insurance and Taxes</u>		
Insurance (one year)	_____	
Other Taxes, Fees, HOA: (Do not include Real Estate Taxes)	_____	
Total Operating Expenses	_____	
H	NET OPERATING INCOME	
	Total Actual Income less Total Expenses before Real Estate Taxes	_____
I	REAL ESTATE TAXES	

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COUNTY OF FAIRFAX, DEPARTMENT OF TAX ADMINISTRATION, REAL ESTATE DIVISION

**INSTRUCTIONS FOR COMPLETING
INCOME AND EXPENSE SURVEY FORM
OFFICE/RETAIL/OTHER**

The following instructions are provided to aid you in filling out this survey form. If you have any questions, please call this office at (703) 324-4802. Please do not email or fax large survey packets. Mailing is preferred.

A. Debt Service Information

Please provide information in regard to any loan placed on this property within the last five years. Please include any new loans or refinancing of original debt. This information is requested to study the financing trends for this property type to determine typical debt coverage ratios. By obtaining this information we may also be able to see if your particular property is unusual in its financial arrangements.

B. Certification

Certification of this information by the owner or officially authorized representative is required by state law (Code of Virginia 58.1-3294). A copy of this code will be provided upon request. Please print or type the name and title of the person certifying the information. Also, provide the name and phone number of the person to contact with questions about the information. Indicate the type of accounting method employed in completing this survey.

C. General Information

1. Please provide the property name, year built and any addition years.
2. Please provide the type of property (office, retail, etc), # of elevators and # of stories.
3. Please provide the address of the property.
4. Please provide the 'Trading as' name reported on your business license. Do you have owner occupied space in the building and if so please provide the amount of square feet you occupy.
5. Please provide the total building area of the property including basement and mezzanine space but not parking space.
6. Please provide the total leasable area of the property.
7. Please provide the total basement area of the property. Provide the finished, unfinished and parking area too.
8. Please provide the total number of parking spaces.
9. Please provide the total reserved/rental parking spaces.
10. Please identify any tenants that will be leaving the property earlier than their contracted lease expiration date. Please identify the means by which they are vacating the premises: early exit clauses, lease buyouts, bankruptcy court orders; having simply given notice that they are leaving early but will still be paying the rent.
11. For Regional Malls, please provide the dollar-per-square-foot amount of sales for inline tenants.

D. Vacancy Information

1. Please provide the amount of vacant space, in square feet, available for lease on January 1 of the current year.
2. Please provide the amount of vacant space, in square feet, available for lease on January 1 of the previous year.
3. Please provide the estimated income loss due to the vacancy reported in questions 1 and 2 above.
4. Please provide the actual income loss from collection, or bad debts.
5. Please provide estimate of market rent as of January 1 of the current year.
6. Please provide current tenant improvement costs on a square foot basis, for relet space and newly leased space.

The vacancy data provided is used in determining vacancy patterns for this property type.

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E. Income Information

Please enter the period covered by this income and expense statement. Please round your numbers, no decimals.

Primary rental income – Enter the actual income from rental of space. This is actual gross rent received from the property.

Sales of utilities – Income from the sale of utilities and services in addition to actual rent income. Usually these are cost reimbursements by the tenants over and above the base rent.

Rent overage/ % rent – Rents received over and above the guaranteed rental in accordance with the terms of the lease.

Common area maintenance reimbursement – Total income received from tenants for their share of the common area maintenance.

Interest income – Income to this property from interest earned on capital improvement accounts, reserve accounts and monthly management operating accounts.

Insurance reimbursement – Monies paid to owner for insurance claims.

Operating expense reimbursement – Income to the property from the tenants' prorata share of operating expenses (pass-throughs), usually above a base amount or expense stop as specified in the terms of the lease.

Real estate tax reimbursement – Income to the property from the tenants prorata share of real estate taxes (pass-throughs), usually above a base amount or real estate tax stop as specified in the terms of the lease.

Parking income – Any rental income received for garage and/or surface parking spaces.

Antenna/telecommunication income – Income received from leasing portion of premises for erection of telecommunication equipment.

Other rental income (specify) – Rental income for any specially designated space which is not covered by the categories listed above. Specify the type of space to which the income relates.

Miscellaneous income (specify) – Any additional income received not covered in another category. Specify the type or source of income.

Total actual income received – Sum of all income items.

F. Capital Improvements, Renovations

Capital expenditures are investments in remodeling or replacements that materially add to the value of the property, or appreciably prolong its economic life. Generally, expenditures on materials or equipment with a life of more than one year should be considered capital and included here. If this section applies to your property, please answer yes and list on an attached sheet the items considered to be capital improvements. Enter the total amount of the capital cost for this reporting period only. For each line enter a description of the improvements, the total cost and the life of the improvements in years. The life of the improvements is the number of years the improvement will last, or the number of years over which it will be amortized. This section helps to compile maintenance expenses data for each property type.

Deferred Maintenance items should include major building components which currently need repair. If this property has such needed maintenance, please include an itemized listing of the individual items, along with repair cost estimates.

Leasing Commission costs should include the total leasing commissions paid by the landlord for the reporting period.

Tenant Improvement costs should include the total cost of the tenant refit paid by the landlord for the reporting period.

New Construction - Attach most recent AIA G702 and G703 documents to include all hard and soft costs.

Use – If the property’s (or portion thereof) physical design, construction materials, or layout adapts its space for any use other than standard office or retail use, please describe the use and the percent of the building designed for this special use.

G. Annual Operating Expenses

These are expenses necessary to maintain the production of income from operation of the property. Do not include under any expense category items such as ground rent, mortgage interest or amortization, depreciation, personal property tax, income taxes, or capital expenditures. These are not operating expenses. Please include here all other expenses to the property, including those reimbursed by the tenants. Round your numbers, no decimals.

1. Utilities

Water and sewer – Cost of water and sewer services for this reporting period.

Electricity – Total electrical expense.

Other utility (specify) – If more than one type of fuel is used, indicate type and total cost.

2. Maintenance and Repairs

Maintenance payroll/supplies – Payroll expenses for maintenance staff, and expenses for maintenance supplies.

HVAC repairs – Maintenance and repair expense for heating, ventilating and air-conditioning. Do not include capital repairs.

Electric/plumbing repairs – Maintenance and repair expense for electric and/or plumbing systems.

Elevator repairs – Maintenance expense for elevator repairs.

Roof repairs – Minor repair and routine maintenance expense of roof. Do not enter the cost to replace entire roof. Roof replacement is a capital expense, which should be shown in Section E.

Decorating common area or exterior repairs (carpet, paint, etc.) – Repairs to the outside of the property not covered elsewhere. Do not include capital items.

Other repairs/maintenance – Maintenance and repair expense not covered in another category. Please specify type of maintenance and/or repair. Do not include capital items.

3. Management and Administrative

Management fees – Amount paid to a management company or self for operating the building. Do not count management expenses here if the same administrative costs are shown elsewhere. Don't include asset management fees, only property specific management fees.

Other administrative/payroll – Includes advertising, administrative payroll, office supplies, accounting and legal fees. (Please detail each line item. If necessary, attach separate sheet).

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4. Services

Janitorial/cleaning (payroll/contract) – Janitorial and cleaning expenses for the property.

Landscape (grounds maintenance) – Landscaping or grounds keeping service expenses.

Trash – Expense for trash service.

Security – Expense for security service, guards, etc.

Window Cleaning – Expense for cleaning windows.

Snow removal – Expense for snow removal service.

Other Services – Anything not included above.

5. Insurance and Taxes

Insurance – (reporting period only) Some insurance policies are multi-year contracts. Please include only one year's cost.

Other taxes, fees, HOA – This includes business license tax, personal property taxes, and other taxes, exclusive of real estate taxes.

Total Operating Expenses - Sum of all operating expenses.

H. Net Operating Income Before Real Estate Taxes

Income to the property after all fixed and operating expenses are deducted, but before deducting mortgage interest and depreciation (i.e., total actual income received less total operating expenses, before real estate taxes).

I. Real Estate Taxes

Amount paid in real estate taxes for this reporting period. This should reflect any adjustments made in the assessment for the period. Do not include personal property taxes.

J. Tenant Inventory Information

1. **Tenant name** – Please indicate the tenant and suite number for each leased space. Also indicate each vacant space and its suite number. If lease is not Full Service, place an asterisk (*) in the adjacent box. Please identify any space used as data center space.
2. **Amount of floor space leased** – The square feet of space specified in the lease.
3. **BOMA “B” or GWCAR “W”** – Insert the methodology used for measuring the Leased Floor Area. In this area, the method typically used will be the Greater Washington Commercial Association of Realtors (GWCAR) method, or the Building Owners and Managers Association (BOMA) method. Please enter a “B” for BOMA, a “W” for GWCAR, an “O” for other, or a “U” for unknown.
4. **Lease dates** – The effective beginning and ending dates for the leases of the current tenants.
5. **Original annual base rent amount** – The original base (face) rent for the first year of the current lease in total dollars. This amount does not include escalations or reimbursements for any expenses, nor

does it include adjustments for free rent or concessions. This amount should be reported on an annualized basis.

6. **Current annual rent amount** – The current amount of rent now being paid for this reporting period. This amount includes CPI or percentage escalations but does not include reimbursements for utilities, common area expenses, or taxes. This amount should also be reported on an annualized basis.
7. **Rent escalations (Fixed or CPI)** – Show the percentage increase or CPI factor (Consumer Price Index) from the escalation clause in the lease. The additional income generated by the escalation clause in the lease for this period should be included in current rent.
8. **Overage or percentage rent** – If the lease calls for a percentage of gross profits or a percentage of profits over a stated amount, show the amount of excess rent in dollars paid this period.
9. **Expense stop** – Indicate any expense stop. This is the amount of expenses, usually expressed in dollars per square foot, that the landlord has agreed to include in the basic rent. If there is no expense stop and the tenant pays common area maintenance and/or real estate taxes separately, write “none” here and show these amounts in the appropriate columns.
10. **Amount paid in excess of expense stop** – The amount paid by the tenant for expenses in excess of the agreed upon expense stop.
11. **Common area maintenance** – The annual expense paid by tenant to maintain common areas that are not designed for lease, e.g., parking, sidewalks, landscaped areas, hallways, public restrooms, etc. If common area maintenance is paid separately or not included in the expense stop, show that total dollar amount.
12. **Real estate taxes** – If real estate taxes are reimbursed by the tenant, show the annual amount.
13. **Months free rent** – If there was a period of free rent agreed upon in the lease, show the number of months here. If there was a flat dollar amount, indicate that amount on a separate sheet. Indicate the total amount for the lease term.
14. **Total leasing commission** – If a fee was paid to a leasing company for obtaining a tenant, indicate the amount paid for the entire term of the lease.
15. **Landlord paid build out costs** – If there have been substantial build out costs associated with this lease paid by the landlord, and those costs are not being reimbursed separately by the tenant, indicate the amount.