Why Buy Instead of Lease?

How Westlake Elevated Helps You Build Wealth While Growing Your Business

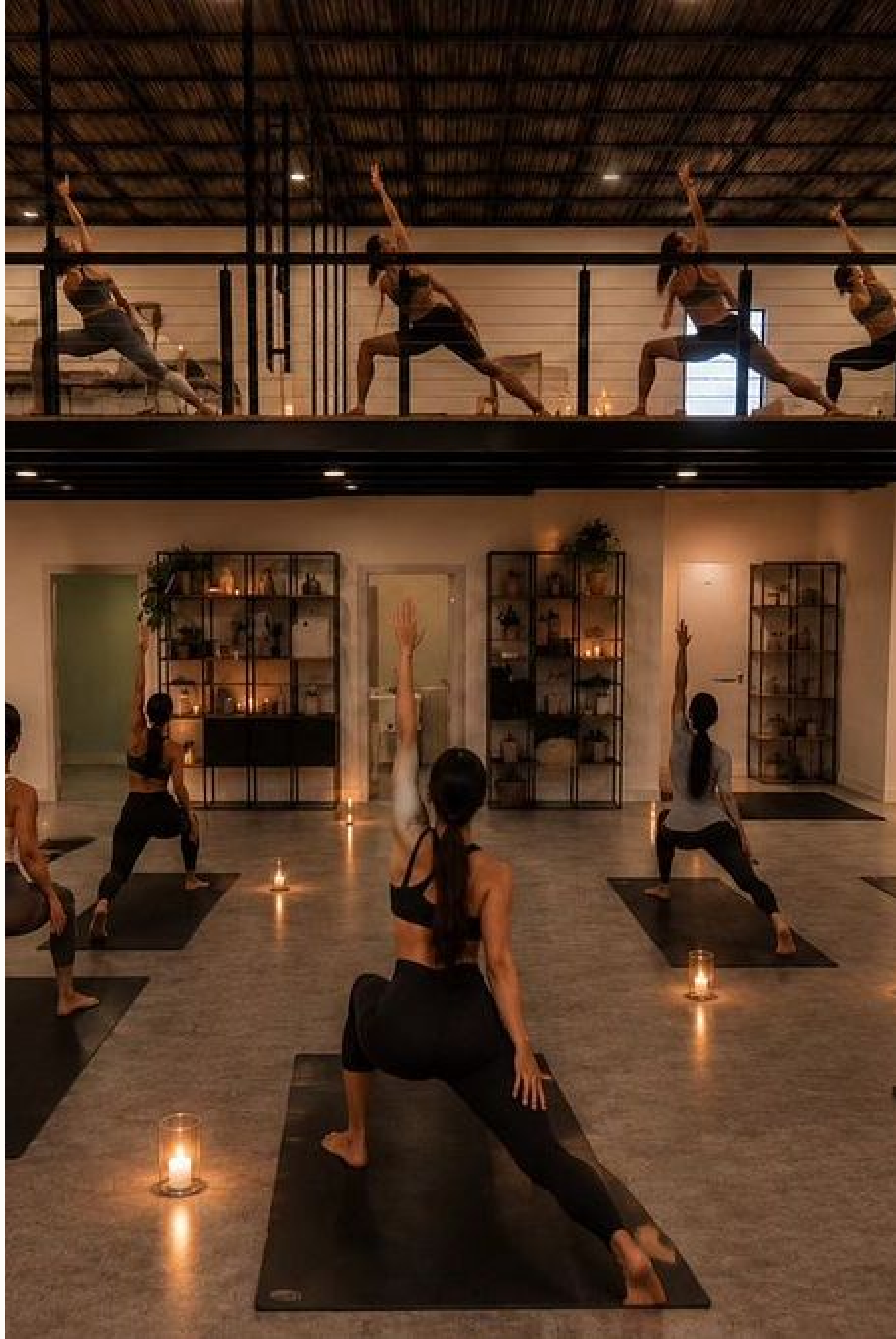
Own the Building. Build Equity. Control Your Future.

The Cost of Leasing

Every month, thousands of dollars walk out your business's front door — permanently. Your rent payment doesn't build anything for you. It builds wealth for your landlord. It funds their retirement. It grows their portfolio.

And when your lease ends? You pack your things and start over. After years of payments — potentially hundreds of thousands of dollars — **you own absolutely nothing.**

A lease is a subscription to someone else's wealth.



The Hidden Cost of Renting

Most business owners focus on the monthly number. But leasing and owning are fundamentally different financial decisions — one is an expense, the other is an investment.

When You Lease	When You Own
• Rent escalates every renewal cycle	• Your payment reduces your loan balance
• CAM charges add unpredictable cost	• Appreciation builds your equity
• Property appreciation goes to your landlord	• You control your space and your costs
• Your improvements stay behind when you leave	• Improvements add to your asset's value
• Every payment creates someone else's net worth	• Every payment grows your net worth

Ownership changes everything. The question isn't whether you can afford to buy — it's whether you can afford to keep renting.

What Does Leasing Actually Cost?

Let's put real numbers on the table. A 1,500 SF premium flex unit at today's market rates tells a clear story.

1,500 SF — Premium Flex Lease

Base Lease Rate: **$15.50/SF**

Annual Base Rent: **$23,250**

Monthly Base Rent: **$1,938**

Add NNN: Property taxes, insurance, maintenance, CAM fees

Real Monthly Occupancy Cost: **$2,300–$2,600+**

Market Context

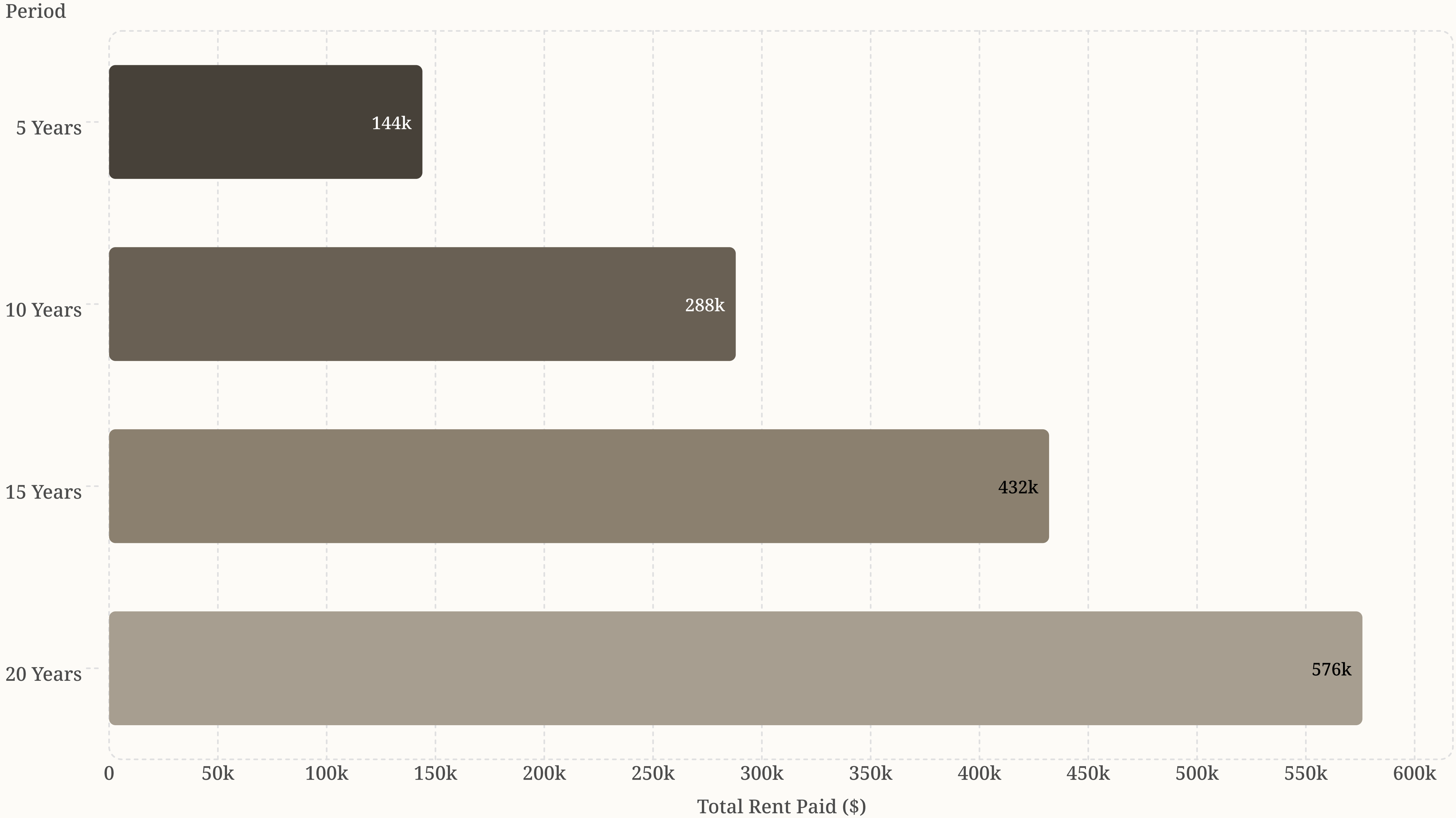
Current Westlake-area flex inventory ranges widely:

- **$7–9/SF** — Older Ranney Pkwy inventory
- **$13–16+/SF** — Newer, higher-quality product like Westlake Elevated

As market supply tightens, newer space commands a growing premium. That premium will only increase over time.

What Does That Cost Over 20 Years?

At an average occupancy cost of $2,400/month, here's what leasing actually takes from your business over time — with nothing to show at the end.



After spending **over half a million dollars** over 20 years... you own exactly nothing. No asset. No equity. No return. That money is gone forever — funneled directly into your landlord's wealth.

Now Compare: Ownership at Westlake Elevated

Unit Size

1,500 SF

Est. Purchase Price

$442,500

Down Payment

20% (~$88,500)

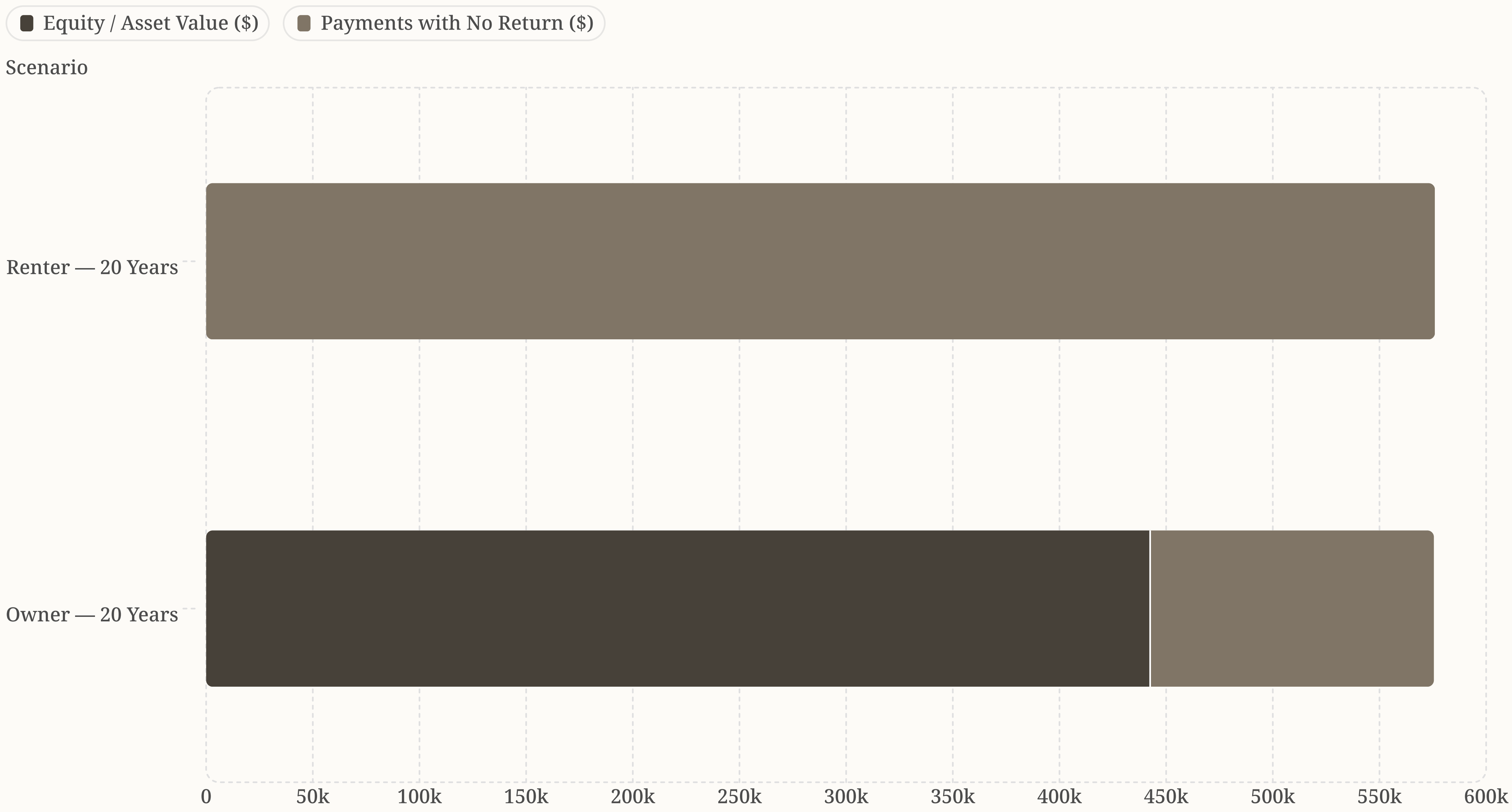
Est. Monthly P&I

≈ $2,235/mo at 6.5% / 30yr

Notice something? **The monthly payment is remarkably close to leasing.** But the outcome is completely different. Every dollar you pay moves you closer to full ownership — not toward someone else's retirement fund. Taxes, insurance, and applicable HOA/condo expenses are additional.

Rent Paid vs. Equity Built

This is the picture that changes minds. The renter spends more than $576,000 over 20 years and walks away with nothing. The owner builds substantial equity through both mortgage amortization and potential appreciation.



The owner's total payments over 20 years are comparable to the renter's — but the owner finishes with a **paid-off commercial asset**. The renter finishes with a filing cabinet full of receipts. (Appreciation not guaranteed; for illustrative purposes only.)

Every Payment Builds What You Own

Ownership isn't just about the end game — it's about what happens every single month between now and then.

You Make a Monthly Payment

Just like rent — but structurally different. A portion of every mortgage payment reduces your principal loan balance.

Your Equity Grows

As your loan balance shrinks, your ownership stake increases. You are literally paying yourself — building a real balance sheet asset.

Appreciation Multiplies Your Gain

Commercial real estate has historically appreciated over time. Any increase in your unit's value belongs entirely to you — not your landlord.

You Build Long-Term Wealth

At the end of your mortgage, you own a valuable commercial asset free and clear — a cornerstone of your business and personal net worth.

Appreciation Potential: A Real Example

Commercial real estate historically appreciates over time, though future performance is never guaranteed. Here's what potential appreciation looks like on a $442,500 unit — and why that gain belongs entirely to you as the owner.

Westlake Elevated — Purchase Scenario

Purchase Price: **$442,500**

Potential value at modest appreciation: **$575,000**

Potential Gain: **≈ $132,500**

Plus principal paid down over the same period adds additional equity on top of appreciation.

Total equity can grow through BOTH channels simultaneously.

Meanwhile, the Renter...

Paid $2,400/month over the same period.

Captured **$0** in appreciation.

Built **$0** in equity.

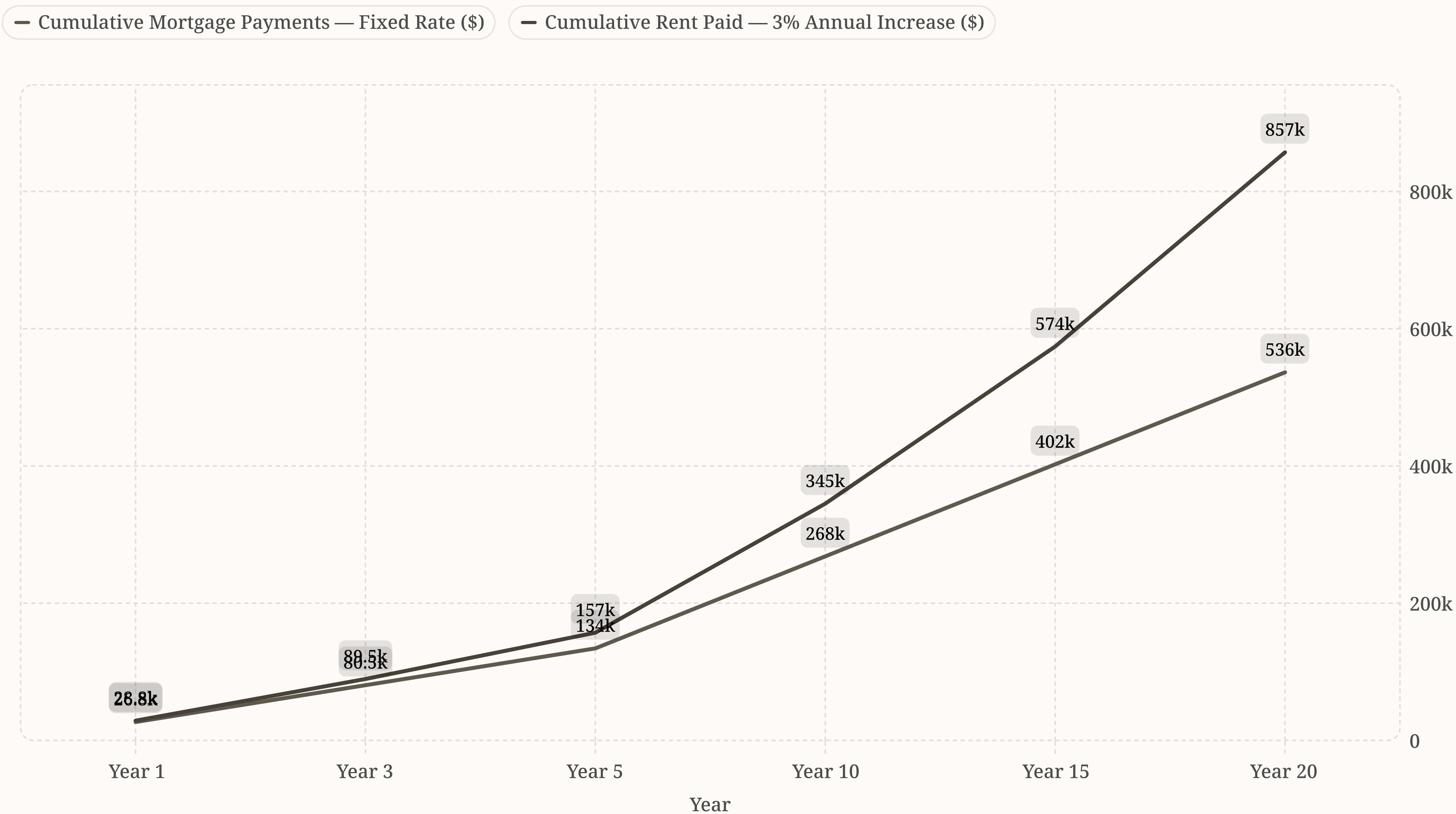
Faces a lease renewal — likely at a *higher rate* — with no leverage and no alternative.

The renter's only option is to keep paying — or move.

Appreciation figures are illustrative. Past real estate performance does not guarantee future results.

The Cost of Waiting

Every year you delay the decision to buy, lease rates continue to climb. Commercial rents rarely stay flat — especially for premium, newer-construction flex space in high-demand corridors like Westlake.



A fixed-rate mortgage locks in today's cost. Rent escalates every cycle. The gap between renting and owning **widens every single year** you wait. Securing your space now is not just financially smart — it's strategically essential.

Tax Advantages of Ownership

Business owners should always consult their CPA or tax advisor — but ownership may unlock financial benefits that leasing simply cannot provide.

Mortgage Interest Deduction

Interest paid on your commercial mortgage may be deductible as a business expense, reducing your effective cost of ownership.

Property Tax Deductions

Property taxes on a business-owned building are generally deductible, further improving the economics of ownership.

Depreciation

The IRS allows owners to depreciate commercial real estate over time, creating a non-cash deduction that can reduce your taxable income each year.

Section 179 & Bonus Depreciation

Qualifying improvements to your unit may be eligible for accelerated depreciation under Section 179 or bonus depreciation rules — consult your CPA for details.

ONLY 9 UNITS AVAILABLE

Why Westlake Elevated?

Westlake Elevated isn't just commercial space — it's a purpose-built ownership community for serious business owners. Every detail was designed to support your business, your brand, and your future.

Premium Location

Westlake, Ohio — one of Greater Cleveland's most desirable business corridors. Minutes from I-90, Crocker Park, Hopkins Airport, Lake Erie, and Downtown Cleveland.

Brand-New Construction

Modern design, flexible unit configurations, and high-quality finishes. No deferred maintenance. No compromises on image.

Flexible Unit Sizes

Units designed to fit a wide range of business types — from light manufacturing and warehouse users to professional offices and showrooms.

Ownership Community

Only 9 units total. You're not a tenant in a faceless complex — you're a co-owner in a curated, professional business community.

Who Benefits Most from Ownership?

Westlake Elevated was designed for the business owner who's tired of writing rent checks and ready to build something real. If your business falls into any of these categories, ownership makes compelling financial sense.

Trades & Contractors

HVAC, electrical, plumbing, landscaping, cabinet shops, and construction companies needing a professional base of operations.

E-Commerce & Light Industrial

E-commerce fulfillment, light manufacturing, and warehouse users who need flexible, functional space they can grow into.

Professional & Specialty

Medical supply, auto enthusiast showrooms, and professional offices where a premium address elevates your brand image.

Small Business Owners

Any growth-minded entrepreneur who sees the building as part of their business strategy — not just overhead.

Net Worth Impact: 20 Years from Now

Imagine two business owners starting today. Same business size. Similar monthly space costs. But one leases, and one buys at Westlake Elevated. Here's what their balance sheet looks like 20 years later.

The Renter — Year 20

Total rent paid: ≈ **$576,000+**

Commercial assets owned: **$0**

Equity built: **$0**

Facing lease renewal at market rate

Business has no real estate component to its value

Every year was a pure operating expense

The Owner — Year 20

Mortgage largely or fully paid off

Unit potentially worth: **$575,000+**

Equity accumulated: **$442,500+**

Monthly overhead: dramatically reduced or eliminated

Business includes a real estate asset on the balance sheet

A retirement asset — sell, lease out, or pass it on

Appreciation figures are illustrative. Future real estate values are not guaranteed. Consult a financial advisor for your specific situation.

Think Beyond Today's Payment

The wrong question is: *"What does this cost me every month?"*

The right question is: **"Where will my business — and my net worth — be in 10 to 20 years?"**

Will you still be writing rent checks?

Rent will be higher. Your landlord will be wealthier. And you'll have nothing to show for the hundreds of thousands you spent.

Or will you own a valuable commercial asset?

An asset that supports your business, contributes to your net worth, reduces your overhead, and gives you options — sell, refinance, lease out, or retire into.

> Successful companies understand: the building is part of the business. Ownership is not a luxury — it's a strategy.

Invest in Your Business — and Yourself

Every successful business needs a permanent home. Westlake Elevated gives you a space that works as hard as you do — building equity, establishing your brand, and securing your future.

Own the Building. Build Equity. Secure Your Future.

Only 9 Units

Limited availability. Once these units are sold, this opportunity is gone.

Brand-New Construction

Modern, flexible, move-in-ready space designed for serious business owners.

Westlake, Ohio

One of Greater Cleveland's most desirable and accessible commercial locations.

Westlake Elevated — Don't lease space from someone else's dream. Own the foundation of yours.