EXECUTIVE SUMMARY

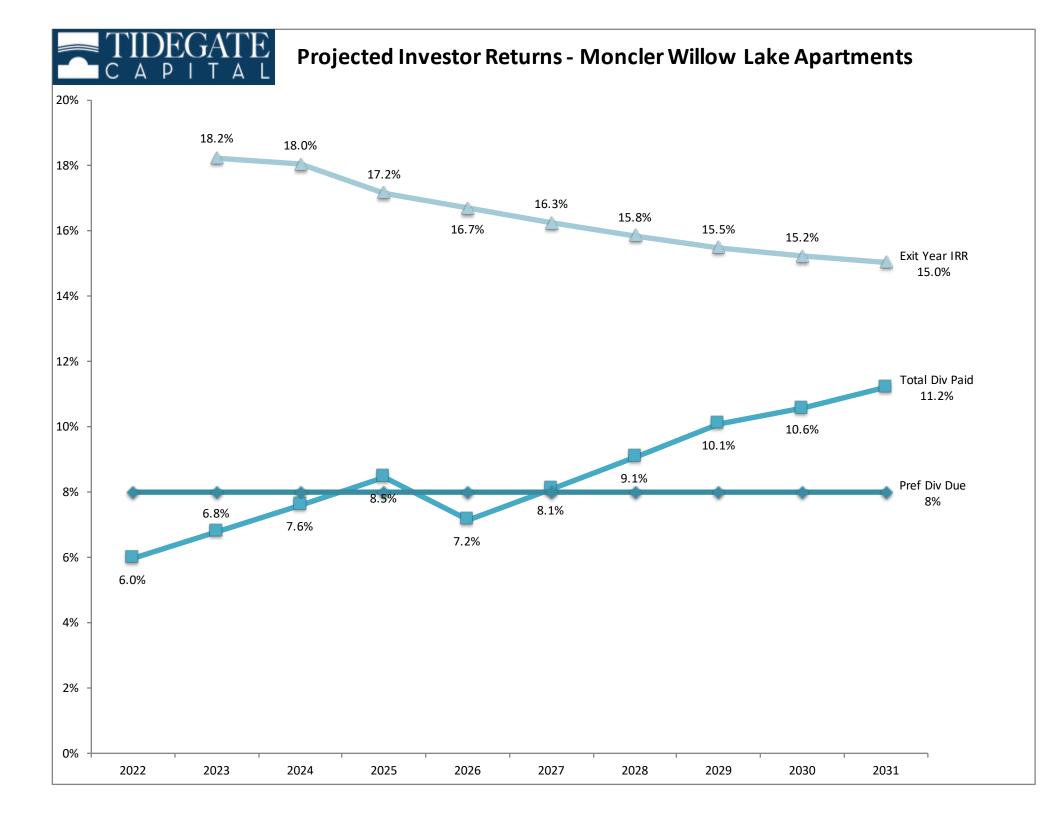
Moncler Willow Lake Apartments # of Units: 144 26675 Players Circle, Lutz, FL33559 Rentable sqft: 109,600 Executive Summary

Acquisition Breakdown

| Acquisition Cost | \$18,100,000 |
|----------------------------|--------------|
| Acquisition Cost Per Unit | \$125,694 |
| Acquisition Cost Per Foot | \$165 |
| Construction Cost | \$1,211,945 |
| Construction Cost Per Unit | \$8,416 |
| Construction Cost Per Foot | \$11.06 |
| Total Development Cost | \$19,940,545 |
| Total Cost Per Unit | \$138,476 |
| Total Cost Per Foot | \$182 |
| | |
| Year Built | 1986 |
| Average Unit Size | 761 |
| Total Land | 10.6 |
| # of Buildings | 13 |
| # of Stories | 2 |
| Parking spaces | 313 |
| Parking per unit | 2.2 |
| | |

| Mortgage Principal | | 12,060,000 |
|---------------------------|------|--------------|
| Amortization (years) | | 30 |
| Mortgage Interest | | 4.99% |
| Mortgage Term | | 10 |
| Bridge Loan Principal | | \$0 |
| Bridge Loan Interest | | 0.00% |
| Bridge Loan Term | | 0 |
| Bridge Loan Interest | | \$0 |
| Bridge Loan Fees | | \$0 |
| Mortgage Refi Fees | | #REF! |
| Total Development Cost | | \$19,940,545 |
| Initial Equity | | \$7,880,545 |
| Acquistion Fee | 2.0% | \$362,000 |
| IRR Year 5 | | 16.69% |
| Cap Rate at Acquisition | | 5.6% |
| Preferred Investor Return | | 8.00% |

TIDEGATE C A P I T A L



Input Sheet

Bridge Principal Bridge Term (mths)

Bridge Interest Rate

| Moncler Willow Lake Apa | rtments | | | | | | | | | | |
|---------------------------|---|----------------|---------------------------------|-----------------|----------------------------------|----------------------------------|----------------------------|---------------------------|-----------------------------|------------------------|--|
| Input Sheet | | | | | | | | | CAP | ITAL | |
| | | A | | | Tatal Ass | | <u>**** 0.40 E4E</u> | | | ¢40.000.000 | |
| | Moncler Willow Lake | | <u> </u> | | | uisition Costs at Acquisition | \$19,940,545 | | gage Principal | | |
| | 26675 Players Circle, 14-26-19-0040-00000 | | | -0011 | Gross Rent by | | \$2,088,300 \$2,213,992 | AnnuarMon | gage Payment Bridge Loan | \$776,004 \$0 | |
| Faicerib | 14-20-19-0040-00000 | -0012 & 14-20- | 19-0040-00000 | -0011 | Gloss Relit by | 1st Year NOI | \$2,213,992 | Initial In | vestor Capital | | |
| | | | | | | | φ1,144,3JJ | (including constr | - | φ1,000, 3 45 | |
| Acquisition price | \$18,100,000 | | | Apartments | # of units | Sq Ft | Total sqft | Avg Mthly Rent | | Rent/sqft | |
| Acquisition date | 1/1/21 | | | 1BR/1BA 650 | 64 | 650 | 41,600 | \$1,103 | \$70,610 | \$1.70 | |
| Total Land | 10.6 | | | 1BR/1BA 700 | 32 | 700 | 22,400 | \$1,181 | \$37,798 | \$1.69 | |
| # of Buildings | 13.0 | | | 2BR/2BA | 48 | 950 | 45,600 | \$1,382 | \$66,344 | \$1.45 | |
| # of Stories | 2.0 | | | n/a | - | - | - | \$0 | \$0 | | |
| Parking spaces | 313.0 | | | n/a | - | - | - | \$0 | \$0 | | |
| Parking per unit | 2.2 | | | n/a | - | - | - | \$0 | \$0 | | |
| Year Built | 1986 | | тот | AL / AVERAGE | 144 | 767 | 109,600 | \$1,222 | \$174,752 | \$1.59 | |
|] | 2022 Year 1 | 2023 Year 2 | 2024 Year 3 | 2025 Year 4 | 2026 Year 5 | 2027 Year 6 | 2028 Year 7 | 2029 Year 8 | 2030 Year 9 | 2031 Year 10 | |
| Rental Growth | | 2.5% | 4.0% | 4.0% | 3.5% | 3.5% | 3.0% | 3.0% | 3.0% | 3.0% | |
| Vacancy | 5% | 5% | 5% | 5% | 5% | 5% | 5% | 5% | 5% | 5% | |
| Opex / Other Inc Growth | | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | |
| Real Estate Tax Growth | | 17% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | |
| Sale Capitalization Rate | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | |
| Net to Investor IRR E | Net to Investor IRR End of Year Disposal 18.2 | | 18.0% | 17.2% | 16.7% | 16.3% | 15.8% | 15.5% | 15.2% | <mark>15.0%</mark> | |
| | Net Cash on Cash 6.8% | | | 8.5% | 7.2% | 8.1% | 9.1% | 10.1% | 11.2% | 12.3% | |
| | Equity Multiple 1.41 | | | 1.81 | 2.03 | 2.26 | 2.50 | 2.73 | 3.01 | 3.31 | |
| CAPITAL COSTS | Cost per Unit | # Units | USES | | Р | ERCENTAGES | | | | SOFT COSTS | |
| New countertops | \$1,200 | 90 | \$108,000 | Asset Ma | anagement Fee | 0.40% | | Acquisition Fee | 2.00% | \$362,000 | |
| Cabinets | \$1,400 | 90 | \$126,000 | Р | referred Return | 8.00% | Bridge/Mortge | Financing Cost | 1.00% | \$120,600 | |
| New appliances | \$1,600 | 90 | \$144,000 | | Investor Return | 75.0% | | Legal | | \$26,000 | |
| Paint | \$1,250 | 90 | \$112,500 | : | Sponsor Return | 25.0% | Т | itle & Recording | | \$65,000 | |
| Lighting and fixtures | \$400 | 90 | \$36,000 | C | ap Rate at Sale | 5.2% | | Appraisal | | \$0 | |
| Low Flow fixtures | \$300 | 90 | \$27,000 | S | ellers Cap Rate | 5.6% | I | Property Survey | | \$3,500 | |
| Doors and hardware | \$500 | 90 | \$45,000 | | Contingency | 5.0% | Arch/E | ngeer/Due Dilig | | \$21,000 | |
| A/C | \$2,500 | 15 | \$37,500 | | ruction Mngmnt | 3.5% | | Commissions | | \$25,000 | |
| Flooring | \$1,400 | 90 | \$126,000 | | Brokerage Fee | 2.8% | Soft C | ost contingency | | \$5,500 | |
| | \$8,050 | SUBTOTAL | \$762,000 | | ase: New Lease | 4% | | TOTAL | SOFT COSTS | | |
| Landscaping/Curb appeal | | _ | \$125,000 | Rent Increas | e: Renovations | 12% | | | | BUYER P&L | |
| Lighting/ Safety upgrades | | _ | \$25,000 | | | | Total Annua | al Other Income | | \$103,900 | |
| Exterior updates/repairs | | | \$205,000 | | | RTGAGE INFO | | Income | | \$1,992,169 | |
| | UNIT & PROPERTY SUBTOTAL \$1,117,000 | | | | age Term (yrs) | 10 | | | | | |
| | 0 | Contingency | \$55,850 \$20,005 | | an Interest Rate | 4.99% | | al Estate Taxes | | \$221,587 | |
| | | struction Mgmt | \$39,095 © | Loan Amortizat | | 30 End of Doriod | | rty Mgmt % Fee | | 3.5% | |
| | | ement Reserve | \$0 | | ayments Made | | Operatii | ng/Maintenance | | \$171,300 | |
| | | TION PERIOD: | \$1,211,945 18 Months | | : Loan Payment Coverage Ratio | 1/1/21 | | | | \$88,000 | |
| | CONSTRU | ION PERIOD: | TO WORTHIS | Dept Service | | 1.25 | | Utilities Aummstrative | | \$166,500 \$189,000 | |
| | _ | | BRIDGE L | OAN INFO | Leasing/marketing | | | | | \$9,000 | |
| | Bridge Principal | \$0 | | Closing Fee | | | | t Reserve (unit) | | \$250 | |
| | Pridge Term (mthe) | 0 | Prida | o Loon Evit Eoo | 0.00% | | | | | \$051 114 | |

Closing Fee Bridge Loan Exit Fee

0.00% Mortgage Refi Closing Gost

0.00%

0.00%

OPERATING EXPENSES

0

\$951,114

Check

Returns



| | Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
|--------------------|--------------------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|
| | | 12/31/21 | 12/31/22 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | TOTAL |
| | Invested Capital | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | \$7,880,545 | |
| 8.00% | Preferred Return Due | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$630,444 | \$6,304,437 |
| | Preferred Return Paid | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$690,696 | \$630,444 | \$6,304,437 |
| Cash Out Re | fi Investor Return Paid | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 75% | Investor Return Paid | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$142,076 | \$253,359 | \$395,435 |
| 25% | Sponsor Return Paid | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$47,359 | \$84,453 | \$131,812 |
| Net Available (| Cash Surplus / (Deficit) | (\$159,683) | (\$96,106) | (\$31,240) | \$36,552 | (\$66,817) | \$7,200 | \$84,531 | \$165,311 | \$249,688 | \$337,812 | |
| Annua | I Return Cash on Cash | 5.97% | 6.78% | 7.60% | 8.46% | 7.15% | 8.09% | 9.07% | 10.10% | 11.17% | 12.29% | |
| INVESTOR IRR | Outflows | Inflows | Inflows | Inflows | Inflows | Inflows | Inflows | Inflows | Inflows | Inflows | Inflows | IRR |
| | 1/1/21 | 12/31/21 | 12/31/22 | 12/31/23 | 12/31/24 | 12/31/25 | 12/31/26 | 12/31/27 | 12/31/28 | 12/31/29 | 12/31/30 | |
| End of Year 2 Sale | (\$7,880,545) | \$470,761 | \$10,458,929 | | | | | | | | | 18.2% |
| End of Year 3 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$11,672,607 | | | | | | | | 18.0% |
| End of Year 4 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$12,654,728 | | | | | | | 17.2% |
| End of Year 5 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$13,734,109 | | | | | | 16.7% |
| End of Year 6 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$14,979,065 | | | | | 16.3% |

| End of Four o Outo | (\$1,000,010) | φ110,101 | φ001,000 | φ000,201 | φ000,000 | φ000,0 ∠ 0 | φ11,010,000 | | | | | 10 |
|---------------------|---------------------|-----------|----------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|----------------|----|
| End of Year 7 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$16,203,607 | | | | 15 |
| End of Year 8 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$17,406,720 | | | 15 |
| End of Year 9 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$18,729,473 | | 15 |
| End of Year 10 Sale | (\$7,880,545) | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$832,773 | \$20,187,338 | 1: |
| Gain / Loss on | Disposal | | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| | | | Dec 22 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | |
| | NOI | | \$1,208,532 | \$1,273,398 | \$1,341,190 | \$1,412,030 | \$1,486,048 | \$1,563,378 | \$1,644,158 | \$1,728,535 | \$1,816,659 | |
| | Cap Rate | | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | 5.2% | |
| | SALE PRICE | | \$23,240,997 | \$24,488,415 | \$25,792,108 | \$27,154,428 | \$28,577,848 | \$30,064,966 | \$31,618,432 | \$33,241,067 | \$34,935,753 | |
| | Bridge Loan Bal | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| | Mort Bal | | (\$12,060,000) | (\$12,060,000) | (\$12,060,000) | (\$11,896,945) | (\$11,710,370) | (\$11,514,269) | (\$11,308,155) | (\$11,091,518) | (\$10,863,820) | |
| | Investor Capital | | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | (\$7,880,545) | |
| | Brokerage Fees | | (\$639,127) | (\$673,431) | (\$709,283) | (\$746,747) | (\$785,891) | (\$826,787) | (\$869,507) | (\$914,129) | (\$960,733) | |
| | NET PROFIT | | \$2,661,324 | \$3,874,439 | \$5,142,280 | \$6,630,191 | \$8,201,042 | \$9,843,366 | \$11,560,224 | \$13,354,874 | \$15,230,655 | |
| | Investor Net Profit | | \$1,995,993 | \$2,905,829 | \$3,856,710 | \$4,972,643 | \$6,150,782 | \$7,382,524 | \$8,670,168 | \$10,016,156 | \$11,422,991 | |
| | Sponsor Net Profit | | \$665,331 | \$968,610 | \$1,285,570 | \$1,657,548 | \$2,050,261 | \$2,460,841 | \$2,890,056 | \$3,338,719 | \$3,807,664 | |
| | | | | | | | | | | | | |

| Hierachy of Returns Calculation | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| _ | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | TOTAL |
| Net Cash Flow | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$880,131 | \$968,255 | \$7,633,190 |
| Cash Out Refinancing (net of fees) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Preferred Return Due | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$7,250,103) |
| Current period Preferred Payment Shortfall | (\$159,683) | (\$96,106) | (\$31,240) | \$0 | (\$66,817) | \$0 | \$0 | \$0 | \$0 | \$0 | |
| | | | | | | | | | | | |
| Brought forward Preferred Payment Shortfall | \$0 | (\$159,683) | (\$255,789) | (\$287,029) | (\$250,477) | (\$317,295) | (\$310,094) | (\$225,564) | (\$60,253) | \$0 | |
| Current Period Post-Preferred Cash InFlow | \$0 | \$0 | \$0 | \$36,552 | \$0 | \$7,200 | \$84,531 | \$165,311 | \$249,688 | \$337,812 | |
| Carried Forward Preferred Payment Shortfall | (\$159,683) | (\$255,789) | (\$287,029) | (\$250,477) | (\$317,295) | (\$310,094) | (\$225,564) | (\$60,253) | \$0 | \$0 | |
| _ | | | | | | | | | | | |
| Current Year Paid To Preferred | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$690,696 | \$630,444 | \$7,105,944 |
| Current Year Paid to Investors | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$142,076 | \$253,359 | \$395,435 |
| Current Year Paid to Sponsor | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$47,359 | \$84,453 | \$131,812 |
| Check | - | - | - | - | - | - | - | - | - | - | |

10/21/20

PROFORMA

Moncler Willow Lake Apartments

Proforma

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|----|----|----|----|---|---|
| А | Ρ | T | Т | А | L |

| Moncler Willow Lake Apartments | | | | | | | | | | | |
|--|--------------------|--------------------|---------------|--------------------|--------------------|--------------------|--------------------|---------------|--------------------|---------------------|----------------|
| monoici mnow Lake Apartments | <u>2022 Year 1</u> | <u>2023 Year 2</u> | 2024 Year 3 | <u>2025 Year 4</u> | <u>2026 Year 5</u> | <u>2027 Year 6</u> | <u>2028 Year 7</u> | 2029 Year 8 | <u>2030 Year 9</u> | <u>2031 Year 10</u> | <u>TOTAL</u> |
| Potential Gross Income | \$2,097,020 | \$2,219,586 | \$2,308,369 | \$2,400,704 | \$2,496,732 | \$2,596,602 | \$2,700,466 | \$2,808,484 | \$2,920,824 | \$3,037,657 | \$25,586,443 |
| Other Income | \$103,900 | \$105,978 | \$108,098 | \$110,260 | \$112,465 | \$114,714 | \$117,008 | \$119,348 | \$121,735 | \$124,170 | \$1,137,676 |
| Less: Vacancy & Bad Debt | (\$104,851) | (\$110,979) | (\$115,418) | (\$120,035) | (\$124,837) | (\$129,830) | (\$135,023) | (\$140,424) | (\$146,041) | (\$151,883) | (\$1,279,322) |
| Effective Gross Income | \$2,096,069 | \$2,214,585 | \$2,301,048 | \$2,390,928 | \$2,484,360 | \$2,581,486 | \$2,682,451 | \$2,787,409 | \$2,896,518 | \$3,009,944 | \$30,862,743 |
| Operating Expenses | (\$729,527) | (\$746,796) | (\$763,209) | (\$780,008) | (\$797,205) | (\$814,810) | (\$832,832) | (\$851,285) | (\$870,178) | (\$889,524) | (\$8,075,373) |
| Real Estate Taxes | (\$221,587) | (\$259,257) | (\$264,442) | (\$269,731) | (\$275,125) | (\$280,628) | (\$286,240) | (\$291,965) | (\$297,805) | (\$303,761) | (\$2,750,541) |
| Total Operating Expenses | (\$951,114) | (\$1,006,053) | (\$1,027,651) | (\$1,049,739) | (\$1,072,330) | (\$1,095,437) | (\$1,119,072) | (\$1,143,250) | (\$1,167,982) | (\$1,193,285) | (\$10,825,914) |
| Net Operating Income | \$1,144,955 | \$1,208,532 | \$1,273,398 | \$1,341,190 | \$1,412,030 | \$1,486,048 | \$1,563,378 | \$1,644,158 | \$1,728,535 | \$1,816,659 | \$14,618,884 |
| Bridge Loan Interest | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Mortgage Payment | (\$601,794) | (\$601,794) | (\$601,794) | (\$601,794) | (\$776,004) | (\$776,004) | (\$776,004) | (\$776,004) | (\$776,004) | (\$776,004) | (\$7,063,200) |
| Less: Debt Service | (\$601,794) | (\$601,794) | (\$601,794) | (\$601,794) | (\$776,004) | (\$776,004) | (\$776,004) | (\$776,004) | (\$776,004) | (\$776,004) | (\$7,063,200) |
| Property Cash Flow | \$543,161 | \$606,738 | \$671,604 | \$739,396 | \$636,026 | \$710,044 | \$787,374 | \$868,154 | \$952,531 | \$1,040,655 | \$7,555,683 |
| Less: AM Fee | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$72,400) | (\$724,000) |
| Net Cash Flow | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$880,131 | \$968,255 | \$6,831,683 |
| Bridge Loan Exit Fee | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Mortgage Refi Fee | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Net Cash Flow before Investor Payments | \$470,761 | \$534,338 | \$599,204 | \$666,996 | \$563,626 | \$637,644 | \$714,974 | \$795,754 | \$880,131 | \$968,255 | \$6,831,683 |
| Cash Out Refinancing | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Preferred Return | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$630,444) | (\$6,304,437) |
| Net Available Cash Surplus | (\$159,683) | (\$96,106) | (\$31,240) | \$36,552 | (\$66,817) | \$7,200 | \$84,531 | \$165,311 | \$249,688 | \$337,812 | \$527,247 |
| Annual Cash on Cash | 6.0% | 6.8% | 7.6% | 8.5% | 7.2% | 8.1% | 9.1% | 10.1% | 11.2% | 12.3% | |
| Cumulative Available Cash Surplus | (\$159,683) | (\$255,789) | (\$287,029) | (\$250,477) | (\$317,295) | (\$310,094) | (\$225,564) | (\$60,253) | \$189,435 | \$527,247 | |

INCOME AND EXPENSE (DETAIL)

Moncler Willow Lake Apartments

Income and Expense Detail

| INCOME - YEAR 1 | | | | | 2022 Year 1 | 2023 Year 2 | 2024 Year 3 | 2025 Year 4 |
|-----------------------------------|--------------|----------|---------------------------------------|-------------|---------------------|---------------------|---------------------|---------------------|
| Units | # of units | Avg sqft | Avg Mthly Rent | PSF Rent | Annual Total | Annual Total | Annual Total | Annual Total |
| 1BR/1BA 650 | 64 | 650 | \$1,103 | \$1.70 | \$847,320 | \$923,590 | \$960,534 | \$998,955 |
| 1BR/1BA 700 | 32 | 700 | \$1,181 | \$1.69 | \$453,576 | \$460,315 | \$478,728 | \$497,877 |
| 2BR/2BA | 48 | 950 | \$1,382 | \$1.45 | \$796,124 | \$835,681 | \$869,108 | \$903,872 |
| n/a | - | - | \$0 | | \$0 | \$0 | \$0 | \$0 |
| n/a | - | - | \$0 | | \$0 | \$0 | \$0 | \$0 |
| n/a | - | - | \$0 | | \$0 | \$0 | \$0 | \$0 |
| TOTAL UNIT RENT | 144 | 761 | \$ 1,214 | \$1.59 | \$2,097,020 | \$2,219,586 | \$2,308,369 | \$2,400,704 |
| Less: Vacancies & Bad Debts | | | | -\$0.08 | (\$104,851) | (\$110,979) | (\$115,418) | (\$120,035) |
| Total Rent Collected | | | | \$1.51 | \$1,992,169 | \$2,108,607 | \$2,192,951 | \$2,280,669 |
| Other Income (laundry/water/sewer | r reimbursen | | \$103,900 | \$105,978 | \$108,098 | \$110,260 | | |
| TOTAL ANNUAL INCOME | | | | \$1.59 | \$2,096,069 | \$2,214,585 | \$2,301,048 | \$2,390,928 |
| EXPENSES - YEAR 1 | | | Per unit exp. | PSF Expense | | | | |
| Real Estate Taxes | | | \$1,539 | | \$221,587 | \$259,257 | \$264,442 | \$269,731 |
| Management Fee | | | \$484 | | \$69.727 | \$73.800 | \$76.753 | \$79.823 |
| Operating/Maintenance | | | \$1,190 | | \$171,300 | \$174,726 | \$178,221 | \$181,785 |
| Insurance | | | \$611 | | \$88,000 | \$89,760 | \$91,555 | \$93,386 |
| Utilities | | | \$1,156 | | \$166,500 | \$169,830 | \$173,227 | \$176,691 |
| Administrative | | | \$1,313 | | \$189,000 | \$192,780 | \$196,636 | \$200,568 |
| Auministrative | | | · · · · · · · · · · · · · · · · · · · | | *0 000 | CO 100 | CO 264 | 00 554 |
| Marketing | | | \$63 | | \$9,000 | \$9,180 | \$9,364 | \$9,551 |
| | | | \$63 \$250 | | \$9,000 \$36,000 | \$9,180 \$36,720 | \$9,364 \$37,454 | \$9,551 \$38,203 |
| Marketing | | | <i>p</i> | \$0.72 | + - , | \$36,720 | \$37,454 | . , |
| Marketing Replacement Reserves | | | \$250 | | \$36,000 | \$36,720 | \$37,454 | \$38,203 |

Moncler Willow Lake Apartment

Income and Expense Detail

Marketing

Replacement Reserves

TOTAL ANNUAL EXPENSES



\$10,338

\$41,353

\$7,939

\$10,756

\$43,023

\$8,287

\$10,545

\$42,180

\$8,111

| INCOME - YEAR 1 | 2026 Year 5 | 2027 Year 6 | 2028 Year 7 | 2029 Year 8 | 2030 Year 9 | 2031 Year 10 |
|----------------------------------|--------------------|--------------------|--------------------------|--------------------|--------------------|--------------|
| Units | Annual Total | Annual Total | Annual Total | Annual Total | Annual Total | Annual Total |
| 1BR/1BA 650 | \$1,038,914 | \$1,080,470 | \$1,123,689 | \$1,168,636 | \$1,215,382 | \$1,263,997 |
| 1BR/1BA 700 | \$517,792 | \$538,503 | \$560,044 | \$582,445 | \$605,743 | \$629,973 |
| 2BR/2BA | \$940,027 | \$977,628 | \$1,016,733 | \$1,057,403 | \$1,099,699 | \$1,143,687 |
| n/a | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| n/a | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| n/a | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL UNIT RENT | \$2,496,732 | \$2,596,602 | \$2,700,466 | \$2,808,484 | \$2,920,824 | \$3,037,657 |
| Less: Vacancies & Bad Debts | (\$124,837) | (\$129,830) | (\$135,023) | (\$140,424) | (\$146,041) | (\$151,883) |
| Total Rent Collected | \$2,371,896 | \$2,466,772 | \$2,565,442 | \$2,668,060 | \$2,774,782 | \$2,885,774 |
| Other Income (laundry/water/sewe | \$112,465 | \$114,714 | \$117,008 | \$119,348 | \$121,735 | \$124,170 |
| TOTAL ANNUAL INCOME | \$2,484,360 | \$2,581,486 | <mark>\$2,682,451</mark> | \$2,787,409 | \$2,896,518 | \$3,009,944 |
| | | | | | | |
| EXPENSES - YEAR 1 | | | | | | |
| Real Estate Taxes | \$275,125 | \$280,628 | \$286,240 | \$291,965 | \$297,805 | \$303,761 |
| Management Fee | \$83,016 | \$86,337 | \$89,790 | \$93,382 | \$97,117 | \$101,002 |
| Operating/Maintenance | \$185,421 | \$189,129 | \$192,912 | \$196,770 | \$200,705 | \$204,719 |
| Insurance | \$95,254 | \$97,159 | \$99,102 | \$101,084 | \$103,106 | \$105,168 |
| Utilities | \$180,225 | \$183,829 | \$187,506 | \$191,256 | \$195,081 | \$198,983 |
| | | | | | | |

\$9,937

\$39,747

\$7,607

PROFORMA NET OPERATING IN \$1,412,030 \$1,486,048 \$1,563,378 \$1,644,158 \$1,728,535 \$1,816,659

\$10,135

\$40,542

\$7,771

\$1,072,330 \$1,095,437 \$1,119,072 \$1,143,250 \$1,167,982 \$1,193,285

\$9,742

\$38,968

\$7,447