

## Cash Flow Analysis Worksheet

| Property Name               |                       | Acquisition Price         | \$271,000 |
|-----------------------------|-----------------------|---------------------------|-----------|
| Location                    |                       | Plus Acquisition Costs    | \$5,420   |
| Type of Property            | Low Rise Garden Style | Plus Loan Costs           | \$2,168   |
| Size of Property (sf/units) | 4,167                 | Minus Mortgages           | \$216,800 |
| Purpose of Analysis         | Purchase              | Equals Initial Investment | \$61,788  |
| Prepared by                 |                       |                           |           |

Date Prepared June 10, 2015

| MORT | GAGE DATA    |              | cos          | T RECOVERY   | BASIS DATA        | BASIS DATA        |          |  |
|------|--------------|--------------|--------------|--------------|-------------------|-------------------|----------|--|
|      | 1st Mortgage | 2nd Mortgage |              | Improvements | Personal Property |                   |          |  |
|      | \$216,800    |              | Value        | \$221,136    |                   | Acquisition Price | \$271,00 |  |
|      | 5.00%        |              | C. R. Method | SL           | SL                | Acquisition Costs | \$5,42   |  |
|      |              |              |              |              |                   | T                 |          |  |

| Amount              | \$216,800  |    | Value            | \$221,136 |        | Acquisition Price       | \$271,000 |
|---------------------|------------|----|------------------|-----------|--------|-------------------------|-----------|
| Interest Rate       | 5.00%      |    | C. R. Method     | SL        | SL     | Acquisition Costs       | \$5,420   |
| Amortization Period | 25         |    | Useful Life      | 39.0      |        | Total Acquisition Basis | \$276,420 |
| Loan Term           | 25         |    | In Service Date  | 1-Jan     | 1-Jan  |                         |           |
| Payments/Year       | 12         | 12 | Date of Sale     | 31-Dec    | 31-Dec |                         |           |
| Periodic Payment    | \$1,267.39 |    | 12 Months % age  | 2.564%    |        |                         |           |
| Annual Debt Service | \$15,209   |    | 11.5 Months % ag | 2.457%    |        |                         |           |
| Loan Fees/Costs     | \$2,168    |    |                  |           |        |                         |           |

## TAXABLE INCOME

|  |   | _                                       |                 | I POUR DE   | -                                       |             | _             | _        |          |          |         |
|--|---|---|-----------------|-------------|---|-------------|---------------|----------|----------|----------|---------|
| End of Year                            | 1                                       | 2                                       | 3               | 4           | 5                                       | 6           | 7             | 8        | 9        | 10       | 11      |
| 1 POTENTIAL RENTAL INCOME              | \$48,600                                | \$49,572                                | \$50,563        | \$51,575    | \$52,606                                | \$53,658    | \$54,731      | \$55,826 | \$56,943 | \$58,081 | \$59,24 |
| 2 -Vacancy & Credit Losses             | \$3,402                                 | \$3,470                                 | \$3,539         | \$3,610     | \$3,682                                 | \$3,756     | \$3,831       | \$3,908  | \$3,986  | \$4,066  | \$4,14  |
| 3 EFFECTIVE RENTAL INCOME              | \$45,198                                | \$46,102                                | \$47,024        | \$47,964    | \$48,924                                | \$49,902    | \$50,900      | \$51,918 | \$52,957 | \$54,016 | \$55,09 |
| 4 +Other Income (collectable)          | \$800                                   | \$800                                   | \$800           | \$800       | \$800                                   | \$800       | \$800         | \$800    | \$800    | \$800    | \$80    |
| 5 GROSS OPERATING INCOME               | \$45,998                                | \$46,902                                | \$47,824        | \$48,764    | \$49,724                                | \$50,702    | \$51,700      | \$52,718 | \$53,757 | \$54,816 | \$55,89 |
| 6 OPERATING EXPENSES                   |   |   |                 |             |   |             |               |          |          |          |         |
| 7 Real Estate Taxes                    | \$8,200                                 | \$8,364                                 | \$8,531         | \$8,702     | \$8,876                                 | \$9,053     | \$9,235       | \$9,419  | \$9,608  | \$9,800  | \$9,996 |
| 8 Personal Property Taxes              |   |   |                 |             |   |             |               |          |          |          |         |
| 9 Property Insurance                   | \$2,400                                 | \$2,448                                 | \$2,497         | \$2,547     | \$2,598                                 | \$2,650     | \$2,703       | \$2,757  | \$2,812  | \$2,868  | \$2,92  |
| 10 Off Site Management                 | \$3,220                                 | \$3,283                                 | \$3,348         | \$3,414     | \$3,481                                 | \$3,549     | \$3,619       | \$3,690  | \$3,763  | \$3,837  | \$3,91  |
| 11 Payroll                             |   |   |                 |             |   |             |               |          |          |          |         |
| 12 Expenses/Benefits                   |   |   |                 |             |   |             |               |          |          |          |         |
| 13 Payroll Taxes/Worker's Compensation |   |   |                 |             |   |             |               |          |          |          |         |
| 14 Repairs and Maintenance             | \$4,600                                 | \$4,690                                 | \$4,782         | \$4,876     | \$4,972                                 | \$5,070     | \$5,170       | \$5,272  | \$5,376  | \$5,482  | \$5,59  |
| 15 Utilities                           | \$5,850                                 | \$5,967                                 | \$6,086         | \$6,208     | \$6,332                                 | \$6,459     | \$6,588       | \$6,720  | \$6,854  | \$6,991  | \$7,13  |
| 16                                     | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , , , , , , ,   | , , , , , , | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , , , , , , | , , , , , , , | 1.7      | 12,22    | 1-/      | , , , , |
| 17                                     |   |   |                 |             |   |             |               |          |          |          |         |
| 18                                     |   |   |                 |             |   |             |               |          |          |          |         |
| 19 Accounting and Legal                |   |   |                 |             |   |             |               |          |          |          |         |
| 20 Licenses/Permits                    |   |   |                 |             |   |             |               |          |          |          |         |
| 21 Advertising                         |   |   |                 |             |   |             |               |          |          |          |         |
| 22 Supplies                            |   |   |                 |             |   |             |               |          |          |          |         |
| 23 Miscellaneous Contract Services     |   |   |                 |             |   |             |               |          |          |          |         |
| 24                                     |   |   |                 |             |   |             |               |          |          |          |         |
| 25                                     |   |   |                 |             |   |             |               |          |          |          |         |
| 26                                     |   |   |                 |             |   |             |               |          |          |          |         |
| 27 TOTAL OPERATING EXPENSES            | \$24,270                                | \$24,752                                | \$25,245        | \$25,747    | \$26,259                                | \$26,782    | \$27,314      | \$27,858 | \$28,412 | \$28,978 | \$29,55 |
| 28 NET OPERATING INCOME                | \$21,728                                | \$22,150                                | \$22,579        | \$23,018    | \$23,465                                | \$23,921    | \$24,386      | \$24,860 | \$25,344 | \$25,838 | \$26,34 |
| 29 -Interest-First Mortgage            | \$10,738                                | \$10,510                                | \$10,269        | \$10,017    | \$9,751                                 | \$9,472     | \$9,178       | \$8,870  | \$8,545  | \$8,205  | 7=0,01  |
| 30 -Interest-Second Mortgage           | ¥10,100                                 | <b>\$10,010</b>                         | <b>V</b> .0,200 | 7.0,0       | 40,101                                  | ¥3,         | 40,110        | 70,0.0   | 40,010   | 40,200   |         |
| 31 -Cost Recovery-Improvements         | \$5,433                                 | \$5,670                                 | \$5,670         | \$5,670     | \$5,670                                 | \$5,670     | \$5,670       | \$5,670  | \$5,670  | \$5,433  |         |
| 32 -Cost Recovery-Personal Property    | ψο,του                                  | ψ3,070                                  | ψ5,070          | ψ3,070      | ψ3,070                                  | ψ5,070      | ψ0,070        | ψ0,070   | ψ0,070   | ψ5,400   |         |
| 33 -Loan Costs Amortization            | \$87                                    | \$87                                    | \$87            | \$87        | \$87                                    | \$87        | \$87          | \$87     | \$87     | \$87     |         |
| 34 -                                   | ΨΟ7                                     | ΨΟ1                                     | ΨΟΊ             | ΨΟΊ         | ΨΟ7                                     | ΨΟΊ         | ΨΟΊ           | ψΟ1      | ΨΟΊ      | ΨΟ7      |         |
| 35 -                                   |   |   |                 |             |   |             |               |          |          |          |         |
| 36 REAL ESTATE TAXABLE INCOME          | \$5,470                                 | \$5,883                                 | \$6,553         | \$7,244     | \$7,957                                 | \$8,692     | \$9,451       | \$10,234 | \$11,042 | \$12,114 |         |
| 37 Tax Liability (Savings) at 25%      | \$1,368                                 | \$1,471                                 | \$1,638         | \$1,811     | \$1,989                                 | \$2,173     | \$2,363       | \$2,558  | \$2,761  | \$3,028  |         |
| or run Lidulity (Gavings) at 20%       | ψ1,500                                  | ψ1,44/1                                 | ψ1,000          | φι,σιι      | ψ1,309                                  | Ψ2,173      | Ψ2,303        | Ψ2,000   | φ2,701   | ψυ,υΔυ   |         |
|  |   |   |                 | CASI        | H FLOW                                  |             |               |          |          |          |         |
|  |   |   |                 |             |   |             |               |          |          |          |         |

| OAGIT LOW         |                        |          |          |          |          |          |          |          |          |          |          |  |
|-------------------|------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--|
| 38 NET OPER       | ATING INCOME (Line 28) | \$21,728 | \$22,150 | \$22,579 | \$23,018 | \$23,465 | \$23,921 | \$24,386 | \$24,860 | \$25,344 | \$25,838 |  |
| 39 -Annual Deb    | ot Service             | \$15,209 | \$15,209 | \$15,209 | \$15,209 | \$15,209 | \$15,209 | \$15,209 | \$15,209 | \$15,209 | \$15,209 |  |
| 40 -              |                        |          |          |          |          |          |          |          |          |          |          |  |
| 41 -              |                        |          |          |          |          |          |          |          |          |          |          |  |
| 42 -              |                        |          |          |          |          |          |          |          |          |          |          |  |
| 43 CASH FLO       | W BEFORE TAXES         | \$6,520  | \$6,941  | \$7,371  | \$7,809  | \$8,256  | \$8,712  | \$9,177  | \$9,652  | \$10,136 | \$10,629 |  |
| 44 -Tax Liability | y (Savings) (Line 37)  | \$1,368  | \$1,471  | \$1,638  | \$1,811  | \$1,989  | \$2,173  | \$2,363  | \$2,558  | \$2,761  | \$3,028  |  |
| 45 CASH FLO       | W AFTER TAXES          | \$5,152  | \$5,470  | \$5,732  | \$5,998  | \$6,267  | \$6,539  | \$6,814  | \$7,093  | \$7,375  | \$7,601  |  |