



Real Estate without Boundary™

OGDEN/ENGBERG ANDERSON

Garver Feed Mill

Response to Questions/January 16, 2015

General

1. We are showing primary access via Fair Oaks Ave.
2. We will meet with the Fire Chief to verify our approach to providing fire access. Our design goal will be to meet the requirements while minimizing pavement. Our plan shows east/west pervious pavement that will be designed to meet the access and load requirements.
3. Fire hydrants will be incorporated into the plan.
4. Understood.
5. The primary access will via Fair Oaks Avenue. If a secondary access point is required by the fire department or by the OBG it may make sense for a limited or restricted access be maintained.
6. We understand the City of Madison Parks controls the North Plat. Our team is open to a collaborative approach to the design and maintenance of the North Plat. Our plan promotes a possible conceptual approach to the development of the landscape incorporating low maintenance planting, community gardens, pedestrian paths etc.
7. Working with the appropriate agencies we will address transportation connectivity including pedestrian, vehicular, public transportation and bicycle. We will also address stormwater management with best practices including possible rain gardens, pervious pavement, onsite retention etc.
8. The soils and water table issues are of concern. Our design intent is to excavate approximately 4 feet below current grade and park below the new construction. Our goal is to minimize the parking impact on the site. We anticipate poor soil conditions and the costs non-standard footings.
9. We will involve the appropriate consultants to manage excavation and removal of soils if necessary.
10. We anticipate environmental testing as part of the due diligence of the site. The viability of edible planting and community gardens will be investigated and not assumed.

OGDEN

The Ogden/Engberg Anderson Team proposes the following financial plan:

Sources

Investor Capital (1)	\$ 4,925,000
Land Contribution (Land Lease)	\$ 0
Deferred Developer Fee	\$ 500,000
Bank Construction Loan (2)	\$26,200,000
City Assistance per RFP (3) (Net of \$700,000 warehouse)	\$ 1,125,000
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Total Sources	\$32,750,000

- (1) Capital raise by Ogden & Company Investment Partners, LLC through private placement. Last equity raise by Ogden was \$5,300,000 for construction of Sutter Creek Apartments in Brookfield, WI. Investors require IRR of approximately 15.0% over a 7-10 hold period. Revised Pro Forma attached. See Garver_v2.1 files attached. See revised Investor Return calculated assuming \$0.00 ground rent.
- (2) Three year term construction loan floating at 275 b.p. over 1 month LIBOR. Lender(s) will agree to ground lease requirements.
- (3) City financial assistance in the amount of \$1,125,000.

Traffic

1. We understand a traffic Impact Analysis will be required.
2. See response #5 above

Engineering/Fire

1. See our response #7. It is our understanding the City of Madison Parks department is responsible for purchasing land to offset the leased land. Our team will collaborate on the design of the North Platt integrating the input of the City, the DNR, community and project stakeholders.

Parks.

1. See previous response. We will work with the OBG to locate the storage building. Our understanding is the desired location for a replacement building is east of the Garver building. Our revised proposal plan will show it at that location.
2. Ogden would agree to a negotiated ground rent t.b.d. if investor return profile allows a minimum IRR of 15.0-16.0%.

Planning

1. After our meeting with city staff we are planning to reuse more of the existing buildings. We will also have a discussion with the SHPO to discuss their requirements in order to achieve historical tax credits.
2. We understand a conditional use will be required.

Financials/Real/Estate

The Ogden/Engberg Anderson Team proposes the following financial plan:

Sources

Investor Capital (1)		\$ 4,687,815
Land Contribution Value		\$ 2,080,000
Deferred Developer Fee		\$ 500,000
Bank Construction Loan (2)		\$ 28,875,000
City Assistance per RFP	\$1,125,000	
(Net of \$700,000)		
Historic Credit Value	\$2,036,186	
Additional City Assistance (3)	<u>\$3,000,000</u>	
		<u>\$ 6,161,185</u>
Total Sources		\$39,304,000

(1) Capital raise by Ogden & Company Investment Partners, LLC through private placement.

(2) Three year term construction loan floating at 275 b.p. over 1 month LIBOR.

(3) Requires additional City financial assistance in the amount of \$3,000,000. Investors require returns in the mid to upper teens based on a 7-10 year investment period.

Committee Questions

1. We are currently showing 139 surface parking spaces.
24 spaces are dedicated to the loft units in the Garver building
40 spaces are in support of the amenity space @4/1000 sf
48 spaces are dedicated to the new residential buildings

We can study reducing the surface parking as we develop the project.

2. See answer #1 under Park comments

1665 N. Water Street Milwaukee, Wisconsin 53202 (414) 276-5285		APARTMENT COMMUNITY GARVER FEED MILL MADISON, WISCONSIN			
INVESTMENT ASSUMPTIONS					
TOTAL CAPITALIZATION	\$32,750,000	LOAN AMOUNT	\$26,200,000		
Capitalization Rate	6.06%	Loan to Value	79.18%		
Gross Rent Multiplier (Stabilized Year)	8.87	Loan Interest Rate	4.75%		
Building Area (Sq. Ft.)	246,303	Loan Term	7 Years		
Offering Price Per Sq. Ft.	\$132.97	Loan Amortization	30 Years		
PURCHASE PRICE	NA	Loan Constant	0.062598		
Capitalization Rate (Stabilized Year)	NA	Annual Debt Service	\$1,640,059		
Gross Rent Multiplier	NA	Debt Service Coverage	1.21 Times		
Purchase Price Per Unit	NA	Loan to Cost	80.00%		
Purchase Price Per Sq. Ft.	NA	Secondary Loans	No		
		Construction Interest (1)	3.00%	3.25%	
APPRAISED VALUE (2014)	\$33,090,000	SOURCES AND USES OF FUNDS			
Capitalization Rate (Stabilized Going In)	6.00%	<u>Sources</u>	<u>Amount</u>	<u>% of Total</u>	
Gross Rent Multiplier	8.96	Cash/LOC	\$4,925,000	15.04%	
Appraised Value Per Unit	NA	Land Investor Capital	\$0	0.00%	
Appraised Value Per Sq. Ft.	\$134.35	Debt Borrowed/Loans	\$26,200,000	80.00%	
		Deferred Managing Member Fees	\$500,000	1.53%	
ASSESSED VALUE (Stabilized Year)	NA	Grants / Credits	\$1,125,000	3.44%	
Improvements		Total Sources	\$32,750,000	100.00%	
Land		<u>Uses</u>			
Fair Market Value		Land/Property Acquisition	\$0	0.00%	
Assessment Ratio		Construction Costs - Hard	\$27,892,431	85.17%	
RESALE ASSUMPTION		Soft Costs			
Capitalization Rate (Going Out)	6.75%	Architecture & Engineering	\$1,134,522	3.46%	
Brokerage Commission (% of Sales Price)	2.00%	Legal Service	\$50,000	0.15%	
Other Closing Costs (% of Sales Price)	0.35%	Impact Fees	\$300,096	0.92%	
Holding Period	7-10 Years	RE Taxes During Construction	\$55,000	0.17%	
		Insurance	\$53,000	0.16%	
DEVELOPMENT SCHEDULE		F.F. & E.	\$115,000	0.35%	
Closing of Construction Loan-Phase I	Apr-15	Loan Origination Expenses	\$258,500	0.79%	
Completion of Construction-Phase I	Sep-16	Construction Interest Reserve	\$750,000	2.29%	
Stabilized-Phased I	Mar-18	Marketing/Property Start-up Expense	\$141,450	0.43%	
Permanent Mortgage Closing	Apr-18	Acquisition Fee	\$1,000,000	3.05%	
		Equity Sourcing Fee	\$0	0.00%	
COMPENSATION TO MANAGING MEMBERS OR AFFILIATES		Development Fee	\$0	0.00%	
Annual Asset Management Fee (% of Equity)	0.50%	Rent-up Reserves	\$0	0.00%	
Annual Guarantee Fee (% of Recourse Loan)	0.00%	Operations Reserve	\$0	0.00%	
Property Management Fee (% of EGI)	4.00%	Development Contingency	\$1,000,000		
			\$32,750,000	96.95%	
		(1) 36 Month construction loan, start rate at 30 day LIBOR + 275 b.p.			
CAPITAL CONTRIBUTIONS:		Units	% Ownership	Investment	
Non-managing Members		88.50	89.85%	\$4,425,000	
Managing Members				\$500,000	
Managers		10.00	10.15%	\$500,000	
Land		0.00	0.00%	\$0	
Unit Price	\$50,000	98.50	100.00%	\$500,000	
	1.02%	1.13%		\$4,925,000	
DISTRIBUTIONS FROM OPERATIONS:		Initial	Hurdle 1	Hurdle 2	
Tier 1 - Preferred Return Distribution			9.00%	14.00%	
Non-managing Members - Share			89.85%		
Managing Members - Share			10.15%		
Tier 2 - Remainder Cash Flow Distribution					
Non-managing Members - Share			80.00%	80.00%	
Managing Members - Share			20.00%	20.00%	
SALES PROCEED DISTRIBUTION:					
Tier 3 - Return of Investment & Unpaid Tier 1			100.00%		
Tier 4 - Residual Net Sales Proceeds Distribution					
Non-managing Member - Share			80.00%	80.00%	
Managing Member - Share			20.00%	20.00%	
DISCOUNT RATE:			15.00%		
RESERVE FUND INVESTMENT RATE:			0.25%		
TAX RATES					
Marginal Tax Rate				35.00%	
Capital Gain Rate				20.00%	
Cost Recovery Recapture Rate				25.00%	
INFLATION RATES					
	Year	1	2	3	4-10
Income Inflation Rate	2.50%	2.50%	2.50%	2.50%	2.50%
Expense Inflation Rate	2.50%	2.50%	2.50%	2.50%	2.50%
VACANCY FACTOR					
	Year			Lease-up Schedule	
	1-3				
	4-10			5.00%	

CASH FLOW ANALYSIS (ANNUAL)											
	1	2	3	4	5	6	7	8	9	10	
Year Ending:	Sep-16	Sep-17	Sep-18	Sep-19	Sep-20	Sep-21	Sep-22	Sep-23	Sep-24	Sep-25	
REVENUE											
	Pro Forma	Construction									
Lease Revenue-Residential	3,288,000	0	342,961	2,248,994	3,540,816	3,629,337	3,720,070	3,813,072	3,908,399	4,006,109	4,106,261
Lease Revenue-Commercial	0	0	0	0	0	0	0	0	0	0	0
Other Income	405,304	0	39,410	258,813	436,468	447,380	458,564	470,028	481,779	493,824	506,169
- Rent Concessions	0	0	0	0	0	0	0	0	0	0	0
GROSS POTENTIAL INCOME	3,693,304	0	382,372	2,507,807	3,977,284	4,076,717	4,178,634	4,283,100	4,390,178	4,499,932	4,612,431
- Vacancy & Credit Loss-Residential	-184,665	0	-1,912	-12,539	-198,864	-203,836	-208,932	-214,155	-219,509	-224,997	-230,622
- Vacancy & Credit Loss-Commercial	0	0	0	0	0	0	0	0	0	0	0
EFFECTIVE GROSS INCOME	3,508,639	0	380,460	2,495,268	3,778,420	3,872,881	3,969,703	4,068,945	4,170,669	4,274,936	4,381,809
- Operating Expenses-Residential	-1,523,146	0	-588,294	-1,249,378	-1,640,261	-1,681,268	-1,723,299	-1,766,382	-1,810,541	-1,855,805	-1,902,200
- Operating Expenses-Commercial	0	0	0	0	0	0	0	0	0	0	0
NET OPERATING INCOME	1,985,493	0	-207,835	1,245,891	2,138,159	2,191,613	2,246,403	2,302,563	2,360,128	2,419,131	2,479,609
NON-OPERATING INCOME (EXPENSE)											
- Interest Expense	-155,338	-753,184	-1,049,017	-1,234,173	-1,214,469	-1,193,807	-1,172,142	-1,149,426	-1,125,607	-1,100,631	
- Depreciation Expense	0	-370,327	-1,122,202	-1,122,202	-1,122,202	-1,122,202	-1,122,202	-1,122,202	-1,122,202	-1,122,202	-1,122,202
- Amortization Expense	-25,850	-25,850	-25,850	-25,850	-25,850	-25,850	-25,850	-25,850	-25,850	-25,850	-25,850
- Annual Asset Management Fee	0	-1,902	-5,482	-5,482	-5,482	-5,482	-5,482	-5,482	-5,482	-5,482	-5,482
+ Interest, Funded Reserves	0	0	1,980	1,985	1,990	1,995	2,000	2,005	2,010	2,015	
TAXABLE INCOME	-181,188	-1,359,098	-954,680	-247,563	-174,399	-98,942	-21,112	59,173	142,001	227,460	
+ Depreciation Expense	0	370,327	1,122,202	1,122,202	1,122,202	1,122,202	1,122,202	1,122,202	1,122,202	1,122,202	1,122,202
- Principal Payments	0	0	-32,963	-405,886	-425,591	-446,252	-467,917	-490,633	-514,452	-539,428	
+ Amortization, Loan Points	25,850	25,850	25,850	25,850	25,850	25,850	25,850	25,850	25,850	25,850	25,850
- Capital Expenditures & Funded Reserves	0	0	0	0	0	0	0	0	0	0	0
CASH FLOW BEFORE TAXES	-155,338	-962,921	160,409	494,603	548,062	602,858	659,023	716,592	775,600	836,083	
Reserves Utilized	0	207,835	0	0	0	0	0	0	0	0	0
NET CASH FLOW AFTER UTILIZING RESERVES	-155,338	-755,086	160,409	494,603	548,062	602,858	659,023	716,592	775,600	836,083	
Cumulative Cash Flow BT After Reserve	-155,338	-910,424	-750,016	-255,412	292,650	895,508	1,554,531	2,271,123	3,046,723	3,882,806	
Marginal Tax Rate	35.00%	35.00%	35.00%	35.00%	35.00%	35.00%	35.00%	35.00%	35.00%	35.00%	35.00%
Income Tax Liability	-63,416	-475,684	-334,138	-86,647	-61,040	-34,630	-7,389	20,711	49,700	79,611	
- Income Taxes	0	0	0	0	0	0	0	-20,711	-49,700	-79,611	
AFTER TAX INCOME	-155,338	-755,086	160,409	494,603	548,062	602,858	659,023	695,881	725,900	756,473	
Working Capital Loan	0	0	0	0	0	0	0	0	0	0	0
SPENDABLE CASH AFTER TAXES	-155,338	-755,086	160,409	494,603	548,062	602,858	659,023	695,881	725,900	756,473	
Tax Savings	22,196	166,489	116,948	30,326	21,364	12,120	2,586	0	0	0	0
CASH FLOW AFTER TAX	-133,143	-588,597	277,357	524,930	569,426	614,978	661,609	695,881	725,900	756,473	
Cumulative Cash Flow After Tax	-133,143	-721,739	-444,382	80,548	649,974	1,264,952	1,926,561	2,622,442	3,348,342	4,104,815	

SOURCES & USES OF FUNDS (ANNUAL)

	Closing	1	2	3	4	5	6	7	8	9	10	TOTAL
	Apr-15	Sep-16	Sep-17	Sep-18	Sep-19	Sep-20	Sep-21	Sep-22	Sep-23	Sep-24	Sep-25	
SOURCES OF FUNDS												
Capital Contribution	4,925,000	4,925,000	0	0								4,925,000
Land Equity	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Fee/Manager Cash	500,000	500,000	0	0	0	0	0	0	0	0	0	500,000
Grants	1,125,000	0	0	0	0	0	0	0	0	0	0	0
Funded Reserves Interest	0	0	0	1,980	1,985	1,990	1,995	2,000	2,005	2,010	2,015	15,983
Construction Loan	26,200,000	14,677,435	12,223,658	1,007,252	0	0	0	0	0	0	0	27,908,346
Permanent Loan	0	0	0	26,200,000	0	0	0	0	0	0	0	26,200,000
Lease & Other Income	0	0	382,372	2,507,807	3,977,284	4,076,717	4,178,634	4,283,100	4,390,178	4,499,932	4,612,431	32,908,456
Rent Concessions	0	0	0	0	0	0	0	0	0	0	0	0
Vacancy Allowance & Credit Loss	0	0	-1,912	-12,539	-198,864	-203,836	-208,932	-214,155	-219,509	-224,997	-230,622	-1,515,365
TOTAL RECEIPTS	32,750,000	20,102,435	12,604,118	29,704,501	3,780,406	3,874,871	3,971,698	4,070,946	4,172,674	4,276,946	4,383,824	90,942,419
USES OF FUNDS												
Land Purchase Price	0	0	0	0	0	0	0	0	0	0	0	0
Construction Costs - Hard	27,892,431	18,594,954	9,297,477	0	0	0	0	0	0	0	0	27,892,431
Soft Costs												
Architecture & Engineering	1,134,522	680,713	453,809	0	0	0	0	0	0	0	0	1,134,522
Legal Service	50,000	50,000	0	0	0	0	0	0	0	0	0	50,000
Impact Fees	300,096	300,096	0	0	0	0	0	0	0	0	0	300,096
RE Taxes During Construction	55,000	27,500	27,500	0	0	0	0	0	0	0	0	55,000
Insurance	53,000	35,333	17,667	0	0	0	0	0	0	0	0	53,000
F.F.&E.	115,000	0	115,000	0	0	0	0	0	0	0	0	115,000
Loan Origination Expenses	258,500	258,500	0	0	0	0	0	0	0	0	0	258,500
Marketing/Property Start-up Expense	141,450	0	141,450	0	0	0	0	0	0	0	0	141,450
Acquisition Fee	1,000,000	0	1,000,000	0	0	0	0	0	0	0	0	1,000,000
Equity Sourcing Fee	0	0	0	0	0	0	0	0	0	0	0	0
Development Fee	0	0	0	0	0	0	0	0	0	0	0	0
Rent-up Reserves	0	0	207,835	0	0	0	0	0	0	0	0	207,835
Operating Reserves	0	0	0	0	0	0	0	0	0	0	0	0
Annual Asset Management Fee	0	0	1,902	5,482	5,482	5,482	5,482	5,482	5,482	5,482	5,482	45,756
Construction - Principal	0	0	0	27,027,567	0							27,027,567
Construction - Interest	750,000	155,338	753,184	945,309	0	0	0	0	0	0	0	1,853,831
Permanent Loan - Principal	0	0	0	32,963	405,886	425,591	446,252	467,917	490,633	514,452	539,428	3,323,123
Permanent Loan - Interest	0	0	0	103,708	1,234,173	1,214,469	1,193,807	1,172,142	1,149,426	1,125,607	1,100,631	8,293,964
Operating Expenses	0	0	588,294	1,249,378	1,640,261	1,681,268	1,723,299	1,766,382	1,810,541	1,855,805	1,902,200	14,217,429
Contingency	1,000,000	0	0	0	0	0	0	0	0	0	0	0
TOTAL DISBURSEMENTS	32,750,000	20,102,435	12,604,118	29,364,407	3,285,802	3,326,809	3,368,840	3,411,923	3,456,082	3,501,346	3,547,741	85,969,504
CASH FLOW AVAILABLE FOR DISTRIBUTION	0	0	0	340,094	494,603	548,062	602,858	659,023	716,592	775,600	836,083	4,972,916

DISTRIBUTION ANALYSIS (CASH FLOW)

	1	2	3	4	5	6	7	8	9	10	Total
Year Ending	Sep-16	Sep-17	Sep-18	Sep-19	Sep-20	Sep-21	Sep-22	Sep-23	Sep-24	Sep-25	
CASH FLOW AVAILABLE FOR DISTRIBUTION BEFORE TAX	0	0	340,094	494,603	548,062	602,858	659,023	716,592	775,600	836,083	4,972,916
Tier 1 - Preferred Return Calculation											
Preferred Return Due All Members - Hurdle 1	443,250	443,250	443,250	443,250	443,250	443,250	443,250	443,250	443,250	443,250	
Unpaid Preferred Return from Previous Period - Hurdle 1	0	443,250	926,392	1,112,924	1,161,734	1,161,477	1,106,403	990,206	805,983	546,171	
Interest on Unpaid Return - Hurdle 1	0	39,892	83,375	100,163	104,556	104,533	99,576	89,119	72,538	49,155	
Total Due to All Members - Hurdle 1	443,250	926,392	1,453,018	1,656,337	1,709,540	1,709,260	1,649,229	1,522,574	1,321,771	1,038,576	
Actual Payment Made to All Members	0	0	340,094	494,603	548,062	602,858	659,023	716,592	775,600	836,083	4,972,916
Actual Payment to Non-managing Members	0	0	305,566	444,390	492,422	541,654	592,117	643,841	696,859	751,202	4,468,051
Actual Payment to Managing Members	0	0	34,527	50,214	55,641	61,204	66,906	72,750	78,741	84,882	504,865
Unpaid Preferred Return - Hurdle 1	443,250	926,392	1,112,924	1,161,734	1,161,477	1,106,403	990,206	805,983	546,171	202,493	
Preferred Return Amount - Hurdle 2	689,500	689,500	689,500	689,500	689,500	689,500	689,500	689,500	689,500	689,500	
Unpaid Preferred Return from Previous Period - Hurdle 2	0	689,500	1,475,530	2,031,510	2,510,818	3,003,770	3,510,941	4,032,949	4,570,471	5,124,236	
Interest on Unpaid Return - Hurdle 2	0	96,530	206,574	284,411	351,515	420,528	491,532	564,613	639,866	717,393	
Total Hurdle 2 Preferred Amount	689,500	1,475,530	2,371,604	3,005,422	3,551,833	4,113,798	4,691,972	5,287,062	5,899,836	6,531,129	
Actual Payment Made to All Members	0	0	340,094	494,603	548,062	602,858	659,023	716,592	775,600	836,083	4,972,916
Unpaid Preferred Return (Prior to Tier 2) - Hurdle 2	689,500	1,475,530	2,031,510	2,510,818	3,003,770	3,510,941	4,032,949	4,570,471	5,124,236	5,695,046	
Tier 2 - Remainder Cash Flow Calculation											
Remainder Cash Flow Distribution - Hurdle 1	0	0	0	0	0	0	0	0	0	0	0
Remainder Cash Flow Distribution - Hurdle 2	0	0	0	0	0	0	0	0	0	0	0
Actual Payment to Non-managing Members	0	0	0	0	0	0	0	0	0	0	0
Actual Payment to Managing Members	0	0	0	0	0	0	0	0	0	0	0
ref %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Tier 1/Tier 2 - Total Cash Flow Distributions Before Tax											
Actual Payment to Non-managing Members	0	-	305,566	444,390	492,422	541,654	592,117	643,841	696,859	751,202	4,468,051
Actual Payment to Managing Members	0	-	34,527	50,214	55,641	61,204	66,906	72,750	78,741	84,882	504,865
ref %	0.0%	0.0%	89.8%	89.8%	89.8%	89.8%	89.8%	89.8%	89.8%	89.8%	89.8%
Total Cash Flow Distributions	0	-	340,094	494,603	548,062	602,858	659,023	716,592	775,600	836,083	4,972,916

DISTRIBUTION ANALYSIS (SALE)											
NET SALES PROCEEDS AVAILABLE FOR DISTRIBUTION BEFORE TAX	0	#NUM!	0	5,966,594	7,167,563	8,408,729	9,691,094	11,016,687	12,386,611	13,802,998	
Tier 3 - Return of Equity											
Non-managing Members	0	#NUM!	-	4,425,000	4,425,000	4,425,000	4,425,000	4,425,000	4,425,000	4,425,000	
Managing Members	0	#NUM!	-	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
Return of Unpaid Preferred Return - Hurdle 1											
Non-managing Members	0	0	398,250	398,250	398,250	398,250	398,250	398,250	398,250	398,250	
Managing Members	0	0	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000	
Unpaid Preferred Return Threshold - Hurdle 2	689,500	1,475,530	2,031,510	2,510,818	3,003,770	3,510,941	4,032,949	4,570,471	5,124,236	5,695,046	
Non-managing Members											
Managing Members											
Tier 4 - Residual Sales Proceeds											
	% Split	0	#NUM!	0	598,344	1,799,313	3,040,479	4,322,844	5,648,437	7,018,361	8,434,748
Non-managing Members - Level 1	80.00%	0	#NUM!	0	478,675	1,439,451	2,432,383	3,226,360	3,656,376	4,099,389	4,556,037
Managing Members - Level 1	20.00%	0	#NUM!	0	119,669	359,863	608,096	806,590	914,094	1,024,847	1,139,009
Non-managing Members - Level 2	80.00%	0	#NUM!	0	0	-	(0)	231,916	862,373	1,515,300	2,191,762
Managing Members - Level 2	20.00%	0	#NUM!	0	0	-	(0)	57,979	215,593	378,825	547,940
Tier 3 / Tier 4 - Total Net Sales Proceeds Distribution											
Non-managing Members	0	#NUM!	398,250	5,301,925	6,262,701	7,255,633	8,281,525	9,341,999	10,437,938	11,571,048	
Managing Members	0	#NUM!	45,000	664,669	904,863	1,153,096	1,409,569	1,674,687	1,948,672	2,231,950	
Net Sales Proceeds & Cash Flow Before Taxes											
Non-managing Members	0	#NUM!	340,094	6,461,198	7,715,626	9,011,586	10,350,117	11,733,279	13,162,211	14,639,081	
Managing Members	0	#NUM!	79,527	714,882	960,504	1,214,300	1,476,475	1,747,438	2,027,413	2,316,831	
DISTRIBUTION - AFTER TAX											
CASH FLOW AVAILABLE FOR DISTRIBUTION AFTER TAX											
Non-managing Members	-133,143	-588,597	277,357	524,930	569,426	614,978	661,609	695,881	725,900	756,473	
Managing Members	0	0	249,199	471,638	511,616	552,544	594,441	625,233	652,204	679,673	
	0	0	28,158	53,292	57,810	62,434	67,168	70,648	73,695	76,799	
NET SALES PROCEEDS AFTER TAX											
Non-managing Members	81,428	#NUM!	2,184,143	5,126,631	5,847,096	6,603,664	7,394,646	8,232,998	9,111,383	10,031,728	
Managing Members	0	#NUM!	0	4,555,533	5,108,935	5,698,099	6,319,095	6,981,470	7,677,973	8,409,594	
	0	#NUM!	0	571,098	738,162	905,566	1,075,551	1,251,529	1,433,411	1,622,134	
NET SALES PROCEEDS & CASH FLOW AFTER TAXES											
Non-managing Members	-51,715	#NUM!	2,461,500	5,651,561	6,416,523	7,218,642	8,056,255	8,928,880	9,837,283	10,788,200	
Managing Members	0	#NUM!	249,199	5,027,170	5,620,551	6,250,642	6,913,536	7,606,703	8,330,177	9,089,267	
	0	#NUM!	28,158	624,391	795,971	968,000	1,142,719	1,322,176	1,507,106	1,698,933	

DEVELOPMENT BUDGET					
	PHASE I				
	QTY.	PER S.F.	PER UNIT	COST	%
LAND/PROPERTY ACQUISITION	208			\$0	0.00%
Land/Property Purchase Price-Residential	259,584	0.00	10,000	0	
Land/Property Purchase Price-Commercial			0	0	
Easement Acquisition Costs			0	0	
Subtotal Land/Property Acquisition	259,584	0.00	0	0	0.00%
CONSTRUCTION COSTS	246,303	\$113.24	\$134,098	\$27,892,431	85.17%
Site Improvements					
Off-Site Improvements		0.20	240	50,000	
Abatement/Demolition		3.17	3,760	782,000	
Site Improvements		1.22	1,442	300,000	
Landscaping		0.61	721	150,000	
Stormwater Management		0.41	481	100,000	
Subtotal Site Improvements		5.61	6,644	1,382,000	4.22%
Building Improvements					
Trade Contracts-Residential	208	76.00	90,000	18,720,000	
Trade Contracts-Commercial	0	0.00		0	
Stabilization/Security/Signage/Soils Contingency	0	7.75	9,177	1,908,815	
Structured Parking	208	10.13	12,000	2,496,000	
Construction Contingency	3.00%	2.98		735,204	
Subtotal Building Improvements	0	96.87	114,712	23,860,019	72.86%
General Conditions/Builders Profit & OH					
General Conditions	5.50%	5.64	6,675	1,388,311	
Contractor Overhead	4.00%	4.10	4,854	1,009,681	
Contractor Profit	0.00%	0.00	0	0	
Construction Contingency	0.00%	0.00	0	0	
Construction Management - Owner's Representative	0.50%	0.51	607	126,210	
Performance and Payment Bond	0.50%	0.51	607	126,210	
Subtotal General Conditions, Overhead and Profit	10.50%	10.76	12,742	2,650,412	8.09%
SOFT COSTS		\$11.60	\$13,738	\$2,857,568	8.73%
Architecture and Engineering					
Architectural Design	3.05%	3.45	4,090	850,711	
Architect-Construction Administration (Incl. above)	0.20%	0.23	268	55,785	
Structural Engineering	0.50%	0.57	670	139,462	
Mechanical, Electrical and Plumbing Engineering		0.00	0	0	
Wetland Delineation		0.01	12	2,400	
Civil Engineering	0.09%	0.11	126	26,164	
Landscape Design		0.10	120	25,000	
Geotechnical Testing & Survey		0.06	72	15,000	

Environmental Review	0.04	48	10,000	
Interior Design	0.04	48	10,000	
Subtotal Architecture and Engineering	4.61	5,454	1,134,522	3.46%
Legal Services				
Land Acquisition		24	5,000	
Closing (Loan, Title Commitment & Exceptions)		48	10,000	
Offering Documents (PPM, Operating Agreement)		96	20,000	
Environmental		0	0	
Developer Agreement		24	5,000	
Historic Tax Credits		48	10,000	
Subtotal Legal Services	0.20	240	50,000	0.15%
Governmental Impact Fees				
Parkland Dedication Fee (Dedication 1.54ac)		831	172,800	
Wetland Preservation		0	0	
Parkland Development Fee (Non-Historic Units Only)		612	127,296	
Performance Deposit - Refundable		0	0	
Development Application Fees/Review Fees		0	0	
City Review Fees		0	0	
Utility Impact fee		0	0	
Building Permit (Included Construction Contract)		0	0	
Subtotal Impact Fees	1.22	1,443	300,096	0.92%
Holding Costs				
Construction Loan Interest		3,606	750,000	
Taxes During Construction		264	55,000	
Subtotal Holding Costs	3.27	3,870	805,000	2.46%
Insurance				
Construction Period Insurance		240	50,000	
General Liability		14	3,000	
Subtotal Insurance	0.22		53,000	0.16%
Furniture and Equipment				
Model Unit(s)		0	0	
FF & E		553	115,000	
Ground Floor and Lobby Furnishings		0	0	
Business Center Furnishings		0	0	
Media Lounge Indoor Furniture		0	0	
Pool Lounge Outdoor Furniture		0	0	
Public Area AV, Internet		0	0	
Fitness Studio Equipment		0	0	
Management Office		0	0	
Subtotal Furniture and Equipment	0.47	553	115,000	0.35%

Loan Origination Expenses					
Loan Amount	26,200,000				
Loan Financing / Origination Fees / LOC	0.50%	630	131,000		
Mortgage Banking Fees	1.00%	0	0		
Legal - Loan Closing		120	25,000		
Market Study		48	10,000		
Appraisal Fee		48	10,000		
Environmental Phase 1		48	10,000		
Environmental Phase 2		0			
Cost Review / Capital Needs Assessment		24	5,000		
Architectural Review (Incl. in Cost Review above)		0			
Audit / Accounting		36	7,500		
Miscellaneous Closing Costs - Draw Inspections		144	30,000		
Title and Mortgage Tax		144	30,000		
Subtotal Loan Origination Expenses		1.05	1,243	258,500	0.79%
Marketing/Property Start-up Expenses					
Marketing and Advertising		577	120,000		
Residential Leasing Fee		103	21,450		
Subtotal Marketing Expense		0.57	680	141,450	0.43%
Subtotal Land, Construction Costs and Soft Costs		\$124.85	\$147,837	\$30,750,000	93.89%
Project/Development Fees					
Project Mgt. Fee	3.25%	4.06	4,808	1,000,000	
Equity Sourcing Fee (% of Total Equity)	0.00%	0.00	0	0	
Development Fee (% of Land, Construction & Soft Costs)	0.00%	0.00	0	0	
Reserves/Contingency					
Rent-up Reserve	0.00%	0.00	0	0	
Operating Reserve	0.00%	0.00	0	0	
Development Contingency	3.25%	4.06	4,808	1,000,000	
TOTAL PROJECT COST		\$132.97	\$157,452	\$32,750,000	100.00%

INVESTOR RETURN											
CAPITAL CONTRIBUTIONS:	Investment Per Unit	Investment Units (No.)	% Ownership	Investment	DISTRIBUTION ALLOCATIONS:						
					Initial	Hurdle 1	Hurdle 2				
Non-managing Members		88.50	89.85%	\$4,425,000	Tier 1 - Preferred Return Distribution		9.00%	14.00%			
Managing Members				\$500,000	Non-managing Members - Share	89.85%					
Managers		10.00	10.15%	\$500,000	Managing Members - Share	10.15%					
Land		0.00	0.00%	\$0	Tier 2 - Remainder Cash Flow Distribution						
Unit Price	\$50,000	98.50	100.00%	\$500,000	Non-managing Members - Share		80.00%	80.00%			
	1.02%	1.13%		\$4,925,000	Managing Members - Share		20.00%	20.00%			
					SALES PROCEED ALLOCATIONS:						
					Tier 3 - Return of Investment & Unpaid Tier 1		100.00%	100.00%			
					Tier 4 - Residual Net Sales Proceeds Distribution						
					Non-managing Member - Share		80.00%	80.00%			
					Managing Member - Share		20.00%	20.00%			
INVESTOR RETURN (5) YEAR HOLD											
	Closing Apr-15	1 Sep-16	2 Sep-17	3 Sep-18	4 Sep-19	5 Sep-20	6 Sep-21	7 Sep-22	8 Sep-23	9 Sep-24	10 Sep-25
Investor Return of Capital		0	0	0	0	4,425,000					
Investor Cash Flow Distributions		0	0	305,566	444,390	492,422					
Investor Residual Net Sales Proceeds (80%)		0	0	0		1,908,430					
Total Investor Cash Flows	(4,425,000)	0	0	305,566	444,390	6,825,851					
Internal Rate of Return (XIRR)	10.56%										
Cash on Cash Return Before Tax		0.00%	0.00%	6.91%	10.04%	11.13%					
INVESTOR RETURN (7) YEAR HOLD											
Investor Return of Capital		0	0	0	0	0	0	4,425,000			
Investor Cash Flow Distributions		0	0	305,566	444,390	492,422	541,654	592,117			
Investor Residual Net Sales Proceeds (80%)		0	0	0				3,910,388			
Total Investor Cash Flows	(4,425,000)	0	0	305,566	444,390	492,422	541,654	8,927,505			
Internal Rate of Return (XIRR)	13.34%										
Cash on Cash Return Before Tax		0.00%	0.00%	6.91%	10.04%	11.13%	12.24%	13.38%			
INVESTOR RETURN (10) YEAR HOLD											
Investor Return of Capital		0	0	0	0	0	0	0	0	0	4,425,000
Investor Cash Flow Distributions		0	0	305,566	444,390	492,422	541,654	592,117	643,841	696,859	751,202
Investor Residual Net Sales Proceeds (80%)		0	0	0	0	0	0	0			7,122,339
Total Investor Cash Flows	(4,425,000)	0	0	305,566	444,390	492,422	541,654	592,117	643,841	696,859	12,298,541
Internal Rate of Return (XIRR)	14.61%										
Cash on Cash Return Before Tax		0.00%	0.00%	6.91%	10.04%	11.13%	12.24%	13.38%	14.55%	15.75%	16.98%
Average Cash on Cash Return Before Tax		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
Cash on Cash Plus Principal Reduction Return		0.00%	0.00%	7.65%	19.96%	30.66%	41.86%	53.58%	65.83%	78.66%	92.08%

RESIDENTIAL REVENUE ASSUMPTIONS

RESIDENTIAL LEASE DATA:	UNIT	NO. UNITS	TYPE UNIT	% OF TOTAL	SQ. FT.	MONTHLY UNIT RENT	TOTAL MO. UNIT RENT	RENT/SF	ANNUAL TOTAL RENT
	A1	120	1/1	57.7%	850	1,175	141,000	1.38	1,692,000
	A2	8	1/1	3.8%	800	1,125	9,000	1.41	108,000
	A3	16	1/1-Loft	7.7%	1,300	1,625	26,000	1.25	312,000
	B1	56	2/2	26.9%	1,150	1,525	85,400	1.33	1,024,800
	B3	8	2/2	3.8%	1,200	1,575	12,600	1.31	151,200
				0.0%			0		0
				0.0%			0		0
	208			100.0%	203,200	1,317	274,000	1.35	\$3,288,000
OTHER INCOME:	Pet Rent	208		40%		30	2,496		29,952
	Pet Rent - NRF	208		20%		17	693		8,320
	Parking - GA	208		90%		100	18,720		224,640
	RUBS/Trash	208		95.5%		25	4,966		59,592
	Storage	104		50%		15	780		9,360
	Artist Studio	16		75%		250	3,000		36,000
	Misc.	208		100%		15	3,120		37,440
							33,775		\$405,304
POTENTIAL ANNUAL INCOME:									\$3,693,304
Vacancy/Other Loss									-184,665
EFFECTIVE GROSS INCOME:									\$3,508,639

RESIDENTIAL EXPENSE ASSUMPTIONS

OPERATING EXPENSES:	ANNUAL \$	% OF EGI	\$/UNIT	\$/NRA
Management Fee	140,346	4.00%	675	0.69
Administrative	19,200	0.55%	92	0.09
Utilities	134,400	3.83%	646	0.66
Repairs & Maintenance	84,480	2.41%	406	0.42
Grounds	28,800	0.82%	138	0.14
Personnel	240,000	6.84%	1,154	1.18
Contract Services	21,120	0.60%	102	0.10
Marketing	38,400	1.09%	185	0.19
Insurance	62,400	1.78%	300	0.31
Real Estate Taxes	702,000	20.01%	3,375	3.45
Replacement Reserves	52,000	1.48%	250	0.26
Subtotal Operating Expenses	\$1,523,146	43.41%	\$7,323	\$7.50

INFLATION ASSUMPTIONS

Year	1	2	3	4-10
Rent Inflation	2.50%	2.50%	2.50%	2.50%
Expense Inflation	2.50%	2.50%	2.50%	2.50%

VACANCY LOSS/CONCESSIONS/CREDIT & COLLECTION LOSS

Year	1	2	3	4-10
Per Lease-up Schedule				
Vacancy Loss	0.00%	0.00%	4.50%	4.50%
Rent Concessions	0.00%	0.00%	0.00%	0.00%
Credit & Collection Loss	0.00%	0.50%	0.50%	0.50%

OTHER INCOME PER UNIT

Year	1	2	3
Pet Rent	31	32	33
Pet Rent - NRF	17	17	17
Parking - GA	102	105	108
Utilities	26	27	28
Storage	15	15	15
Artist Studio	256	262	269
Miscellaneous	15	15	15

ANNUAL RESIDENTIAL INCOME & EXPENSE PRO FORMA											
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Pro Forma	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25	
GROSS POTENTIAL INCOME:											
Rental Income	3,288,000	0	342,961	2,248,994	3,540,816	3,629,337	3,720,070	3,813,072	3,908,399	4,006,109	4,106,261
Other Income	405,304	0	39,410	258,813	436,468	447,380	458,564	470,028	481,779	493,824	506,169
Vacancy Loss	-166,199	0	0	0	-178,978	-183,452	-188,039	-192,740	-197,558	-202,497	-207,559
Rent Concessions	0	0	0	0	0	0	0	0	0	0	0
Credit & Collection Loss	-18,467	0	-1,912	-12,539	-19,886	-20,384	-20,893	-21,416	-21,951	-22,500	-23,062
EFFECTIVE GROSS INCOME:	3,508,639	0	380,460	2,495,268	3,778,420	3,872,881	3,969,703	4,068,945	4,170,669	4,274,936	4,381,809
OPERATING EXPENSES:											
Management Fee	140,346	0	15,218	99,811	151,137	154,915	158,788	162,758	166,827	170,997	175,272
Administrative	19,200	0	9,840	20,676	20,676	21,193	21,723	22,266	22,823	23,393	23,978
Utilities	134,400	0	68,880	144,734	144,734	148,352	152,061	155,863	159,759	163,753	167,847
Repairs & Maintenance	84,480	0	8,812	59,229	90,976	93,250	95,581	97,971	100,420	102,931	105,504
Grounds	28,800	0	14,760	31,014	31,014	31,790	32,585	33,399	34,234	35,090	35,967
Personnel	240,000	0	205,000	258,454	258,454	264,915	271,538	278,326	285,285	292,417	299,727
Contract Services	21,120	0	10,824	22,744	22,744	23,313	23,895	24,493	25,105	25,733	26,376
Marketing	38,400	0	19,680	41,353	41,353	42,386	43,446	44,532	45,646	46,787	47,956
Insurance	62,400	0	31,980	67,198	67,198	68,878	70,600	72,365	74,174	76,028	77,929
Real Estate Taxes	702,000	0	197,876	467,708	755,977	774,877	794,249	814,105	834,457	855,319	876,702
Replacement Reserves	52,000	0	5,424	36,457	55,998	57,398	58,833	60,304	61,812	63,357	64,941
	1,523,146	0	588,294	1,249,378	1,640,261	1,681,268	1,723,299	1,766,382	1,810,541	1,855,805	1,902,200
NET OPERATION INCOME:	1,985,493	0	-207,835	1,245,891	2,138,159	2,191,613	2,246,403	2,302,563	2,360,128	2,419,131	2,479,609

LEASE-UP SCHEDULE-RESIDENTIAL													
YEAR 2													
	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Total
Average Rent/Unit (Year 2)	1,350												
Monthly Unit Rent	0	0	0	0	0	0	27,005	47,258	54,010	60,761	71,563	82,365	342,961
Cumulative % Rented	0%	0%	0%	0%	0%	0%	10%	17%	19%	22%	25%	29.3%	
Concessions	0	0		0	0	0	0	0	0	0	0	0	0
Units Rented During Month	0	0	0	0	0	0	20	15	5	5	8	8	
Cumulative Units Rented	0	0	0	0	0	0	20	35	40	45	53	61	
Total Unit Rental Income	0	0	0	0	0	0	27,005	47,258	54,010	60,761	71,563	82,365	342,961
Cumulative Pets	0	0	0	0	0	0	8	14	16	18	21	24	
Pet Rent/Pet (Year 2)	32												
Total Pet Rent	0	0	0	0	0	0	256	448	512	576	672	768	3,232
YEAR 3													
	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Total
Average Rent/Unit (Year 3)	1,384												
Monthly Unit Rent	102,416	120,408	138,400	156,392	174,384	190,992	204,831	215,903	222,823	229,743	240,815	251,887	2,248,994
Cumulative % Rented	36%	42%	48%	54%	61%	66%	71%	75%	77%	80%	84%	88%	
Concession	0	0	0	0	0	0	0	0	0	0	0	0	0
Units Rented During Month	13	13	13	13	13	12	10	8	5	5	8	8	
Cumulative Units Rented	74	87	100	113	126	138	148	156	161	166	174	182	
Total Unit Rental Income	102,416	120,408	138,400	156,392	174,384	190,992	204,831	215,903	222,823	229,743	240,815	251,887	2,248,994
Cumulative Pets	30	35	40	45	50	55	59	62	64	66	70	73	
Pet Rent/Pet (Year 3)	33												
Total Pet Rent	990	1,155	1,320	1,485	1,650	1,815	1,947	2,046	2,112	2,178	2,310	2,409	21,417

MONTHLY RESIDENTIAL INCOME & EXPENSE PRO FORMA (CONSTRUCTION/LEASE-UP PERIOD)

	YEAR 2												Total
	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	
RENTAL INCOME													
Residential Income	0	0	0	0	0	0	27,005	47,258	54,010	60,761	71,563	82,365	342,961
OTHER INCOME													
Pet Rent	0	0	0	0	0	0	256	448	512	576	672	768	3,232
Pet Rent - NRF	0	0	0	0	0	0	68	119	136	153	180	207	864
Parking	0	0	0	0	0	0	1,890	3,308	3,780	4,253	5,009	5,765	24,003
Utilities	0	0	0	0	0	0	516	902	1,031	1,160	1,367	1,573	6,549
Storage	0	0	0	0	0	0	75	131	150	169	199	229	953
Corporate Rental	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous	0	0	0	0	0	0	300	525	600	675	795	915	3,810
Total Other Income	0	0	0	0	0	0	3,105	5,433	6,209	6,986	8,221	9,457	39,410
GROSS POTENTIAL INCOME	0	0	0	0	0	0	30,110	52,692	60,219	67,746	79,784	91,821	382,372
Vacancy Allowance	0	0	0	0	0	0	0	0	0	0	0	0	0
Credit & Collection Loss	0	0	0	0	0	0	151	263	301	339	399	459	1,912
Concessions	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Economic Loss	0	0	0	0	0	0	151	263	301	339	399	459	1,912
EFFECTIVE GROSS INCOME	0	0	0	0	0	0	29,959	52,428	59,918	67,408	79,385	91,362	380,460
OPERATING EXPENSES													
Management Fee	0	0	0	0	0	0	1,198	2,097	2,397	2,696	3,175	3,654	15,218
Administrative	0	0	0	0	0	0	1,640	1,640	1,640	1,640	1,640	1,640	9,840
Utilities	0	0	0	0	0	0	11,480	11,480	11,480	11,480	11,480	11,480	68,880
Repairs & Maintenance	0	0	0	0	0	0	694	1,214	1,388	1,561	1,839	2,116	8,812
Grounds	0	0	0	0	0	0	2,460	2,460	2,460	2,460	2,460	2,460	14,760
Personnel	0	0	20,500	20,500	20,500	20,500	20,500	20,500	20,500	20,500	20,500	20,500	205,000
Contract Services	0	0	0	0	0	0	1,804	1,804	1,804	1,804	1,804	1,804	10,824
Marketing	0	0	0	0	0	0	3,280	3,280	3,280	3,280	3,280	3,280	19,680
Insurance	0	0	0	0	0	0	5,330	5,330	5,330	5,330	5,330	5,330	31,980
Real Estate Taxes	0	0	0	0	0	0	14,991	14,991	14,991	50,968	50,968	50,968	197,876
Replacement Reserves	0	0	0	0	0	0	427	747	854	961	1,132	1,303	5,424
Total Operating Expenses	0	0	20,500	20,500	20,500	20,500	63,804	65,543	66,123	102,681	103,608	104,535	588,294
NET OPERATING INCOME	0	0	-20,500	-20,500	-20,500	-20,500	-33,845	-13,115	-6,205	-35,273	-24,223	-13,173	-207,835

MONTHLY RESIDENTIAL INCOME & EXPENSE PRO FORMA (CONSTRUCTION/LEASE-UP PERIOD)													
	YEAR 3												
	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Total
RENTAL INCOME													
Residential Income	102,416	120,408	138,400	156,392	174,384	190,992	204,831	215,903	222,823	229,743	240,815	251,887	2,248,994
OTHER INCOME													
Pet Rent	990	1,155	1,320	1,485	1,650	1,815	1,947	2,046	2,112	2,178	2,310	2,409	21,417
Pet Rent - NRF	252	296	340	384	428	469	503	530	547	564	592	619	5,525
Parking	7,193	8,456	9,720	10,984	12,247	13,414	14,386	15,163	15,649	16,135	16,913	17,690	157,950
Utilities	1,979	2,326	2,674	3,022	3,369	3,690	3,958	4,171	4,305	4,439	4,653	4,867	43,453
Storage	278	326	375	424	473	518	555	585	604	623	653	683	6,094
Corporate Rental	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous	1,110	1,305	1,500	1,695	1,890	2,070	2,220	2,340	2,415	2,490	2,610	2,730	24,375
Total Other Income	11,801	13,865	15,929	17,993	20,057	21,975	23,568	24,836	25,632	26,429	27,730	28,997	258,813
GROSS POTENTIAL INCOME	114,216	134,273	154,329	174,385	194,441	212,967	228,400	240,739	248,456	256,172	268,545	280,885	2,507,807
Vacancy Allowance	0	0	0	0	0	0	0	0	0	0	0	0	0
Credit & Collection Loss	571	671	772	872	972	1,065	1,142	1,204	1,242	1,281	1,343	1,404	12,539
Concessions	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Economic Loss	571	671	772	872	972	1,065	1,142	1,204	1,242	1,281	1,343	1,404	12,539
EFFECTIVE GROSS INCOME	113,645	133,601	153,557	173,513	193,469	211,902	227,258	239,536	247,214	254,891	267,202	279,480	2,495,268
OPERATING EXPENSES													
Management Fee	4,546	5,344	6,142	6,941	7,739	8,476	9,090	9,581	9,889	10,196	10,688	11,179	99,811
Administrative	1,723	1,723	1,723	1,723	1,723	1,723	1,723	1,723	1,723	1,723	1,723	1,723	20,676
Utilities	12,061	12,061	12,061	12,061	12,061	12,061	12,061	12,061	12,061	12,061	12,061	12,061	144,734
Repairs & Maintenance	2,697	3,171	3,645	4,119	4,593	5,030	5,394	5,686	5,868	6,050	6,342	6,634	59,229
Grounds	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	31,014
Personnel	21,538	21,538	21,538	21,538	21,538	21,538	21,538	21,538	21,538	21,538	21,538	21,538	258,454
Contract Services	1,895	1,895	1,895	1,895	1,895	1,895	1,895	1,895	1,895	1,895	1,895	1,895	22,744
Marketing	3,446	3,446	3,446	3,446	3,446	3,446	3,446	3,446	3,446	3,446	3,446	3,446	41,353
Insurance	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	67,198
Real Estate Taxes	35,978	35,978	35,978	35,978	35,978	35,978	35,978	35,978	35,978	47,970	47,970	47,970	467,708
Replacement Reserves	1,660	1,952	2,244	2,535	2,827	3,096	3,320	3,500	3,612	3,724	3,904	4,083	36,457
Total Operating Expenses	93,728	95,292	96,856	98,420	99,983	101,427	102,630	103,593	104,194	116,788	117,752	118,714	1,249,378
NET OPERATING INCOME	19,917	38,309	56,701	75,093	93,485	110,475	124,627	135,943	143,020	138,103	149,451	160,766	1,245,891