Institutional Multifamily Partners, LLC

California Public Employees' Retirement System

Annual Business Plan - FY 2020

Windsor by Galleria Annual Asset Report

Windsor by Galleria

13290 Noel Rd. Dallas, TX

Units: 321 Rentable SF: 270,598 Average Unit Size: 843 Commercial SF: 0 10/1/2018 Date Acquired: Year Built: 2018 Occupancy 4/30/2019: 90.7% GAV 3/31/2019: \$66,000,000 Value Per Unit: \$205.607 Debt Balance: \$33,300,000 NAV: \$32,700,000



The Property is centrally located at the intersection of the Dallas North Tollway and the LBJ Freeway, the entire metro is easily accessible. The 321-unit community consists of a five-story wrap building with 410 garage parking spaces. Unit amenities include 9' cielings, wood plank style flooring, Whirlpool stainless steel appliances, designer bacsplashes, quartz countertops, and full sized washer/dryers. Community amenities include a swimming pool, courtyard with BBQ area, two-story clubhouse with social kitchen, business center, fitness center, and dog park.

Property Trends	Budget	Actual	FY 2019 (1)	v. FY 2019	Budget	2020 Budget	v. 2019 Actual
Troperty fremas	FY 2019	FY 2019 (1)	Variance	Variance %	FY 2020	Variance	Variance %
Occupancy	92.2%	95.0%	280 bps	2.80%	95.0%	0 bps	0.00%
NER Per Unit	\$1,045	\$1,078	\$32	3.10%	\$1,471	\$393	36.45%
NER Per SF	\$1.24	\$1.28	\$0.04	3.10%	\$1.74	\$0.47	36.45%
NOI (000's)	\$1,598	\$1,767	\$169	10.57%	\$2,556	\$789	44.64%

(1) FY 2019 Actual consists of July 2018 - April 2019 Actual and May 2019 - June 2019 Updated Budget.

FINANCIAL VARIANCE REPORT

- Windsor by Galleria was acquired 10/1/2018 from the developer (Mill Creek Residential) as part of the 5 property "Elite Portfolio".
- The property was at 90% occupancy at takeover and is currently 95% occupied and 97% leased.
- Both income and expenses for FY 2019 have performed as anticipated and NOI is nominally ahead of budget.
- Capital Expenditures to date were identified during due diligence and budgeted for completion, including bringing balcony railings to code, balcony door repairs and LED retrofits.

FY 2020 BUSINESS PLAN OBJECTIVES

- The property is anticipated to maintain stabilized occupancy, with top line rent growth of 4.1% for FY 2020. Rent Concessions are still prevalent in the market and will averge 5%. Rent concessions and Loss to Lease will mute Net Effective Rent growth in FY 2020 (up 0.4%). Total Income is projected to be 1.5% ahead of Proforma.
- Total Expenses are projected to be at proforma for FY 2020.
- NOI is anticipated to be \$2.55MM for FY 2020, which is 3.5% ahead of the acquisition proforma.
- Capital Expenditures for FY 2020 total \$497M with \$105M for hallway painting and \$150M to refurbish the 5th floor conference area into a co-work space.

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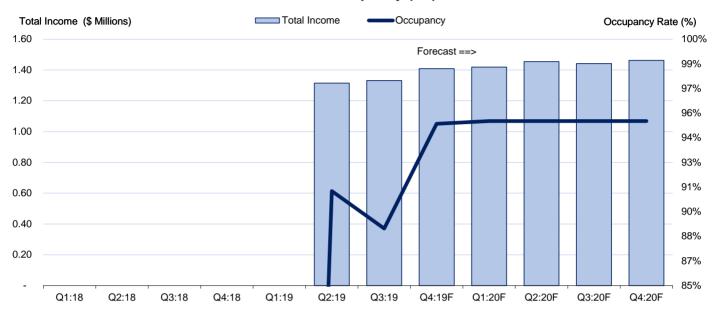
HOLD SELL RECOMMENDATION

• We recommend holding Windsor by Galleria as it is well located in the North Dallas employment corridor and operating performance continues as planned. Dallas is also one of the top MSA's for employment and population growth.



Quarterly Property Trends

Income/Occupancy (FY)



Net Effective Monthly Rent (FY) Per Unit 1,600 Forecast ==> 1,400 1,200 1,000 800 600 400 200 Q2:18 Q3:18 Q1:18 Q4:18 Q1:19 Q2:19 Q3:19 Q4:19F Q1:20F Q2:20F Q3:20F Q4:20F



Windsor by Galleria Comparative Statement of Income and Cash Flow	FY 2019	FY 2019	FY 2020	FY 2019 Actual vs.	FY 2019 Budget	FY 2020 Budget vs	s. FY 2019 Actual
321 units	Budget	Actual ¹	Budget	Variance	Variance %	Variance	Variance %
Dallas, TX							
NET POTENTIAL RENT	4,350,125	4,387,837	5,960,596	37,712	0.9%	1,572,759	35.8%
Vacancy	(302,995)	(334,121)	(296,945)	(31,126)	-10.3%	37,176	-11.1%
Staff Occupied	(28,849)	(35,220)	(40,625)	(6,371)	-22.1%	(5,406)	15.3%
Model Expense	(19,714)	(17,723)	(18,559)	1,991	10.1%	(836)	4.7%
Down Units	0	(11,123)	0	(11,123)	-	11,123	-100.0%
APARTMENT RENTAL INCOME	3,998,567	3,989,651	5,604,467	(8,916)	-0.2%	1,614,816	40.5%
Rent Concessions	(323,484)	(236,312)	(295,914)	87,172	26.9%	(59,602)	25.2%
Bad Debts	(3,903)	(19,171)	(5,961)	(15,268)	-391.2%	13,210	-68.9%
NET APARTMENT RENTAL INCOME	3,671,181	3,734,169	5,302,593	62,988	1.7%	1,568,424	42.0%
Other Rental Income	232,284	293,181	467,620	60,897	26.2%	174,438	59.5%
Corporate Operations	1,500	1,792	3,000	292	19.5%	1,208	67.4%
Commercial Income	0	0	0	0	-	0	-
Other Income	4,160	3,401	4,160	(759)	-18.2%	759	22.3%
TOTAL INCOME	3,909,125	4,032,543	5,777,372	123,418	3.2%	1,744,829	43.3%
CONTROLLABLE EXPENSES							
General & Administrative	94,205	88,899	92,439	5,306	5.6%	(3,540)	-4.0%
Marketing & Advertising	125,692	127,340	193,211	(1,647)	-1.3%	(65,872)	-51.7%
Maintenance	199,572	166,412	290,561	33,160	16.6%	(124,148)	-74.6%
Payroll TOTAL CONTROLLABLE EXPENSES	425,848 845,317	413,350 796,001	553,696 1,129,907	12,497 49,316	2.9% 5.8%	(140,346)	-34.0% -41.9%
		•		·		(333,906)	
CONTROLLABLE INCOME	3,063,808	3,236,542	4,647,465	172,734	5.6%	1,410,923	43.6%
Real Estate Taxes	1,121,970	1,092,263	1,589,377	29,706	2.6%	(497,114)	-45.5%
Insurance	49,710	63,534	68,815	(13,824)	-27.8%	(5,281)	-8.3%
Utilities	137,835	151,896	218,187	(14,061)	-10.2%	(66,291)	-43.6%
Other Fees and Taxes	28,366	28,368	24,000 190,970	(1)	0.0%	4,368	15.4%
Management Fees	127,631	133,267	190,970	(5,637)	-4.4%	(57,703)	-43.3%
TOTAL OPERATING EXPENSES Operating Expense Ratio	2,310,829 59.1%	2,265,329 56.2%	3,221,256 55.8%	45,499	2.0%	(955,927)	-42.2%
NET OPERATING INCOME	1,598,296	1,767,214	2,556,116	168,917	10.6%	788,902	44.6%
 Legal	12,375	10,725	16,500	1,650	13.3%	(5,775)	-53.8%
Audit	763	5,341	9,420	(4,578)	-600.0%	(4,079)	-76.4%
Other Ownership Costs	476,173	297,922	600	178,250	37.4%	297,322	99.8%
Financial Costs	1,111,007	910,198	1,408,186	200,809	18.1%	(497,988)	-54.7%
Capital Expenditures	563,691	302,325	242,400	261,366	46.4%	59,925	19.8%
Rehab Expenditures	0	(227,224)	255,000	227,224	-	(482,224)	-212.2%
Broker Commissions	0	0	0	0	-	0	-
Asset Management Fee	55,978	111,125	219,272	(55,148)	-98.5%	(108,147)	-97.3%
NET CASH FLOW	(621,690)	356,801	404,738	978,491	157.4%	47,937	13.4%
Average Net Effective Rent	1,568/unit	6,467/unit	1,471/unit				
Physical Occupancy Includes Staff and Model	92.2%	95.0%	95.0%				

CAPITAL EXPENDITURES \$100,000 AND GREATER FY2020

PROPERTY NAME: Windsor by Galleria

LOCATION: Dallas, TX

Budget Timing	Project	Total Budget	Budget Detail	
July 2019	Common Area Improvements	\$255,000	Hallway Paint	\$105,000
July 2019	Common Area improvements	7233,000	Work Space Build-out	\$150,000

Analysis and Commentary

NCREIF Mkt Cap | 5-Yr NCREIF Rets | Metro Highlights 5-Yr F Rnt % Apartment Mkts Rank of 34

Economic Outlook:

hospitality. Moreover, core professional services have slowed significantly during that time. On the other hand, growth in high-wage jobs, The Dallas Metro is advancing at an rapid pace, though some signs of deceleration have emerged. Job growth has exceeded the national average over the past year, but the gains in recent months have been concentrated in just a few industries, notably construction and recently and year over year, has remained well above average. (Moody's Analytics Precis)

Strengths:

Stable demand for professional services generated by many corporate headquarters. Well-positioned distribution center for Southwest as international trade grows. Favorable migration trends and age structure.

Exposure to volatile high tech, which is sensitive to the business cycle. Diminished housing affordability as metro

Multifamily Operating & Investment Trends:

The Dallas-Fort Worth apartment market has performed well over the past few years, thanks to strong demanc in-migration and employment growth in the country. Supply levels have likely peaked, but there is still enough upward pressure on vacancies. Rent growth has cooled, but it remains above the metro's historical average. Su that have not seen much construction continue to outperform the metro average in terms of rent growth. D-FV front, with value-add deals driving investment throughout the metroplex. As the market moves towards the lat vacancies and slower rent growth can be expected. However, the D-FW economy continues to fire on all cylind to maintaining its recent job growth numbers.

		66			r Health		es, insurance	
Logistics, High Tech, Financial Center		Living Cost:		Wal-Mart, Bank of America, Carlson	Restaurants Worldwide, TX Health, Baylor Health	h Wages):	Computer systems design, physicians offices, mgt of companies, insurance	spitals
High T	146	102	0.81	Wal-I	Resta	id/Hig	gn, ph	ovt, hc
S Drivers: Logistics,	Business Cycle Index:	Business Cost Index:	Industrial Diversity:	ក្នី Top Employers:		Leading Industries: (M)	Computer systems desi	g carriers, local & state govt, hospitals
30	149	40t	JE	ie 4	J	'i'u	Jul	JJ3

etro division matures.	s:	Dallas	GID 34-Mkt Avg
	Population (Ths)	5,033	3,817
	5-Year Forecast Avg Ann Pop Gr	1.8%	1.0%
nd driven by some of the best	Households (Ths)	1,807	1,412
, , or the nineline to nint some	5-Year Forecast Avg Ann HH Gr	1.9%	1.3%
Thurston and oxintan around	- Employment (Ths)	2,676	1,792
		79	37
ne sales		59	28
ate-cycle phase, rising	5-Year Forecast Avg Ann Empl. Gr	1.7%	%8.0
ders as the metro comes close	Median Household Income (Ths)	\$73,507	\$75,884
	Median S-F Home Price (Ths)	\$284	\$424

Operating Trends	Dallas	GID 34-Mkt Average	NCREIF Overview	Dallas	GID 34-Mkt Average	Capital Market Trends	Dallas	GID 34-Mkt Average
Market Inventory (Units)	705,537	309,925	Total Return (Average Annual)			NCREIF Current Value Cap Rate	4.04%	4.09%
Current Occupancy Rate	8.2%	2.9%	1-Year	4.7%	7.4%	REIT Units (Same Store)	0	397,474
Current Rent Level	\$1,153	\$1,539	3-Year	6.1%	2.6%	Transaction Volume \$50+ Million:		
Rent Growth 2019 Forecast	2.3%	2.6%	5-Year	7.9%	9.4%	2017-18 # Props	108	1,284
5-Year Forecast Avg Rnt Gr 2019-2023	1.8%	1.5%	# NCREIF Apartment Properties	86	1,507	2017 -18 \$ Value	\$6,964	\$112,735
Completion Rate: 2019	2.7%	2.1%	\$ Value (Millions)	\$7,924	\$141,406	% of \$50M+ Transaction Volume	6.2%	
			\$ Value (Mil) Average Property	\$81	\$94			
Completions & Net Absorption (Units)	<u>~</u>	Rent Growth (%)	Trailing 1-Year Total Return (%)			Transaction Volume (\$ Mil)		Can Rate (%)
30,000		ĆΟ				4,000		%5'9 (°') 6.5%
25,000	<	§9	6% 20%			3,500		%0.9
	<	96	15%	/		3,000		л %
20,000			10%		/	2 500		
		25.	2% 5%			2007		2.0%
15,000		3	/ %0 %0			2,000		%5 /
			\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \			1,500		0/C:t
10,000		-2	%°C- %'			000		4.0%
			-10%			1,000		
5,000		7-	-4%-15%			200		3.5%
			-e%-20%					3.0%
		•	2008 2010 2012	2014 2	2016 2018	2008 2010 2012	2014 2016	2018
■ Completions Absorption	ion		=======================================	-				
_	nt Gr		—Dallas Apartment Returns	—U.S. Apar	——U.S. Apartment Returns	Sales Transactions (\$50M+) —Dallas NCREIF Cap Rate —U.S. Cap Rate	-Dallas NCREIF Cap Kat	e ——U.S. Cap Kate





Windsor by Galleria Dallas, TX

HOLD SELL ANALYSIS ASSUMPTIONS

PROPERTY DATA			
Analysis Start Date	6/30/2019	Acquisition Date	10/1/2018
Year Built	2018	Acquisition Price	\$66,600,000
Date Acquired	10/1/2018	Per Unit	\$207,477
Units	321	Appraisal Date	6/30/2019
Total SF	270,598	Appraisal Value	\$67,300,000
Avg SF/unit	843	Per Unit	\$209,657

DEBT SNAPSHOT			
	<u>Loan</u>	<u>Ref 1</u>	Ref 2
Loan Amount	\$21,247,825		
LTV	35.0%		
DSCR - At Financing	#N/A		
Interest Only	Yes		
Interest Rate	3.60%		
Prepayment	n/a		
Refinance	n/a		

-	

PERFORMANCE METRICS

		REVERSION	ASSUMPTIONS
Sale Year	Yr 10.00	Sale Price Yr 10	\$83,136,884
Exit Cap Yr 10	4.75%	Sale Price/Unit	\$258,993
NOI (less reserves)	\$3,949,002	Cost of Sale: 1%	\$831,369

Equilibrium Value	\$67,344,800			METRICS
Per Unit	\$209,797		<u>Cash Flow</u>	Reversion Value
Unlevered IRR	6.00%	Components of Benefit Stream	25.2%	74.8%
Levered IRR	6.96%			Equilibrium Value
Imputed Entry Cap	3.68%	Compounded Growth to Reversion		2.13%
Equity Multiple	1.80x			
Appraised Value	\$67,300,000		COMMENTS/SCE	NARIO SUMMARY
Per Unit	\$209,657			
Unlevered IRR	6.01%			

6.97%

3.68%

1.80x

			SENSITIVITY ANAI	LYSIS OF UNLEVER	ED RETURNS - EQUI	LIBRIUM VALUE A	ND EXIT CAP RAT	E		
Imputed Entry Cap*	4.08%	3.97%	3.87%	3.77%	3.68%	3.59%	3.50%	3.42%	3.34%	3.68%
Exit Cap Rate	- 10.00% \$60,610,320	- 7.50% \$62,293,940	- 5.00% \$63,977,560	- 2.50% \$65,661,180	Equilibrium \$67,344,800	+ 2.50% \$69,028,420	+ 5.00% \$70,712,040	+ 7.50% \$72,395,660	+ 10.00% \$74,079,280	Appraisal \$67,300,000
3.75%	9.39%	9.04%	8.70%	8.37%	8.05%	7.74%	7.43%	7.14%	6.86%	8.05%
4.00%	8.82%	8.47%	8.13%	7.80%	7.48%	7.17%	6.87%	6.57%	6.29%	7.49%
4.25%	8.29%	7.94%	7.60%	7.27%	6.95%	6.64%	6.34%	6.05%	5.76%	6.96%
4.50%	7.80%	7.44%	7.11%	6.78%	6.46%	6.15%	5.85%	5.56%	5.28%	6.47%
4.75%	7.34%	6.98%	6.65%	6.32%	6.00%	5.69%	5.39%	5.10%	4.82%	6.01%
5.00%	6.90%	6.55%	6.22%	5.89%	5.57%	5.26%	4.96%	4.67%	4.39%	5.58%
5.25%	6.50%	6.15%	5.81%	5.48%	5.17%	4.86%	4.56%	4.27%	3.99%	5.17%
5.50%	6.12%	5.77%	5.43%	5.10%	4.79%	4.48%	4.18%	3.89%	3.61%	4.79%
5.75%	5.76%	5.41%	5.07%	4.74%	4.42%	4.12%	3.82%	3.53%	3.25%	4.43%

Levered IRR

Imputed Entry Cap

Equity Multiple

^{*} Imputed entry cap based on forward 12 month (year 1) NOI (less reserves).

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SENSITIVITY ANALYSIS OF LEVERED RETURNS - EQUILIBRIUM VALUE AND EXIT CAP RATE												
Imputed Entry Cap*	4.08%	3.97%	3.87%	3.77%	3.68%	3.59%	3.50%	3.42%	3.34%	3.68%		
Exit Cap Rate	- 10.00% \$60,610,320	- 7.50% \$62,293,940	- 5.00% \$63,977,560	- 2.50% \$65,661,180	Equilibrium \$67,344,800	+ 2.50% \$69,028,420	+ 5.00% \$70,712,040	+ 7.50% \$72,395,660	+ 10.00% \$74,079,280	Appraisal \$67,300,000		
3.75%	11.70%	11.15%	10.62%	10.12%	9.65%	9.19%	8.75%	8.33%	7.93%	9.66%		
4.00%	10.96%	10.41%	9.89%	9.39%	8.91%	8.46%	8.02%	7.60%	7.20%	8.93%		
4.25%	10.27%	9.72%	9.20%	8.70%	8.23%	7.77%	7.34%	6.92%	6.52%	8.24%		
4.50%	9.62%	9.07%	8.55%	8.05%	7.58%	7.12%	6.69%	6.27%	5.87%	7.59%		
4.75%	9.00%	8.45%	7.93%	7.44%	6.96%	6.51%	6.07%	5.66%	5.26%	6.97%		
5.00%	8.42%	7.87%	7.35%	6.85%	6.38%	5.92%	5.49%	5.08%	4.68%	6.39%		
5.25%	7.86%	7.31%	6.79%	6.29%	5.82%	5.37%	4.94%	4.52%	4.12%	5.83%		
5.50%	7.32%	6.78%	6.26%	5.76%	5.29%	4.84%	4.40%	3.99%	3.59%	5.30%		
5.75%	6.81%	6.26%	5.74%	5.25%	4.78%	4.33%	3.89%	3.48%	3.08%	4.79%		

^{*} Imputed entry cap based on forward 12 month (year 1) NOI (less reserves).

impated entry cup based on forward 12 month (year 1) NOT (less reserves).												
SUMMARY OF RETURNS BY ANALYSIS TYPE												
Sell Hold Returns Inception to Date												
Analysis Type		Value	Unlevered Return	Levered Return	Unlevered Return	Levered Return						
Appraised Value	\$	67,300,000	6.01%	6.97%								
Equilibrium Value	\$	67,344,800	6.00%	6.96%								

Windsor by Galleria Dallas, TX

Marche M	GROWTH RATES														
Deni Price Growth 1				10 Yr Avg	YR-1	YR-2	YR-3	YR-4	YR-5	YR-6	YR-7	YR-8	YR-9	YR-10	YR-11
Commendation	Rent Growth			6.51%	35.84%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
Secretary Name	Other Income Growth														
Seal Peacle Rate	Commercial Income Growth			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Concessions Father Control Con	Vacancy Rate			5.00%	4.98%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Series Fig. Fig. Fig. Fig. Series	Bad Debt Rate			0.10%	0.11%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%
Real Estate Transe Crownerh Face 1.7.5 1.7.5 1.5.5	Concession Rate								0.00%					0.00%	
Property Management Fee	General Expenses Growth			6.71%	40.09%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Trailing 24	Real Estate Taxes Growth			7.25%	45.51%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Properties Pro	Property Management Fee			3.26%	3.31%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
Part															
NET POTENTIAL INCOME					7/1/2019	7/1/2020	7/1/2021	7/1/2022	7/1/2023	7/1/2024	7/1/2025	7/1/2026	7/1/2027	7/1/2028	7/1/2029
Net Potential Income Growth		Trailing-24	Trailing-12	Trailing-3	YR-1	YR-2	YR-3	YR-4	YR-5	YR-6	YR-7	YR-8	YR-9	YR-10	YR-11
Marcharch Marc	NET POTENTIAL INCOME	-	4,387,837	5,919,968	5,960,596	6,154,315	6,354,331	6,560,846	6,774,074	6,994,231	7,221,544	7,456,244	7,698,572	7,948,776	8,207,111
Variancy G33,121 G46,134 (296,945) (297,945) (397,12) (32,042) (338,04) (349,712) (349,712) (37,121) (349,029) (397,439) (10,356) (336,312) (336,312) (348,328) (363,312) (348,328) (363,312) (348,328) (3	Net Potential Income Growth				35.84%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
Rent Concessions 136,312 614,3848 (299,914) and Debits 131,712 (4,872) (1,572) (5,728) (5,788) (5,788) (5,788) (6,788) (6,788) (6,788) (7,098) (7,098) (7,237) (7,727) (7,773)															
Boal Debts		-				(307,716)	(317,717)	(328,042)	(338,704)	(349,712)	(361,077)	(372,812)	(384,929)	(397,439)	(410,356)
NET PARTAMENT RENTAL INCOME Net Agartment Rental Income Growth Income Growth Income Growth Income Growth Income Growth In	Rent Concessions	-				-	-	-	-	-	-	-	-	-	-
Net Apartment Renal Income Growth Running Average A2,00% 3,00% 3,25%		=	(19,171)		(5,961)	(5,785)	(5,974)	(6,168)	(6,368)	(6,575)	(6,789)				
Total Other Income 28,374 394,792 474,780 490,702 506,142 522,591 539,575 557,112 575,218 593,612 613,215 633,144 653,721	NET APARTMENT RENTAL INCOME	-	3,734,169	5,149,908	5,302,593	5,779,706	5,967,547			6,568,497	6,781,973	7,002,387	7,229,965	7,464,939	7,707,549
Total Other Income	Net Apartment Rental Income Growt	th													3.25%
TOTAL INCOME - 4,032,543 5,544,700															
Total Income Growth Running Average 43.27% 8.53% 3.25% 3.2	Total Other Income	-	298,374	394,792	474,780	490,210	506,142	522,591	539,575	557,112	575,218	593,912	613,215	633,144	653,721
Naming Average 4.327% 25.90% 1.353% 1.457% 1.23.1% 10.00% 9.72% 8.91% 8.92% 7.78% 1.78	TOTAL INCOME	-	4,032,543	5,544,700	5,777,372	6,269,916	6,473,689	6,684,083	6,901,316	7,125,609	7,357,191	7,596,300	7,843,180	8,098,083	8,361,271
TOTAL CONTROLLABLE EXPENSES - 796,001 1,077,994 1,129,907 1,133,321 1,167,321 1,202,340 1,238,411 1,275,563 1,313,830 1,353,245 1,393,842 1,435,657 3,00% 3,	Total Income Growth				43.27%	8.53%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
Total Controllable Expense Growth 41.95% 21.95% 23.00% 3.0				Running Average	43.27%	25.90%	18.35%	14.57%	12.31%	10.80%	9.72%	8.91%	8.28%	7.78%	
Column C	TOTAL CONTROLLABLE EXPENSES	-	796,001	1,077,994											
TOTAL OPERATING EXPENSES - 2,265,329 3,222,889	Total Controllable Expense Growth														3.00%
Total Operating Expense Growth Running Average Running Averag															
Running Average 42.20% 52.24% 15.83% 12.63% 10.70% 9.42% 8.51% 7.82% 7.22% 5.86% 5.12% 5.10% 7.00%		-	2,265,329	3,222,889											
NET OPERATING INCOME 1,767,214 2,321,811 2,556,116 2,975,432 3,079,860 3,187,914 3,299,719 3,415,403 3,535,100 3,658,948 3,787,909 3,919,674 4,056,851 4,056	Total Operating Expense Growth														3.02%
NET OPERATING INCOME - 1,767,214 2,321,811 4,64% 16.40% 3.51% 3.51% 3.51% 3.51% 3.51% 3.51% 3.51% 3.51% 3.51% 3.50															
NOI Growth Running Average 44.64% 30.52% 3.53% 3.51% 3.51% 3.51% 3.51% 3.51% 3.51% 3.50% 3															
Running Average 44.64% 30.52% 21.52% 17.02% 14.31% 12.51% 11.23% 10.26% 9.51% 8.91% 1.92% 1.		-	1,767,214	2,321,811	,,	,, -	-,,	-, - ,-	-,, -	-, -,	-,,	-,,-		-,,-	, ,
7 Year Capex Value 497,400 172,600 175,900 442,000 167,500 145,000 266,733 274,735 275,766 284,039 - Asset Management Fee 28,140 233,168 238,343 243,668 249,147 254,785 260,584 266,551 272,689 280,870 - Replacement Reserves (Per Unit) 250 258 265 273 281 290 299 307 317 326 336 CASHFLOWAFTER CAPITAL & FEES 1,830,576 2,569,664 2,656,517 2,502,246 2,883,072 3,015,619 3,007,783 3,117,662 3,238,636 3,354,766 - Debt Service Overage Ratio Average 764,922 7	NOI Growth														3.50%
Asset Management Fee	7 Vana Carray Value			Running Average										F	
Replacement Reserves (Per Unit) 250 258 265 273 281 290 299 307 317 326 336 CASHFLOW AFTER CAPITAL & FEES 1,830,576 2,569,664 2,665,617 2,502,246 2,883,072 3,015,619 3,007,783 3,117,662 3,238,636 3,354,766 Debt Service 764,922	•				,		-,	,	,	,	,	,			-
CASHFLOW AFTER CAPITAL & FEES 1,830,576 2,569,664 2,669,661 2,502,246 2,883,072 3,015,619 3,007,783 3,117,662 3,238,636 3,354,766 - Debt Service Overage Ratio Average 764,922	•														336
Debt Service Debt Service Debt Service Overage Ratio Average 764,922 4.78x 4.95x 5.12x CASHFLOW AFTER DEBT SERVICE 1,065,654 1,804,742 1,900,695 1,737,325 2,118,150 2,250,697 2,242,861 2,737,714 2,589,844															
Debt Service Coverage Ratio Average 3.34x 3.89x 4.03x 4.17x 4.31x 4.47x 4.62x 4.78x 4.95x 5.12x CASHFLOW AFTER DEBT SERVICE 1,065,654 1,804,742 1,900,695 1,737,325 2,118,150 2,250,697 2,242,861 2,352,740 2,473,714 2,589,844															_
Exit Cap 4.25% 4.31% 4.36% 4.42% 4.47% 4.53% 4.58% 4.64% 4.69% 4.75% Refinance Proceeds -							,			,	•	,			
Refinance Proceeds -	CASHFLOW AFTER DEBT SERVICE				1,065,654	1,804,742	1,900,695	1,737,325	2,118,150	2,250,697	2,242,861	2,352,740	2,473,714	2,589,844	-
Sale Proceeds - <					4.25%	4.31%	4.36%	4.42%	4.47%	4.53%	4.58%	4.64%	4.69%	4.75%	4.75%
Less Cost of Sale - - - - - - - - - - (831,369) - - - - - (21,247,825) -	Refinance Proceeds				-	-	-	-	-	-	-	-	-	-	-
Less Outstanding Mortgage -<	Sale Proceeds				-	-	=	=	-	=	-	=	-	83,136,884	-
NET PROCEEDS	Less Cost of Sale	Less Cost of Sale			-	-	-	-	-	-	-	-	-	(831,369)	-
Unlevered IRR Cash Flow 1,830,576 2,569,664 2,665,617 2,502,246 2,883,072 3,015,619 3,007,783 3,117,662 3,238,636 85,660,280 -	Less Outstanding Mortgage	Less Outstanding Mortgage											-	(21,247,825)	-
	NET PROCEEDS	NET PROCEEDS												61,057,689	
Levered IRR Cash Flow 1,065,654 1,804,742 1,900,695 1,737,325 2,118,150 2,250,697 2,242,861 2,352,740 2,473,714 63,647,533	Unlevered IRR Cash Flow				1,830,576	2,569,664	2,665,617	2,502,246	2,883,072	3,015,619	3,007,783	3,117,662	3,238,636	85,660,280	-
	Levered IRR Cash Flow				1,065,654	1,804,742	1,900,695	1,737,325	2,118,150	2,250,697	2,242,861	2,352,740	2,473,714	63,647,533	-