## California Public Employees' Retirement System

## Windsor Shepherd

611 Shepherd Dr Houston, TX

Units: 245 Rentable SF: 208.553 Average Unit Size: 851 Commercial SF: 0 12/19/2018 Date Acquired: Year Built: 2018 Occupancy 4/30/2019: 88.2% GAV 3/31/2019: \$61,200,000 Value Per Unit: \$249,796 Debt Balance: \$0 NAV: \$61,200,000



Developed by Mill Creek, the property is a 245 unit podium residence a top a 3 level underground parking garage, located in a walkable location in the Neartown/River Oaks submarket of Houston. Units include 9' cieilings, plank flooring, balconies and patios, two finish styles, and wood closet organizers. The property features an expansive pool-courtyard, covered gaming lounge, community rooms with catering kitchen and business center, a fitness center, as well as a top-floor sky-lounge and arcade.

Property Trends	Budget	Actual	FY 2019 (1)	v. FY 2019	Budget	2020 Budget	v. 2019 Actual
Property frends	FY 2019	FY 2019 (1)	Variance	Variance %	FY 2020	Variance	Variance %
Occupancy	80.5%	92.1%	1,156 bps	11.56%	94.8%	272 bps	2.72%
NER Per Unit	\$995	\$990	(\$5)	-0.51%	\$1,660	\$670	67.74%
NER Per SF	\$1.17	\$1.16	(\$0.01)	-0.51%	\$1.95	\$0.79	67.74%
NOI (000's)	\$576	\$531	(\$45)	-7.81%	\$1,993	\$1,461	275.08%

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

## **FINANCIAL VARIANCE REPORT**

- Windsor Shepherd was acquired 12/2018 from the developer (Mill Creek Residential) as part of the 5 property "Elite Portfolio".
- The property was 64% occupied at takeover and is currently 96% occupied and 96% leased.
- Total Income is 2.7% below budget driven by Net Effective Rents 1% below budget and Other Income also below budget.
   Total Expenses for FY 2019 are 2.4% above budget driven by higher Real Estate Taxes (over budget \$55k/18%). As a result, NOI is behind budget (down \$39M or 18%).
- Capital Expenditures to date were identified during due diligence and budgeted for completion including RYTEC garage gates, signage improvements and roofing repairs.

## **FY 2020 BUSINESS PLAN OBJECTIVES**

- The property is anticipated to maintain stabilized occupancy, with nominal Effective Rent growth of 0.1% for FY 2020. Loss to Lease will mute Net Effective Rent growth (up 0.5%). Concessions are prevalent in the market and are projected to average 11%.
- Total Expenses are projected to be 0.5% above proforma for FY 2020 driven Utility costs above Proforma.
- NOI is anticipated to be \$1.99MM for FY 2020, which is 1.0% above the acquisition proforma.
- Capital Expenditures for FY 2020 total \$542M for completion of the RYTEC gates and other typical replacements.

## **Institutional Multifamily Partners, LLC**

California Public Employees' Retirement System

## Annual Business Plan - FY 2020

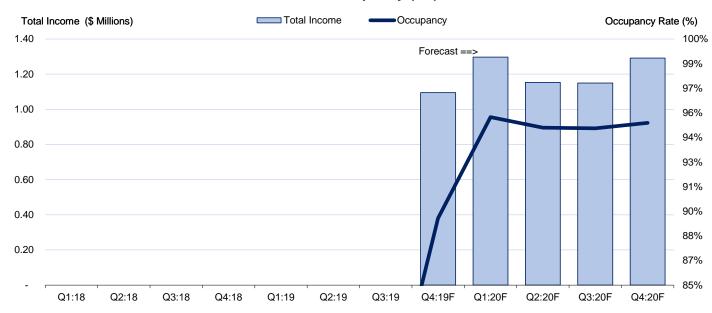
Windsor ShepherdAnnual Asset Report

## **HOLD SELL RECOMMENDATION**

We recommend holding Windsor Shepherd as it is well located in the improving Neartown/River Oaks District and operating
performance will improve as the Houston economy recovers. Houston is also one of the top MSA's for employment and
population growth.

## **Quarterly Property Trends**

## **Income/Occupancy (FY)**



## **Net Effective Monthly Rent (FY)**



Windsor Shepherd Comparative Statement of Income and Cash Flow	FY 2019	FY 2019	FY 2020	FY 2019 Actual vs.	FY 2019 Budget	FY 2020 Budget vs	. FY 2019 Actual
245 units	Budget	Actual <sup>1</sup>	Budget	Variance	Variance %	Variance	Variance %
Houston, TX			_				
NET POTENTIAL RENT	3,212,188	3,205,677	5,522,971	(6,511)	-0.2%	2,317,294	72.3%
Vacancy	(974,207)	(955,241)	(285,283)	18,966	1.9%	669,958	-70.1%
Staff Occupied	(26,737)	(29,458)	(53,836)	(2,720)	-10.2%	(24,379)	82.8%
Model Expense	(12,960)	(12,237)	(22,472)	723	5.6%	(10,236)	83.6%
Down Units	0	0	0	0	<u>-</u>	0	
APARTMENT RENTAL INCOME	2,198,283	2,208,742	5,161,380	10,458	0.5%	2,952,638	133.7%
Rent Concessions	(287,312)	(295,795)	(641,893)	(8,482)	-3.0%	(346,099)	117.0%
Bad Debts	(4,095)	(1,361)	(8,284)	2,734	66.8%	(6,924)	508.9%
NET APARTMENT RENTAL INCOME	1,906,877	1,911,587	4,511,202	4,710	0.2%	2,599,615	136.0%
Other Rental Income	112,816	98,395	359,519	(14,421)	-12.8%	261,124	265.4%
Corporate Operations	0	0	0	0	-	0	-
Commercial Income	0	0	0	0	40.70/	0	-
Other Income	4,913	2,768	19,938	(2,145)	-43.7%	17,170	620.2%
TOTAL INCOME	2,024,606	2,012,750	4,890,659	(11,856)	-0.6%	2,877,909	143.0%
CONTROLLABLE EXPENSES							
General & Administrative	73,289	69,247	93,158	4,042	5.5%	(23,911)	-34.5%
Marketing & Advertising	108,221	89,402	177,603	18,819	17.4%	(88,201)	-98.7%
Maintenance	122,803	96,159	231,266	26,643	21.7%	(135,107)	-140.5%
Payroll TOTAL CONTROLLABLE EXPENSES	219,555 <b>523,868</b>	243,921 <b>498,729</b>	421,287 <b>923,314</b>	(24,366) <b>25,138</b>	-11.1% <b>4.8%</b>	(177,366)	-72.7% - <b>85.1%</b>
	,	·	·	•		(424,584)	
CONTROLLABLE INCOME	1,500,738	1,514,020	3,967,345	13,282	0.9%	2,453,325	162.0%
Real Estate Taxes	640,550	715,485	1,363,574	(74,936)	-11.7%	(648,089)	-90.6%
Insurance	107,214	92,396	199,675	14,818	13.8%	(107,279)	-116.1%
Utilities	93,668	89,084	202,029	4,584	4.9%	(112,945)	-126.8%
Other Fees and Taxes	15,921	15,923	48,000	(2)	0.0%	(32,077)	-201.5%
Management Fees	67,109	69,860	161,392	(2,750)	-4.1%	(91,532)	-131.0%
TOTAL OPERATING EXPENSES Operating Expense Ratio	<b>1,448,329</b> 71.5%	<b>1,481,477</b> 73.6%	<b>2,897,984</b> 59.3%	(33,148)	-2.3%	(1,416,507)	-95.6%
NET OPERATING INCOME	576,277	531,273	1,992,675	(45,005)	-7.8%	1,461,402	275.1%
	8,250	9,607	16,500	(1,357)	-16.4%	(6,893)	-71.8%
Audit	0	3,052	9,420	(3,052)	-	(6,368)	-208.7%
Other Ownership Costs	517,173	311,595	107,408	205,578	39.8%	204,187	65.5%
Financial Costs	466,421	155,474	0	310,947	66.7%	155,474	100.0%
Capital Expenditures	373,425	197,738	542,830	175,687	47.0%	(345,092)	-174.5%
Rehab Expenditures	0	0	0	0	-	0	-
Broker Commissions	0	0	0	0	-	(440,400)	-
Asset Management Fee	110,844	92,836	203,325	18,008	16.2%	(110,489)	-119.0%
NET CASH FLOW	(899,835)	(239,029)	1,113,192	660,806	73.4%	1,352,221	565.7%
Average Net Effective Rent	1,990/unit	5,939/unit	1,660/unit				
Physical Occupancy Includes Staff and Model	80.5%	92.1%	94.8%				

## CAPITAL EXPENDITURES \$100,000 AND GREATER FY2020

PROPERTY NAME: Windsor Shepherd LOCATION: Houston, TX

<b>Budget Timing</b>	Project	Total Budget	Budget Detail	
	ust 2019 Common Area Iprovements		Additional Bike Room	\$30,000
A	Common Arras Invasiones into	\$174.350	Hallway paint	\$51,000
August 2019	Common Area iprovements	\$174,350	BBQ Grills	\$6,000
			ADA Upgrades	\$87,350
			Access Control for Bike Room	\$15,000
August 2019	Alarm System	\$125,000	Additional Cameras	\$20,000
			Rytec gate	\$90,000

# **Multifamily Metro Trends Q4**

# Houston-The Woodlands-Sugar Land, TX Metropolitan Statistical Area

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

# **Economic Outlook:**

producing industries led the way, contributing nearly two-fifths of the total job gains, but private services also outperformed their national counterparts, especially professional services and distribution. High-wage jobs are rising at twice the national rate, and as a result average Houston-The Woodlands-Sugar Land advanced steadily over the course of 2018, with job growth at twice the national average. Goodshourly earnings have accelerated. (Moody's Analytics Precis)

## Strengths:

Global leadership in oil and gas technology supports technical and professional services jobs. Significant trade and export links, owing to location on Texas Gulf Coast.

# Weaknesses:

Unpredictable energy markets add to volatility of economy. Industrial diversity is lower than in other metro areas of comparable size.

# Multifamily Operating & Investment Trends:

The U.S. Bureau of Labor Statistics estimates that Houston added over 108,000 jobs in 2018. Meanwhile, the Federal Reserve Bank of Dallas momentum in the first half of 2018. An already slow energy recovery is showing little sign of speeding up. Recent oil price volatility, which saw oil prices drop from an October 2018 high of \$75/barrel to around \$50/barrel by 19Q1, means that energy companies may be slow in their 2019 capital expenditures and hiring plans. While most of Houston's Fortune 500 energy companies are profitable again, and while over one-third of oil jobs lost during the oil downturn have been gained back, technological progress and high productivity per wellhead Houston Branch recently revised down its year-end 2018 Houston jobs numbers from 103,000 to 73,000, citing slower-than-expected mean that fewer energy jobs may be needed.

Drivers: Energy & Resources, Manufacturing, Logistics
Business Cycle Index: 148
Business Cost Index: 93
Industrial Diversity: 0.68
Top Employers: Wal-Mart, Univ TX, Insperity, H-E-B,
National Oilwell Varco, Memorial Herman, Exxon Mobil
Eading Industries: (Mid/High Wages):
Architectural, engineering & related svcs, support activities for mining, oil & gas extraction, physicians offices

	S		Houston	GID 34-Mkt Avg
	oidq	Population (Ths)	7,058	3,817
	gra	5-Year Forecast Avg Ann Pop Gr	1.7%	1.0%
S-	iou	Households (Ths)	2,495	1,412
	JƏ(	5-Year Forecast Avg Ann HH Gr	1.8%	1.3%
	] -	Employment (Ths)	3,157	1,792
	μı	Net New Jobs Trailing 12 Months	118	37
	əω	Net New Jobs 1-Year Forecast	29	28
	ολι	. 5-Year Forecast Avg Ann Empl. Gr	1.6%	0.8%
	Įdι	Median Household Income (Ths)	\$67,840	\$75,884
	Εu	Median S-F Home Price (Ths)	\$240	\$424

Operating Trends	Houston	GID 34-Mkt Average	NCREIF Overview	Houston	GID 34-Mkt Average	Capital Market Trends	Houston	GID 34-Mkt Average
Market Inventory (Units)	298,966	309,925	Total Return (Average Annual)			NCREIF Current Value Cap Rate	4.33%	4.09%
Current Occupancy Rate	10.0%	2.9%	1-Year	7.6%	7.4%	REIT Units (Same Store)	14,897	397,474
Current Rent Level	\$1,084	\$1,539	3-Year	2.0%	7.6%	Transaction Volume \$50+ Million:		
Rent Growth 2019 Forecast	1.3%	2.6%	5-Year	4.9%	9.4%	2017-18 # Props	57	1,284
5-Year Forecast Avg Rnt Gr 2019-2023	1.6%	1.5%	# NCREIF Apartment Properties	85	1,507	2017 -18 \$ Value	\$3,616	\$112,735
Completion Rate: 2019	1.0%	2.1%	\$ Value (Millions)	\$5,306	\$141,406	% of \$50M+ Transaction Volume	3.2%	
			\$ Value (Mil) Average Property	\$62	\$94			
Completions & Net Absorption (Units) 25,000		Rent Growth (%)	6% 25% Trailing 1-Year Total Return (%)			Transaction Volume (\$ Mil)		Cap Rate (%) 6 5%
		%5	5% 30%					
20.000	<	4%	7000			2,500		9.0%
		3%						5.5%
15,000		7%	_	/ / 		2,000		
		1%	2%	/		7		2.0%
		%0	<b>/</b> %0			T,500		4.5%
10,000	<b>&gt;</b>	-19	-1% -5%		>	1,000		J
		-2%	-5% 10%					4.0%
5,000		-3%	71000			500		3.5%
		-49	-4%-15%					
		-59	-5%-20%			0		3.0%
			2008 2010 2012	2014 2	2016 2018	2008 2010 2012	2014 2016	5 2018
■Completions Absorption	ption				-	7		2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
—Houston Rent Gr —U.S. Rent Gr	ent Gr		—Houston Apartment Returns		—0.S. Aparrment Keturns	Sales Iransactions (350M+) —Houston Nukelf Cap Kate —U.S. Cap Kate	ton NCKEIF Cap Ka	re ——U.S. Cap Kate





## Windsor Shepherd Houston, TX

## HOLD SELL ANALYSIS ASSUMPTIONS

PROPERTY DATA				
Analysis Start Date	6/30/2019	Acquisition Date	12/19/2018	
Year Built	2018	Acquisition Price	\$61,200,000	
Date Acquired	12/19/2018	Per Unit	\$249,796	CalPERS Asset Ra
Units	245	Appraisal Date	6/30/2019	
Total SF	208,553	Appraisal Value	\$63,900,000	Equilibrium V
Avg SF/unit	851	Per Unit	\$260,816	Per Unit

DEBT SNAPSHOT			
	<u>Loan</u>	Ref 1	Ref 2
Loan Amount	\$18,407,394		
LTV	35.0%		
Interest Only	Yes		
Interest Rate	3.60%		
Prepayment	n/a		
Refinance	n/a		

$C \sqcup D$			REVERSION	<b>ASSUMPTIONS</b>
GID	Sale Year	Yr 10.00	Sale Price Yr 10	\$79,017,191
	Exit Cap Yr 10	4.50%	Sale Price/Unit	\$322,519
Ranking:  PERFORMANCE METRICS	5 NOI (less reserves)	\$3,555,774	Cost of Sale: 1%	\$790,172

Equilibrium Value	\$63,913,700			METRICS
Per Unit	\$260,872		Cash Flow	Reversion Value
Unlevered IRR	5.80%	Components of Benefit Stream	23.9%	76.1%
Levered IRR	6.57%			Equilibrium Value
Imputed Entry Cap	3.02%	Compounded Growth to Reversion		2.14%
Equity Multiple	1.75x			
Appraised Value	\$63,900,000		COMMENTS/SCE	NARIO SUMMARY

Appraised Value	\$63,900,000
Per Unit	\$260,816
Unlevered IRR	5.80%
Levered IRR	6.57%
Imputed Entry Cap	3.02%
Equity Multiple	1.75x

	SENSITIVITY ANALYSIS OF UNLEVERED RETURNS - EQUILIBRIUM VALUE AND EXIT CAP RATE									
Imputed Entry Cap*	3.36%	3.27%	3.18%	3.10%	3.02%	2.95%	2.88%	2.81%	2.75%	3.02%
Exit Cap Rate	- 10.00% \$57,522,330	- 7.50% \$59,120,173	- 5.00% \$60,718,015	- 2.50% \$62,315,858	Equilibrium \$63,913,700	+ 2.50% \$65,511,543	+ 5.00% \$67,109,385	+ 7.50% \$68,707,228	+ 10.00% \$70,305,070	Appraisal \$63,900,000
3.50%	9.32%	8.97%	8.63%	8.31%	7.99%	7.69%	7.39%	7.10%	6.82%	7.99%
3.75%	8.70%	8.35%	8.02%	7.69%	7.38%	7.07%	6.78%	6.49%	6.21%	7.38%
4.00%	8.13%	7.79%	7.45%	7.13%	6.81%	6.51%	6.21%	5.92%	5.64%	6.81%
4.25%	7.61%	7.26%	6.93%	6.60%	6.29%	5.98%	5.69%	5.40%	5.12%	6.29%
4.50%	7.12%	6.77%	6.44%	6.11%	5.80%	5.50%	5.20%	4.91%	4.63%	5.80%
4.75%	6.66%	6.31%	5.98%	5.66%	5.34%	5.04%	4.75%	4.46%	4.18%	5.35%
5.00%	6.23%	5.89%	5.55%	5.23%	4.92%	4.61%	4.32%	4.03%	3.75%	4.92%
5.25%	5.83%	5.48%	5.15%	4.83%	4.51%	4.21%	3.92%	3.63%	3.35%	4.52%
5.50%	5.44%	5.10%	4.77%	4.44%	4.13%	3.83%	3.53%	3.25%	2.97%	4.13%

<sup>\*</sup> Imputed entry cap based on forward 12 month (year 1) NOI (less reserves).

	SENSITIVITY ANALYSIS OF LEVERED RETURNS - EQUILIBRIUM VALUE AND EXIT CAP RATE									
Imputed Entry Cap*	3.36%	3.27%	3.18%	3.10%	3.02%	2.95%	2.88%	2.81%	2.75%	3.02%
Exit Cap Rate	- 10.00% \$57,522,330	- 7.50% \$59,120,173	- 5.00% \$60,718,015	- 2.50% \$62,315,858	Equilibrium \$63,913,700	+ 2.50% \$65,511,543	+ 5.00% \$67,109,385	+ 7.50% \$68,707,228	+ 10.00% \$70,305,070	Appraisal \$63,900,000
3.50%	11.30%	10.78%	10.29%	9.82%	9.37%	8.94%	8.53%	8.13%	7.74%	9.37%
3.75%	10.52%	10.01%	9.52%	9.05%	8.60%	8.17%	7.76%	7.36%	6.98%	8.60%
4.00%	9.80%	9.29%	8.80%	8.33%	7.88%	7.45%	7.04%	6.65%	6.26%	7.89%
4.25%	9.12%	8.61%	8.12%	7.65%	7.21%	6.78%	6.37%	5.97%	5.59%	7.21%
4.50%	8.48%	7.97%	7.48%	7.02%	6.57%	6.14%	5.73%	5.34%	4.96%	6.57%
4.75%	7.88%	7.37%	6.88%	6.41%	5.97%	5.54%	5.13%	4.74%	4.36%	5.97%
5.00%	7.30%	6.79%	6.31%	5.84%	5.40%	4.97%	4.56%	4.17%	3.79%	5.40%
5.25%	6.76%	6.25%	5.76%	5.29%	4.85%	4.43%	4.02%	3.63%	3.25%	4.85%
5.50%	6.22%	5.71%	5.23%	4.77%	4.32%	3.90%	3.49%	3.10%	2.72%	4.33%

<sup>\*</sup> Imputed entry cap based on forward 12 month (year 1) NOI (less reserves).

* Imputed entry cap based on forward 12 month (year 1) NOI (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	\$	63,900,000	5.80%	6.57%				
Equilibrium Value	\$	63,913,700	5.80%	6.57%				

## Windsor Shepherd Houston, TX

Other Income Growth         30.28%         275.09%         3.25%         3.25%         3.25%         3.00%         0.00%	YR-11
Rent Growth         10.00%         72.29%         3.25%         3.25%         3.25%         3.00%	3.00% 3.00% 0.00% 0.00% 0.00% 0.10% 0.00% 0.00% 0.00% 0.00% 3.00% 0.00% 3.25% 3.25% 7/1/2029 YR-11 25 7,476,589
Other Income Growth         30.28%         275.09%         3.25%         3.25%         3.25%         3.00%         0.00%	3.00% 3.00% 0.00% 0.00% 0.00% 0.10% 0.00% 0.00% 0.00% 0.00% 3.00% 0.00% 3.25% 3.25% 7/1/2029 YR-11 25 7,476,589
Vacancy Rate         4.79%         5.17%         4.75%	4.75% 4.75% 0.00 0.10% 0.00% 3.00% 3.00% 3.25% 3.25% 7/1/2029 YR-11 7,476,589
Bad Debt Rate         0.11%         0.16%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.10%         0.00%	0.0% 0.10% 0.00% 0.00% 0.00% 3.00% 0.0% 3.00% 0.5% 3.25% 0.7/1/2029 YR-11 25 7,476,589
Concession Rate         1.39%         12.44%         1.50%         0.00%	00% 0.00% 3.00% 3.00% 3.00% 3.25% 3.25% 3.7/1/2029 YR-11 25 7,476,589
Concession Rate         1.39%         12.44%         1.50%         0.00%	00% 0.00% 3.00% 3.00% 3.00% 3.25% 3.25% 3.7/1/2029 YR-11 25 7,476,589
General Expenses Growth 12.18% 94.80% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00%	3.00% 3.00% 3.00% 3.25% 3.25% 3.7/1/2029 YR-11 25 7,476,589
	3.00% 3.25% 3.25% 3.7/1/2029 YR-11 25 7,476,589
	3.25% 3.25% 3.7/1/2029 YR-11 25 7,476,589
	7/1/2029 YR-11 25 7,476,589
OPERATING PROJECTIONS	YR-11 25 7,476,589
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 <b>7/1/20</b>	YR-11 25 7,476,589
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	25 7,476,589
NET POTENTIAL INCOME - 3,205,677 5,439,318 5,522,971 5,702,468 5,887,798 6,079,151 6,261,526 6,449,372 6,642,853 6,842,138 7,047,403 7,258	
	00%
Vacancy - (955,241) (536,963) (285,283) (270,867) (279,670) (288,760) (297,422) (306,345) (315,536) (325,002) (334,752) (344	94) (355,138)
Rent Concessions - (295,795) (635,792) (641,893) (80,292)	1 1- 1
Bad Debts - (1,361) (5,442) (8,284) (5,353) (5,527) (5,706) (5,878) (6,054) (6,236) (6,423) (6,615) (6	<b>14)</b> (7,018)
NET APARTMENT RENTAL INCOME - 1,911,587 4,173,793 4,511,202 5,267,167 5,521,251 5,700,692 5,871,713 6,047,864 6,229,300 6,416,179 6,608,664 6,806	24 7,011,132
Net Apartment Rental Income Growth 135.99% 16.76% 4.82% 3.25% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00%	3.00%
	38%
Total Other Income - 101,163 253,104 379,457 391,790 404,523 417,670 430,200 443,106 456,399 470,091 484,194 498	<b>19</b> 513,681
TOTAL INCOME - 2,012,750 4,426,897 4,890,659 5,658,956 5,925,774 6,118,362 6,301,912 6,490,970 6,685,699 6,886,270 7,092,858 7,305	44 7,524,813
Total Income Growth 142.98% 15.71% 4.71% 3.25% 3.00% 3.00% 3.00% 3.00% 3.00% 3.00%	3.00%
Running Average 142.98% 79.35% 54.47% 41.66% 33.93% 28.78% 25.09% 22.33% 20.18%	47%
TOTAL CONTROLLABLE EXPENSES - 498,729 1,015,752 923,314 951,013 979,544 1,008,930 1,039,198 1,070,374 1,102,485 1,135,560 1,169,626 1,204	15 1,240,857
·	3.00%
	21%
TOTAL OPERATING EXPENSES - 1,481,477 2,868,133 2,897,984 2,975,335 3,067,749 3,160,263 3,255,071 3,352,723 3,453,304 3,556,904 3,663,611 3,773	
	3.00%
	24%
	65%
NET OPERATING INCOME - 531,273 1,558,764 1,992,675 2,683,622 2,858,025 2,958,099 3,046,842 3,138,247 3,232,394 3,329,366 3,429,247 3,532	
	3.00%
	78%
7 Year Capex Value 542,830 211,100 105,100 117,000 318,100 97,800 231,988 238,948 246,116 <b>253</b>	
Asset Management Fee 225,892 230,668 234,421 238,276 242,237 246,306 250,483 254,773 259,176 <b>266</b> Replacement Reserves (Per Unit) 250 258 265 273 281 290 299 307 317	
Replacement Reserves (Per Unit)         250         258         265         273         281         290         299         307         317           CASHFLOW AFTER CAPITAL & FEES         1,223,953         2,241,853         2,518,504         2,602,823         2,486,505         2,794,142         2,749,923         2,835,645         2,923,954         3,011	
Debt Service 662,666 662,660 662,660 662,660 662,660 662,660 662,660 6	
	33x
CASHFLOW AFTER DEBT SERVICE 561,286 1,579,187 1,855,838 1,940,156 1,823,838 2,131,475 2,087,257 2,172,979 2,261,288 2,349	
	4.50%
Refinance Proceeds	-
Sale Proceeds 79,017	91 -
Less Cost of Sale	
Less Outstanding Mortgage	-
NET PROCEEDS 59,819	
Unlevered IRR Cash Flow 1,223,953 2,241,853 2,518,504 2,602,823 2,486,505 2,794,142 2,749,923 2,835,645 2,923,954 81,238	92 -
Levered IRR Cash Flow 561,286 1,579,187 1,855,838 1,940,156 1,823,838 2,131,475 2,087,257 2,172,979 2,261,288 62,168	32 -