#### **Institutional Multifamily Partners, LLC**

California Public Employees' Retirement System

#### **Annual Business Plan - FY 2020**

Windsor Turtle CreekAnnual Asset Report

#### **Windsor Turtle Creek**

3663 Cedar Springs Rd Dallas, TX

Units: 207 Rentable SF: 181.686 Average Unit Size: 878 Commercial SF: 0 Date Acquired: 10/1/2018 Year Built: 2018 Occupancy 4/30/2019: 94.7% GAV 3/31/2019: \$59,500,000 Value Per Unit: \$287,440 Debt Balance: \$29,700,000 NAV: \$29,800,000



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
Property frends	FY 2019	FY 2019 (1)	Variance	Variance %	FY 2020	Variance	Variance %
Occupancy	89.4%	95.0%	563 bps	5.63%	95.1%	10 bps	0.10%
NER Per Unit	\$1,300	\$1,305	\$5	0.41%	\$1,770	\$465	35.63%
NER Per SF	\$1.48	\$1.49	\$0.01	0.41%	\$2.02	\$0.53	35.63%
NOI (000's)	\$1,173	\$1,250	\$77	6.56%	\$1,930	\$680	54.36%

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

#### **FINANCIAL VARIANCE REPORT**

- Windsor Turtle Creek was acquired 10/1/2018 from the developer (Mill Creek Residential) as part of the 5 property "Elite Portfolio".
- The property was 81% occupied at takeover and is currently 95% occupied and 98% leased.
- Total Income is 4.5% ahead of budget and Total Expenses for FY 2019 are 5% above budget. NOI is ahead of budget (\$16M/3.9%).
- Capital Expenditures to date were identified during due diligence and budgeted for completion, including RYTEC gates in the garage entries and LED retrofits.

#### **FY 2020 BUSINESS PLAN OBJECTIVES**

- The property is anticipated to maintain stabilized occupancy, with nominal top line rent growth of 0.1% for FY 2020. Rent Concessions are still prevalent in the market and will averge 7%. Rent concessions and Loss to Lease will mute Net Effective Rent growth in FY 2020 (down 0.4%). Total Income is projected to be 1.2% ahead of Proforma.
- Total Expenses are projected to be 1.2% over proforma for FY 2020 driven by higher Payroll costs.
- NOI is anticipated to be \$1.9MM for FY 2020, which is 1.3% ahead of the acquisition proforma.
- Capital Expenditures for FY 2020 total \$428M with \$105M for hallway painting the balance typical replacements.

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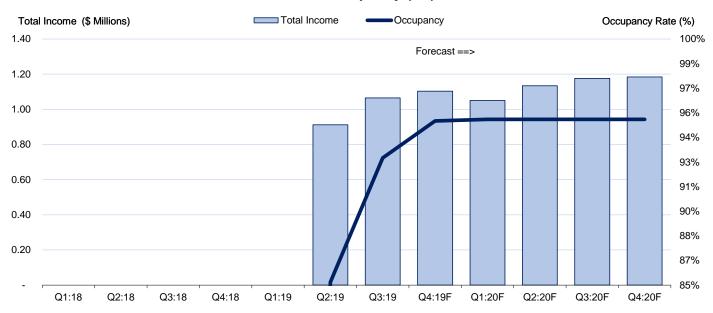
Windsor Turtle CreekAnnual Asset Report

#### **HOLD SELL RECOMMENDATION**

• We recommend holding Windsor Turtle Creek as it is well located in the Uptown 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 2,000 1,800 Forecast ==> 1,600 1,400 1,200 1,000 800 600 400 200 Q4:20F Q1:18 Q2:18 Q3:18 Q4:18 Q1:19 Q2:19 Q4:19F Q1:20F Q2:20F Q3:20F Q3:19



Windsor Turtle Creek 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
207 units	Budget	Actual <sup>1</sup>	Budget	Variance	Variance %	Variance	Variance %
Dallas, TX							
NET POTENTIAL RENT	3,401,658	3,359,649	4,735,806	(42,009)	-1.2%	1,376,156	41.0%
Vacancy	(329,525)	(307,695)	(231,176)	21,831	6.6%	76,518	-24.9%
Staff Occupied	(35,409)	(41,518)	(53,976)	(6,109)	-17.3%	(12,458)	30.0%
Model Expense	(14,981)	(13,611)	(22,788)	1,369	9.1%	(9,177)	67.4%
Down Units  APARTMENT RENTAL INCOME	3,021,744	2,996,825	4,427,865	(24.040)	-0.8%	0 1,431,040	47.8%
		. ,		(24,919)		, ,	
Rent Concessions Bad Debts	(173,243) (4,654)	(118,093) (3,171)	(339,400) (7,104)	55,151 1,483	31.8% 31.9%	(221,307) (3,933)	187.4% 124.0%
NET APARTMENT RENTAL INCOME	2,843,847	2,875,562	4,081,361	31,715	1.1%	1,205,800	41.9%
	, ,	. ,					
Other Rental Income	148,512	185,491	459,142	36,978	24.9%	273,652	147.5%
Corporate Operations Commercial Income	0	7,149 0	3,600 0	7,149 0	_	(3,549)	-49.6%
Other Income	725	5,803	0	5,078	700.9%	(5,803)	-100.0%
TOTAL INCOME	2,993,084	3,074,004	4,544,103	80,920	2.7%	1,470,100	47.8%
CONTROLLABLE EXPENSES							
General & Administrative	59,633	63,642	74,570	(4,009)	-6.7%	(10,928)	-17.2%
Marketing & Advertising	94,058	90,269	124,742	3,788	4.0%	(34,472)	-38.2%
Maintenance	158,565	158,025	231,863	540	0.3%	(73,838)	-46.7%
Payroll	289,756	336,246	414,873	(46,490)	-16.0%	(78,627)	-23.4%
TOTAL CONTROLLABLE EXPENSES	602,011	648,183	846,048	(46,171)	-7.7%	(197,866)	-30.5%
CONTROLLABLE INCOME	2,391,072	2,425,821	3,698,055	34,749	1.5%	1,272,234	52.4%
Real Estate Taxes	936,425	903,038	1,372,784	33,387	3.6%	(469,746)	-52.0%
Insurance	38,945	39,113	50,105	(168)	-0.4%	(10,992)	-28.1%
Utilities	121,846	108,362	170,952	13,484	11.1%	(62,590)	-57.8%
Other Fees and Taxes	22,917	22,915	24,000	3	0.0%	(1,085)	-4.7%
Management Fees	97,685	102,217	150,431	(4,532)	-4.6%	(48,214)	-47.2%
TOTAL OPERATING EXPENSES Operating Expense Ratio	<b>1,819,830</b> 60.8%	<b>1,823,827</b> 59.3%	<b>2,614,320</b> 57.5%	(3,997)	-0.2%	(790,493)	-43.3%
NET OPERATING INCOME	1,173,254	1,250,177	1,929,784	76,923	6.6%	679,607	54.4%
Legal	12,375	8,350	16,500	4,025	32.5%	(8,150)	-97.6%
Audit	763	5,341	9,420	(4,578)	-600.0%	(4,079)	-76.4%
Other Ownership Costs	395,505 990,898	280,050	600	115,455	29.2% 18.1%	279,450	99.8%
Financial Costs Capital Expenditures	479,184	811,798 376,964	1,255,949 323,800	179,100 102,220	21.3%	(444,151) 53,164	-54.7% 14.1%
Rehab Expenditures	0	0	105,000	0	-	(105,000)	-
Broker Commissions	0	0	0	0	_	0	-
Asset Management Fee	49,945	99,404	197,345	(49,459)	-99.0%	(97,941)	-98.5%
NET CASH FLOW	(755,417)	(331,730)	21,169	423,686	56.1%	352,900	106.4%
Average Net Effective Rent	1,950/unit	7,830/unit	1,770/unit				
Physical Occupancy Includes Staff and Model	89.4%	95.0%	95.1%				

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

PROPERTY NAME: Windsor Turtle Creek

LOCATION: Dallas, TX

<b>Budget Timing</b>	Project	Total Budget	Budget Detail	
			Additional Cameras	\$25,000
September 2019	Alarm System	\$107,500	Gatewise App	\$6,000
September 2019	Alaini System	\$107,500	Rytec Gates	\$51,500
			Access Control for Bike Room	\$25,000
October 2019	Common Area Improvements	\$105,000	Paint Hallways	\$105,000

5-Yr NCREIF Rets | Metro Highlights

# NCREIF Mkt Cap 5-Yr F Rnt % Apartment Mkts Rank of 34 Analysis and Commentary

# **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 division

# Multifamily Operating & Investment Trends:

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

		66			or Health		ies, insurance	
Logistics, High Tech, Financial Center		Living Cost:		Wal-Mart, Bank of America, Carlson	Restaurants Worldwide, TX Health, Baylor Health	Wages):	Computer systems design, physicians offices, mgt of companies, insurance	spitals
High T	146	102	0.81	Wal-N	Restai	id/Higł	gn, ph	ovt, ho
<b>Drivers:</b> Logistics,	Business Cycle Index:	Business Cost Index:	Industrial Diversity:	ក្នា Top Employers:		E Leading Industries: (Mid/High Wages):	Computer systems desi	carriers, local & state govt, hospitals
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ion matures.	SS	Dallas	GID 34-Mkt Avg
	Population (Ths)	5,033	3,817
	5-Year Forecast Avg Ann Pop Gr	1.8%	1.0%
by some of the best	Households (Ths)	1,807	1,412
	5-Year Forecast Avg Ann HH Gr	1.9%	1.3%
and exterban areas	<ul> <li>Employment (Ths)</li> </ul>	2,676	1,792
מוות באחו חמוו מו במא	T Net New Jobs Trailing 12 Months	79	37
ins active on the sales	⊕ Net New Jobs 1-Year Forecast	59	28
phase, rising	5-Year Forecast Avg Ann Empl. Gr	1.7%	0.8%
he metro comes close	ত্ৰ 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%	7.6%	Transaction Volume \$50+ Million:		
Rent Growth 2019 Forecast	2.3%	7.6%	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)	_	Rent Growth (%)	Trailing 1-Year Total Return (%)			Transaction Volume (\$ Mil)		(%) Pate (%)
30,000		ω	% 25%			4,000		Cap hate (%) 6.5%
25,000	<		6% 20%			3,500		90.9
	<		15%			3.000		
20,000			4% 10%					2.5%
			// %C %C			2,500		%0 '5
15,000					1	2,000	/	
			%0 %0			, t		4.5%
10,000			-2%			1,500		
			-2% 10%			1,000		4.0%
000 1			200					6
			-4%-15%			200		3.5%
			-6%-20%			0		3.0%
			2008 2010 2012	2014	2016 2018	2008 2010 2012	2014 2016	2018
Completions	otion							
<u>.</u> _	ent Gr		Dallas Apartment Returns	—U.S. Apar	—U.S. Apartment Returns	Sales Transactions (\$50M+) —Dallas NCREIF Cap Rate —U.S. Cap Rate	<b>–</b> Dallas NCREIF Cap Ra	e —U.S. Cap Rate





## Windsor Turtle Creek Dallas, TX

#### HOLD SELL ANALYSIS ASSUMPTIONS

PERFORMANCE METRICS

PROPERTY DATA			
Analysis Start Date	6/30/2019	Acquisition Date	10/1/2018
Year Built	2018	Acquisition Price	\$59,400,000
Date Acquired	10/1/2018	Per Unit	\$286,957
Units	207	Appraisal Date	6/30/2019
Total SF	181,686	Appraisal Value	\$60,700,000
Avg SF/unit	878	Per Unit	\$293,237

DEBT SNAPSHOT			
	<u>Loan</u>	<u>Ref 1</u>	<u>Ref 2</u>
Loan Amount	\$18,468,552		
LTV	35.0%		
DSCR - At Financing	#N/A		
Interest Only	Yes		
Interest Rate	3.60%		
Prepayment	n/a		
Refinance	n/a		

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		REVERSION	ASSUMPTIONS
Sale Year	Yr 10.00	Sale Price Yr 10	\$74,086,018
Exit Cap Yr 10	4.50%	Sale Price/Unit	\$357,903
NOI (less reserves)	\$3,333,871	Cost of Sale: 1%	\$740,860

Equilibrium Value	\$60,303,300			METRICS
Per Unit	\$291,320		Cash Flow	Reversion Value
Unlevered IRR	5.70%	Components of Benefit Stream	23.7%	76.3%
Levered IRR	6.50%			Equilibrium Value
Imputed Entry Cap	3.38%	Compounded Growth to Reversion		2.08%
Equity Multiple	1.74x			
Appraised Value	\$60,700,000		COMMENTS/SCE	NARIO SUMMARY
Per Unit	\$202 227			

=40.00		
Appraised Value	\$60,700,000	COMMENTS/SCENARIO S
Per Unit	\$293,237	
Unlevered IRR	5.62%	
Levered IRR	6.39%	
Imputed Entry Cap	3.36%	
Equity Multiple	1.73x	
	·	

SENSITIVITY ANALYSIS OF UNLEVERED RETURNS - EQUILIBRIUM VALUE AND EXIT CAP RATE													
Imputed Entry Cap*	3.76%	3.66%	3.56%	3.47%	3.38%	3.30%	3.22%	3.15%	3.08%	3.36%			
Exit Cap Rate	- 10.00% \$54,272,970	- 7.50% \$55,780,553	- 5.00% \$57,288,135	- 2.50% \$58,795,718	Equilibrium \$60,303,300	+ 2.50% \$61,810,883	+ 5.00% \$63,318,465	+ 7.50% \$64,826,048	+ 10.00% \$66,333,630	Appraisal \$60,700,000			
3.50%	9.22%	8.87%	8.54%	8.21%	7.90%	7.59%	7.29%	7.00%	6.72%	7.81%			
3.75%	8.60%	8.26%	7.92%	7.60%	7.28%	6.98%	6.68%	6.39%	6.11%	7.20%			
4.00%	8.03%	7.69%	7.35%	7.03%	6.71%	6.41%	6.11%	5.83%	5.55%	6.63%			
4.25%	7.51%	7.16%	6.83%	6.50%	6.19%	5.88%	5.59%	5.30%	5.02%	6.11%			
4.50%	7.01%	6.67%	6.34%	6.01%	5.70%	5.40%	5.10%	4.81%	4.54%	5.62%			
4.75%	6.56%	6.21%	5.88%	5.56%	5.24%	4.94%	4.65%	4.36%	4.08%	5.16%			
5.00%	6.13%	5.78%	5.45%	5.13%	4.82%	4.51%	4.22%	3.93%	3.65%	4.73%			
5.25%	5.72%	5.38%	5.05%	4.73%	4.41%	4.11%	3.82%	3.53%	3.25%	4.33%			
5.50%	5.34%	5.00%	4.67%	4.35%	4.03%	3.73%	3.44%	3.15%	2.88%	3.95%			

<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*	3.76%	3.66%	3.56%	3.47%	3.38%	3.30%	3.22%	3.15%	3.08%	3.36%			
Exit Cap Rate	- 10.00% \$54,272,970	- 7.50% \$55,780,553	- 5.00% \$57,288,135	- 2.50% \$58,795,718	Equilibrium \$60,303,300	+ 2.50% \$61,810,883	+ 5.00% \$63,318,465	+ 7.50% \$64,826,048	+ 10.00% \$66,333,630	Appraisal \$60,700,000			
3.50%	11.35%	10.82%	10.31%	9.83%	9.36%	8.92%	8.50%	8.09%	7.70%	9.25%			
3.75%	10.56%	10.03%	9.52%	9.04%	8.58%	8.14%	7.72%	7.31%	6.92%	8.46%			
4.00%	9.82%	9.29%	8.78%	8.30%	7.85%	7.41%	6.98%	6.58%	6.19%	7.73%			
4.25%	9.12%	8.59%	8.09%	7.61%	7.15%	6.72%	6.30%	5.89%	5.50%	7.04%			
4.50%	8.47%	7.94%	7.44%	6.96%	6.50%	6.07%	5.65%	5.24%	4.86%	6.39%			
4.75%	7.85%	7.32%	6.82%	6.34%	5.89%	5.45%	5.03%	4.63%	4.24%	5.77%			
5.00%	7.26%	6.73%	6.23%	5.75%	5.30%	4.86%	4.44%	4.04%	3.66%	5.18%			
5.25%	6.69%	6.17%	5.67%	5.19%	4.74%	4.30%	3.89%	3.48%	3.10%	4.62%			
5.50%	6.15%	5.63%	5.13%	4.66%	4.20%	3.77%	3.35%	2.95%	2.57%	4.09%			

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

SUMMARY OF RETURNS BY ANALYSIS TYPE												
			Sell Hol	d Returns	Inception to Date							
Analysis Type	Value		Value Unlevered Return Levered Re		Unlevered Return	Levered Return						
Appraised Value	\$ 60,700,000		5.62%	6.39%								
Equilibrium Value	\$	60,303,300	5.70%	6.50%								

### Windsor Turtle Creek Dallas, TX

GROWTH RATES														
			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
Rent Growth			7.12%	40.96%	3.50%	3.50%	3.50%	3.50%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
Other Income Growth			16.34%	133.19%	3.50%	3.50%	3.50%	3.50%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
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%
Vacancy Rate			4.76%	4.88%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%
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%
Concession Rate			0.60%	4.00%	2.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
General Expenses Growth			6.11%	34.12%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Real Estate Taxes Growth			7.90%	52.02%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Property Management Fee			3.24%	3.20%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
OPERATING PROJECTIONS														
				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
	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
NET POTENTIAL INCOME	-	3,359,649	4,592,577	4,735,806	4,901,559	5,073,114	5,250,673	5,434,446	5,611,066	5,793,425	5,981,711	6,176,117	6,376,841	6,584,088
Net Potential Income Growth				40.96%	3.50%	3.50%	3.50%	3.50%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
			Running Average	40.96%	22.23%	15.99%	12.87%	10.99%	9.70%	8.78%	8.09%	7.55%	7.12%	
Vacancy	-	(307,695)	(262,392)	(231,176)	(232,824)	(240,973)	(249,407)	(258,136)	(266,526)	(275,188)	(284,131)	(293,366)	(302,900)	(312,744)
Rent Concessions	-	(118,093)	(191,290)	(177,115)	(91,786)	-	-	-	-	-	-	-	-	-
Bad Debts	-	(3,171)	(4,591)	(7,104)	(4,589)	(4,750)	(4,916)	(5,088)	(5,254)	(5,424)	(5,601)	(5,783)	(5,971)	(6,165)
NET APARTMENT RENTAL INCOME	-	2,875,562	4,058,843	4,243,647	4,492,909	4,745,159	4,911,239	5,083,133	5,248,335	5,418,905	5,595,020	5,776,858	5,964,606	6,158,456
Net Apartment Rental Income Growth				47.58%	5.87%	5.61%	3.50%	3.50%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
			Running Average	47.58%	26.73%	19.69%	15.64%	13.21%	11.55%	10.37%	9.48%	8.78%	8.23%	
Total Other Income	-	198,442	328,428	462,742	478,938	495,701	513,050	531,007	548,265	566,084	584,481	603,477	623,090	643,340
TOTAL INCOME	-	3,074,004	4,387,271	4,706,389	4,971,847	5,240,860	5,424,290	5,614,140	5,796,600	5,984,989	6,179,501	6,380,335	6,587,696	6,801,796
Total Income Growth				53.10%	5.64%	5.41%	3.50%	3.50%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
		ı	Running Average	53.10%	29.37%	21.38%	16.91%	14.23%	12.40%	11.09%	10.11%	9.35%	8.74%	
TOTAL CONTROLLABLE EXPENSES	-	648,183	857,809	846,048	768,774	791,838	815,593	840,060	865,262	891,220	917,957	945,495	973,860	1,003,076
Total Controllable Expense Growth				30.53%	-9.13%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
TOTAL ORSE ATING SYPENSES			Running Average	30.53%	10.70%	8.13%	6.85%	6.08%	5.57%	5.20%	4.92%	4.71%	4.54%	2 200 277
TOTAL OPERATING EXPENSES	-	1,823,827	2,563,397	2,614,320	2,596,736	2,678,533	2,759,741	2,843,414	2,929,173	3,017,519	3,108,531	3,202,289	3,298,876	3,398,377
Total Operating Expense Growth				43.34%	-0.67%	3.15%	3.03%	3.03%	3.02%	3.02%	3.02%	3.02%	3.02%	3.02%
			Running Average	43.34%	21.33%	15.27%	12.21%	10.38%	9.15%	8.27%	7.62%	7.11%	6.70%	
			ng Expense Ratio	55.55%	52.23%	51.11%	50.88%	50.65%	50.53%	50.42%	50.30%	50.19%	50.08%	
NET OPERATING INCOME  NOI Growth	-	1,250,177	1,823,874	<b>2,092,069</b> 67.34%	<b>2,375,111</b> 13.53%	<b>2,562,327</b> 7.88%	<b>2,664,549</b> 3.99%	<b>2,770,726</b> 3.98%	<b>2,867,427</b> 3.49%	<b>2,967,470</b> 3.49%	<b>3,070,970</b> 3.49%	<b>3,178,046</b> 3.49%	3,288,820 3.49%	<b>3,403,419</b> 3.48%
NOI GIOWIII		,	0			29.58%	23.19%			14.82%			11.42%	5.46%
7 Year Capex Value			Running Average	67.34% 428,800	40.44% 141.800	124,100	156,700	19.35% 347,600	16.70% 138.300	142.449	13.40% 146,722	12.30% 151,124	155,658	
Asset Management Fee				202,792	208,076	213,526	218,093	222,794	227,631	232,609	237,732	243,002	250,292	-
Replacement Reserves (Per Unit)				250	258	265	273	281	290	299	307	317	326	336
CASHFLOW AFTER CAPITAL & FEES				1,460,477	2,025,235	2,224,700	2,289,756	2,200,332	2,501,495	2,592,412	2,686,516	2,783,920	2,882,870	-
Debt Service				664,868	664,868	664,868	664,868	664,868	664,868	664,868	664,868	664,868	664,868	-
Debt Service Coverage Ratio Average				3.15x	3.57x	3.85x	4.01x	4.17x	4.31x	4.46x	4.62x	4.78x	4.95x	
CASHFLOW AFTER DEBT SERVICE				795,609	1,360,367	1,559,832	1,624,888	1,535,464	1,836,628	1,927,544	2,021,648	2,119,052	2,218,002	-
Exit Cap				4.00%	4.06%	4.11%	4.17%	4.22%	4.28%	4.33%	4.39%	4.44%	4.50%	4.50%
Refinance Proceeds				-	-	-	-	-	-	-	-	-	-	-
Sale Proceeds				=	-	-	-	-	-	-	-	-	74,086,018	-
Less Cost of Sale				-	-	-	-	-	-	-	-	-	(740,860)	-
Less Outstanding Mortgage				-	-	-	-	-	-	-	-	-	(18,468,552)	-
NET PROCEEDS				-	-	-	-	-	-	-	-	-	54,876,607	-
Unlevered IRR Cash Flow				1,460,477	2,025,235	2,224,700	2,289,756	2,200,332	2,501,495	2,592,412	2,686,516	2,783,920	76,228,028	-
Levered IRR Cash Flow				795,609	1,360,367	1,559,832	1,624,888	1,535,464	1,836,628	1,927,544	2,021,648	2,119,052	57,094,609	-