

EXECUTIVE SUMMARY: OPERATIONS, SUPPORT VALUES, INVESTMENT RETURNS

Date of Analysis: **7/2/23**
 Investment Analysis Prepared By: **Prudent Broker**

Property Name: **Sample Commercial Bldg**
 Property Address: **100 Anywhere Street**
 City/State/Zip Code: **City, State, 11111**
 Tax Identification Number: **2468A 001**

Asking Price: **\$2,500,000** Per Unit: **\$125,000**
 Asking Price CAP RATE: **8.00%** Quoted NOI: **\$200,100**

Total HVAC Sq. Footage: **26,000** Avg. Rent/SF: **\$13.85**
 Aux. Sq. Feet: **1,600** Avg Rent/Unit: **\$1,500**
 Total Units: **20**



Reconstructed Current Operating (RCO) Statement:

Lease Type: Full Service / Gross Lease	Annual:	Per Unit:
Potential Gross Income:	\$395,520	\$19,776
Economic Losses:	\$35,770	\$1,788
Additional Income:	<u>\$19,875</u>	<u>\$994</u>
Total Effective Income:	\$379,625	\$18,981
Expenses: 41.19%		
Administrative 2.03%	\$7,697	\$385
Operational 9.34%	\$35,470	\$1,774
Management 5.00%	\$18,981	\$949
Taxes 3.37%	\$12,800	\$640
Insurance 2.32%	\$8,800	\$440
Personnel / Payroll 16.09%	\$61,100	\$3,055
Reserves 3.03%	\$11,502	\$575
Reconstructed NOI:	58.81%	\$223,275

Investor Assumptions To Achieve Desired Minimal Returns:

Price found that achieves desired returns!			
Price to Achieve Returns:	\$2,242,000	Acquisition Price/Unit:	\$112,100
Amount of New Financing:	\$1,624,700	Acquisition CAP RATE:	9.96%
PIP Financed in Above:	\$55,300	Blended Interest Rate:	6.75%
Est. Closing Costs:	\$47,524	Interest Only (Yrs.):	0
Equity Investor Participatio	\$0	Loan to Value Ratio:	70.00%
General Partner Equity:	\$701,876	Term (Yrs.)	25
Broker Participation:	\$0	Balloon Pymt (Yrs.):	10
Prorated Credits:	\$11,648	Monthly P & I Pymt:	\$11,225
Preferential (Partner / Equity Investor) Financing: No			
Equity Participation:	0.00%	% of Cash Flows:	0.00%
% Equity Return:	0.00%	Preferential Interest:	0.00%

Range of Property Value Following Improvements (PIP):

Description:	Value:	CAP RATE:
Lender Financing Guidelines:	\$2,242,000	9.96%
Capitalization Rate	\$2,790,900	8.00%
Gross Rent Multiplier	\$2,340,000	9.54%
Income Approach to Value:	\$2,737,000	8.16%
Weighted Value of Methodologies:	\$2,512,300	8.89%
Est. Property Value Including PIP:	\$2,321,000	9.62%

Key Analytics Based on Assumed Price and Financing (if any):

Year:	1	2	3	4	5
NOI:	\$223,275	\$213,178	\$220,835	\$228,745	\$236,916
DCR:	1.66	1.58	1.64	1.70	1.76
Debt Svc:	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703
CFBT:	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214
CFAT:	\$57,087	\$50,268	\$54,141	\$58,113	\$62,188
LTV:	70.00%	67.70%	66.42%	65.06%	63.61%
CBE Ratio:	73.71%	77.38%	76.17%	75.00%	73.85%

Snapshot of Other Value Ranges and Returns Based On Financing, Income, and Operational Expenses:

Price:	Total Investment:	Purchase Cap Rate:	Equity Div. Rate (EDR):	(IRR):
Investor's Desired Minimal:				
		11.00%	18.00%	
\$2,500,000	\$781,287	8.93%	9.59%	22.71%
\$2,375,000	\$742,603	9.40%	11.06%	25.94%
\$2,250,000	\$703,918	9.92%	12.70%	29.29%
\$2,125,000	\$665,233	10.51%	14.53%	32.79%

Resulting Property Metrics:

	5 Yrs.	10 Yrs.
Resale Value:	\$3,486,056	\$4,149,523
Gross Rent Multiplier:	8.81	8.04
Resale Cap Rate:	6.80%	6.80%
Residual:	\$1,767,325	\$2,597,258
Average EDR:	12.81%	15.57%
IRR:	29.49%	22.95%
(NPV) based on Assumptions:	\$863,975	\$1,311,110
Return on Assets (ROA):	95.28%	158.61%

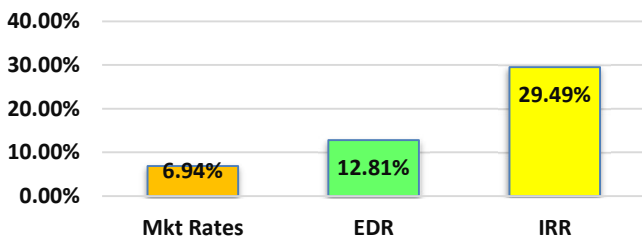
Cash-On-Cash (EDR) Based On Reconstructed Operating Stmt and Financing:

Years:	1	2	3	4	5
EDR =	12.62%	11.18%	12.27%	13.40%	14.56%

5 Yr Investment Return:

	General Partner:	Equity Investor:
Investment % - Amount:	100.00% \$701,876	0.00% \$0
Returns <u>above</u> Investment:	\$2,216,760	\$0
Earnings Multiple:	3.16	0.00
Average EDR:	12.81%	0.00%
IRR:	29.49%	0.00%
ROI (Avg Annual Return on Investment):	63.17%	0.00%

Performance



General Information

Property Name: Sample Commercial Bldg
Property Address: 100 Anywhere Street
 City, State, 11111
Tax Parcel Number: 2468A 001
Total Acreage: 3
Year Built (Four Digit Year Only): 2006
Total Buildings: 1 **Total Units:** 20
Property Type: Class B
Property Style: Executive Suites

Date: 7/2/2023
Prepared For: Prospect 1
Contact Phone Number: 000-000-0000

Prepared By: Prudent Broker
Broker/Associate License #: BK 3123456
Company Name: Real Property Brokers
Address: 1200 Anywhere Street
 City, State, 11112
 000-000-0000

Condition: Very Good
Lease Type: Full Service / Gross Lease

Asking Price: \$2,500,000
Asking Price CAP Rate: 8.00%
Assumed Asking Price Per Unit: \$125,000
Assumed Asking Price Per Sq. Ft: \$96.15
Last Known Net Operating Income: * \$200,100
Use Seller's Profit & Loss Statements? Yes

Year Last Purchased: 2012
Last Purchase Price by Owner: \$1,250,000
Purchased Price Per Unit by Owner: \$62,500

County Property Assessor / Appraiser Assessments:

Land:	\$375,000
Improvements:	\$1,300,000
Total:	\$1,675,000
Total Per Unit:	\$83,750
Land to Value Ratio:	22.39%

Total Heated & Cooled Sq. Feet:	26,000
Total Auxillary Sq. Feet:	1,600

Property Appraiser or Private Sector Appraiser:

CAP Rate Range for Similar Properties:	8.00%
Use Gross Rent Multiplier (GRM)?	Yes
Gross Rent Multiplier number:	6.5

Tax Collector's Office:

Current Real Estate Taxes:	\$12,800
Current Millege Rate:	18.909
% Market Value by P.A. for Taxation:	85.00%
Estimated Real Estate Taxes:	\$36,035

Contemplated Transaction Type? Value Add
Total Units Being Upgraded: 20
Are Property Improvements to be Financed? Yes
Note: Requires New Financing

Investor Minimal Desired Returns:

Cash On Cash (Equity Dividend Return EDR):	11.00%
Internal Rate of Return or IRR:	18.00%



Estimated Property Improvements Requirement based on Physical Observation and/or Vendor Quotes:

Exterior Painting:	\$	20,000
Interior Painting:	\$	20,000
Electrical and Plumbing Upgrades:	\$	-
Flooring (Carpert, Wood, Tile, Synthetic Vinyl)	\$	12,000
Windows and Doors	\$	-
Roofing:	\$	-
Landscaping:	\$	7,500
Pavement or Other:	\$	4,500

Upgrade Cost Per Unit: \$750 **\$15,000**
Total of Estimated Property Improvements: **\$79,000**

Months to Achieve Renovations: **12**

Planned Sq. Ft. Rent Increases (per-unit): **\$1**

Investment Analysis: Input Data for Property Mix and Income

Property Name: Sample Commercial Bl...
 Property Address: 100 Anywhere Street
 City, State, 11111

Date: 7/2/2023
 Prepared For: Prospect 1
 Prepared By: Prudent Broker

Notes:

Property Mix / Income

Building #	# Units:	Sq. Footage per Unit:	Avg. Contract Rent / Unit:	Avg. Market Rent / Unit:	Monthly:	Annual:
1	20	1,300	\$ 1,500	\$ 1,600	\$ 32,000	\$ 384,000
Totals:	20	26,000	\$ 30,000	\$ 32,000	\$ 32,000	\$ 384,000
			Avg. Rents / Unit:	\$1,500	\$1,600	
			Avg. Rents / Sq. Foot:	\$ 13.85	\$ 14.77	

Projected Vacancy Allowance

Percentage: 5.00%

Projected Rates of Inflation

Income: 3.00%

Expenses: 2.50%

Equity Participation Considerations

Preferential Financing?	No	Annual Distribution of Cash Flows?	No
% of Equity Participation:	0.00%	% of Cash Flows to Investor:	0.00%
<i>(investor percentage of total equity)</i>		Equity Investor Interest Upon Resale?	No
Preferential Financing Rate:	0.00%	% of Equity Return to Investor:	0.00%

Broker Equity Participation? No

% Commission to Equity Investment: -

Property Name: Sample Commercial Bl...
 Property Address: 100 Anywhere Street City, State, 11111

Prepared For: Prospect 1
 Prepared By: Prudent Broker

Notes:	Financing Type:	New Financing - Existing 1st Mortgage		
	Existing Mortgage Information (if known):	Existing	No	
	Original Mortgage Amount:	1st Mtg:	2nd Mtg:	
	Interest Rate:	\$840,000	-	
	Principal and Interest Payment:	8.000%	-	
	Original Term in Months:	\$7,026	-	
	20 Year Term	240	-	
	Balloon Term in Months:	240	-	
	20 Years	120	-	
	Mths from Origination at Closing	\$184.11	-	
	Effective Daily Interest:	0.10037	-	
	Mortgage Constant	\$260,899	-	
	Principal Reduction Based On Original Balloon Date:	\$579,101	\$0	
	Mortgage Balance at time of Acquisition Closing:	\$260,899	\$0	
	Principal Reduction at time of Acquisition Closing:			
	Proposed New Financing:			
	Interest Only (I/O) Years:	0	1st Mtg:	2nd Mtg:
	Lender Allowed Debt Coverage Ratio:		1.25	0.00
	Lender Allowed Loan to Value:		70.00%	0.00%
	Financing:		\$1,624,700	\$0
	Interest Rate:		6.75%	0.00%
	Term in Months:	25 Year Term	300	0
	Balloon Payment:	10 Year Balloon	120	0
	Mthly Pymt lower of DCR or LTV:		\$11,225	\$0
	Resulting Finance Amounts:		\$1,624,700	\$0
	Interest Rate:		6.75%	0.00%
	No Financing:	25 Year Term	300	0
	Principal & Interest or Interest Only:		\$11,225	\$0
	Daily Interest:		\$298.30	\$0.00
	Mortgage Constant:		0.08291	0.00000
	Purchaser's Principal Balance at End of 5-Year Hold Period:			
	Principal Reduction Yrs 1 - 5:		\$148,402	\$0
	Principal Remaining:		\$1,476,298	\$0
	Purchaser's Principal Balance at End of 10-Year Hold Period:			
	Principal Reduction Yrs 6-10:		\$207,780	\$0
	Principal Remaining:		\$1,268,518	\$0

The cost of capital is not only on the debt being paid, but on the equity as well. The opportunity costs are detailed in this section.

High performing REIT with proven track record BETA between "Fund" and Stock Market Returns

The weighted cost of capital includes the percentage of equity and debt financing attributable to the investment at their respective costs. This weighted cost of capital is the Discount Rate or Minimal Required Rate of Return to the investor when adjusted for inflation. It is sometimes used to discount back anticipated cash flows and the residual (future proceeds from sale) to determine a supportable value for the investment.

Financing Costs (Formulating the Discount Rate)

Cost of Equity:

Safe ("Risk-Free" Rate)	https://www.treasury.gov/resource-center/data-chart-center/interest-rates/Pages/TextView.aspx?data=yield	3.32%
20-year US T-Bill		
Equity Risk Premium	https://investor.vanguard.com/mutual-funds/profile/performance/vgsix	6.94%
Ex: Vanguard 10-year REIT		
Beta (36-month volatility index)	https://investor.vanguard.com/mutual-funds/profile/portfolio/vgsix	0.95
Cost for Non-Liquidity		3.44%
Cost of Management		0.12%
		2.00%
	Equity Cost:	8.88%

Cost of Debt Financing (the average after-tax interest rate.)	Investor's		After-Tax Cost of Debt:
	Interest Rate:	Tax Rate:	
	6.75%	39.50%	4.08%
	Percentage:		Effective Financing Rate
Debt	72.47%		4.08%
Equity	27.53%		2.44%
	Weighted Cost of Capital:		6.53%

Property Name: Sample Commercial Bl...
 Property Address: 100 Anywhere Street

City, State, 11111

Prepared For: Prospect 1
 Prepared By: Prudent Broker

Notes:

Reserves for Replacements must be accounted within operations otherwise it will be deducted out of the resale price by any new buyer noting deferred maintenance. This may result in a lower "reversion value" in the Income Approach to Value Analysis applying the Discounted Cash Flow Technique. Further, Yields and Internal Rate of Return could end up irregular in a given year if reserves are not accounted for annually; "stabilized" so that no year absorbs the entire cost of replacement. Components are inspected by the physical observation method for all units of a given property to determine the estimated value and remaining life of unit components. Appraisers use "Benchmark" costs which can meet lender "underwriter's" requirements based on style and age.

Anticipated Future-Year Cash Infusions:

Year:	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>
Cash Infusions:	\$0	\$0	\$0	\$0	\$0

Anticipated Resale of Excess Property, if any:

Year:	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>
Out Parcels:	\$0	\$0	\$0	\$0	\$0

Estimated Reserves for Replacement:

Roofing Reserves:

Est Remaining Life	15
Roofing Cost / Sq.	\$ 260
Annual Reserve:	\$ 5,502

Unit Reserves:

Type Units:	# Units:	Benchmark:	Reserves:
Cap "X"	20	\$ 300	\$ 6,000

Total Roofing and Unit Reserves: \$ 11,502

While it is agreed that not all replacements per unit will be required at the same time or estimated economic life span of a reserve component, the benchmark cost per unit may have to be explained or "justified"; achieved with a line item format in the Reconstructed Operating Statement if required by a lender.

Tax Considerations:

Straight Line Depreciation:	39.00
Investors Est. Income Bracket:	39.50%
Anticipated Capital Gains Rate:	20.00%
Federal Recapture Rate:	25.00%

Capitalization and Discount Rates:

Assumed CAP RATE at time of Resale:	7.00%
Investor's Discount Rate:	8.39%

Purchase Closing Assumptions and Considerations:

Projected Closing Date:	10/31/2023	Broker Commissions being Paid By:	Seller
Day of Year of Closing:	304	% Commission Paid by Buyer:	0.00%
Day of Month for Closing:	31	% Commission Paid by Seller:	5.00%
Earnest Money Deposit:	\$20,000	Co-Brokerage Agreement?	Yes
Months of Escrow:	0	% Commission to Selling Broker:	50.00%
Annual Association Fees:	\$0	% Commission to Listing Broker:	50.00%
CAM Fees	\$0		

Estimated Buyer's Closing Costs:

Working Capital:	\$25,000
Application Fees:	\$4,500
Appraisal Fee:	\$3,500
Attorney Fees:	\$8,400
State Tax on Mtg (per \$1.00):	0.0035
State Tax on Note (per \$1.00):	0.0020
Loan Origination Points:	-
Discount Points on Mortgage:	-
Hazard/Liability Insurance:	\$8,800
Survey:	\$2,500
Other Third Party Reports:	\$3,400
Estimated Title Insurance:	\$12,766
Real Estate Commission N/A	0.00%
Consulting / Asset Mgt Fees:	0.00%
Brokerage-resale in Yrs 5 & 10:	5.00%
Defeasance Fee at Purchase:	\$0
Defeasance Fee at Resale:	\$0

Estimated Seller's Closing Costs (Negotiable):

Attorney Fees:	\$2,500
State Documentary Fees Rate:	0.007
Termite Report / Bldg.	\$450
Repairs & Replacements:	\$0
Title Insurance:	\$0
Survey	\$0
Brokerage Selling Commission:	5.00%
Credit to Buyer Closing Costs:	0.00%
Property Warranty Fee:	\$0
Defeasance Fee, if applicable:	\$0

Reconstructed Operating Statement

Property Name:	Sample Commercial Bl...	Date:	7/2/2023	Number of Buildings:	1
Property Address:	100 Anywhere Street	Prepared For:	Prospect 1	Number of Units:	20
	City, State, 11111	Prepared By:	Prudent Broker	Lease Type:	Full Service / Gross Lease
Tax Parcel Number:	2468A 001	Company:	Real Property Brokers	Total Square Feet:	26,000
P & L Stmt from Seller:	Yes	Price to Achieve Returns:	\$2,242,000	Auxillary Square Feet:	1,600

	Monthly:	Annual:	% Total:	Per Unit:
Gross Market Rents:	\$ 32,000	\$ 384,000	100.00%	\$ 19,200
Losses to Lease	\$ 2,000	\$ 24,000	6.25%	\$ 1,200
Gross Potential Rents:	\$ 30,000	\$ 360,000	93.75%	\$ 18,000
Less Economic Losses:				
Vacancy	\$ 1,600	\$ 19,200	5.00%	\$ 960
Bad Debt and Collection Loss	\$ 17	\$ 200	0.05%	\$ 10
Concessions				
Down Units	\$ -	\$ -	0.00%	\$ -
New Leases	\$ -	\$ -	0.00%	\$ -
Prorated Leases	\$ -	\$ -	0.00%	\$ -
Renewals	\$ -	\$ -	0.00%	\$ -
Miscellaneous	\$ 8	\$ 100	0.03%	\$ 5
Subtotal of Economic Losses:	\$ 1,625	\$ 19,500	5.08%	\$ 975
Adjusted Gross Potential Income:	\$ 28,375	\$ 340,500	88.67%	\$ 17,025
Other Income:				
Accelerated Rent	\$ -	\$ -	0.00%	\$ -
Administrative Fees	\$ 83	\$ 1,000	0.29%	\$ 50
Application Fees	\$ 21	\$ 250	0.07%	\$ 13
Bad Debt Recovery	\$ -	\$ -	0.00%	\$ -
Cable TV Revenue	\$ -	\$ -	0.00%	\$ -
Carport/Garages/Parking Income	\$ -	\$ -	0.00%	\$ -
Common Area Maintenance Fees (CAM)	\$ -	\$ -	0.00%	\$ -
Damages Income	\$ 25	\$ 300	0.09%	\$ 15
Forfeited Security Fees	\$ -	\$ -	0.00%	\$ -
Furniture Income	\$ -	\$ -	0.00%	\$ -
Insurance Income	\$ -	\$ -	0.00%	\$ -
Interest Income	\$ -	\$ -	0.00%	\$ -
Key & Access Card Income	\$ -	\$ -	0.00%	\$ -
Late Charges	\$ 6	\$ 75	0.02%	\$ 4
Legal & Collections	\$ 21	\$ 250	0.07%	\$ 13
Miscellaneous Income	\$ -	\$ -	0.00%	\$ -
Month-to-Month Fees	\$ -	\$ -	0.00%	\$ -
NSF Check Fees	\$ -	\$ -	0.00%	\$ -
Other	\$ -	\$ -	0.00%	\$ -
Other	\$ -	\$ -	0.00%	\$ -
Parking	\$ -	\$ -	0.00%	\$ -
Premium View	\$ -	\$ -	0.00%	\$ -
Relet Fee	\$ -	\$ -	0.00%	\$ -
Reservation Fee	\$ -	\$ -	0.00%	\$ -
Sub Lease Fees	\$ -	\$ -	0.00%	\$ -
Termination Fees	\$ -	\$ -	0.00%	\$ -
Transfer Fee	\$ -	\$ -	0.00%	\$ -
Trash Removal Fees	\$ -	\$ -	0.00%	\$ -
Unit Upgrade Income	\$ -	\$ -	0.00%	\$ -
Utilities - Electricity	\$ 1,500	\$ 18,000	5.29%	\$ 900
Utilities - Trash	\$ -	\$ -	0.00%	\$ -
Utilities - Water	\$ -	\$ -	0.00%	\$ -
Vending Income	\$ -	\$ -	0.00%	\$ -
Subtotal of Other Income:	\$ 1,656	\$ 19,875	5.84%	\$ 994
Total Effective Income:	\$ 30,031	\$ 360,375	94.51%	\$ 18,019
Total Effective Income Per Unit:				\$ 1,502

Reconstructed Operating Statement:

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Property Name:	Sample Commercial Bl...	Date:	7/2/2023	Number of Buildings:	1
Property Address:	100 Anywhere Street City, State, 11111	Prepared For:	Prospect 1	Number of Units:	20
Tax Parcel Number:	2468A 001	Prepared By:	Prudent Broker	Lease Type:	Full Service / Gross Lease
		Company Name:	Real Property Brokers	Total Square Feet:	26,000

Less Operating Expenses:

Administrative Expenses:

\$ 7,697 2.14%

\$ 385

Accounting (In-House Accounting / Bookkeeping)	\$	200	\$	2,400	0.67%	\$	120
Bank Charge / Fees	\$	7	\$	82	0.02%	\$	4
Collection & Eviction Processing	\$	-	\$	-	0.00%	\$	-
Data Processing / Computer Expense	\$	158	\$	1,900	0.53%	\$	95
Equipment & Supplies	\$	100	\$	1,200	0.33%	\$	60
Legal	\$	-	\$	-	0.00%	\$	-
Legal - Billed to Resident	\$	-	\$	-	0.00%	\$	-
Licenses, Fees & Permits	\$	12	\$	145	0.04%	\$	7
Miscellaneous	\$	-	\$	-	0.00%	\$	-
Postage & Delivery	\$	4	\$	50	0.01%	\$	3
Printing/Copies/Film	\$	17	\$	200	0.06%	\$	10
Rent	\$	-	\$	-	0.00%	\$	-
Supplies	\$	-	\$	-	0.00%	\$	-
Tenant Payment Processing Fees	\$	58	\$	700	0.19%	\$	35
Tenant Screening	\$	6	\$	70	0.02%	\$	4
Telephone	\$	-	\$	-	0.00%	\$	-
Telephone - Cell Phones	\$	-	\$	-	0.00%	\$	-
Telephone - Answering Service	\$	70	\$	840	0.23%	\$	42
Training & Seminars	\$	-	\$	-	0.00%	\$	-
Travel	\$	-	\$	-	0.00%	\$	-
Travel - Meals	\$	-	\$	-	0.00%	\$	-
Travel - Mileage	\$	9	\$	110	0.03%	\$	6
Uniforms	\$	-	\$	-	0.00%	\$	-

Operational Expenses:

\$ 75,089 20.84%

\$ 29,775

Common Area Maintenance (CAM):

\$ - \$ - 0.00% \$ -

Contract Services:

Accounting (State or Federal Income Tax Preparation)	\$	125	\$	1,500	0.42%	\$	75
Alarm Monitoring for Intrusion / Fire	\$	140	\$	1,680	0.47%	\$	84
Cable Television and Internet	\$	183	\$	2,200	0.61%	\$	110
Cleaning and/or Janitorial	\$	700	\$	8,400	2.33%	\$	420
Landscape Maintenance	\$	200	\$	2,400	0.67%	\$	120
Other	\$	-	\$	-	0.00%	\$	-
Pest Control and Exterminating	\$	50	\$	600	0.17%	\$	30
Trash Removal	\$	25	\$	300	0.08%	\$	15

Non-Contract Services Operational Expenses:

Insurance	\$	733	\$	8,800	2.44%	\$	440	
Landscaping and Ground Maintenance	\$	-	\$	-	0.00%	\$	-	
Lease Fees	\$	-	\$	-	0.00%	\$	-	
Licenses & Permits	\$	-	\$	-	0.00%	\$	-	
Make-Ready Services					0.00%		-	
Carpet Cleaning and Repair	\$	313	\$	3,750	1.04%	\$	188	
Cleaning	\$	100	\$	1,200	0.33%	\$	60	
Interior Repairs	\$	38	\$	450	0.12%	\$	23	
Painting	\$	150	\$	1,800	0.50%	\$	90	
Make Ready Supplies					0.00%		-	
Cleaning	\$	-	\$	-	0.00%	\$	-	
Painting	\$	-	\$	-	0.00%	\$	-	
Sheetrock / Plaster	\$	-	\$	-	0.00%	\$	-	
Management Fees		5.00%	\$ 1,502	\$	18,019	5.00%	\$	901
Marketing					0.00%		-	
Print, Publications, Brochures	\$	-	\$	-	0.00%	\$	-	
Signs	\$	17	\$	200	0.06%	\$	10	
Tenant Relations	\$	83	\$	1,000	0.28%	\$	50	
Web Site Design, Website, Internet Advertising	\$	-	\$	-	0.00%	\$	-	
Miscellaneous	\$	-	\$	-	0.00%	\$	-	
Professional Fees	\$	-	\$	-	0.00%	\$	-	

Reconstructed Operating Statement:

Property Name:	Sample Commercial Bl...	Date:	7/2/2023	Number of Buildings:	1
Property Address:	100 Anywhere Street City, State, 11111	Prepared For:	Prospect 1	Number of Units:	20
Tax Parcel Number:	2468A 001	Prepared By:	Prudent Broker	Lease Type:	Full Service / Gross Lease
		Company Name:	Real Property Brokers	Total Square Feet:	26,000

Operating Expenses (continued)

Repairs and Maintenance:

Alarm and Access Systems	\$ 125	\$ 1,500	0.42%	\$ 75
Appliances	\$ 48	\$ 575	0.16%	\$ 29
Blinds	\$ 50	\$ 600	0.17%	\$ 30
Building Interior	\$ -	\$ -	0.00%	\$ -
Building Exterior	\$ -	\$ -	0.00%	\$ -
Cabinets	\$ -	\$ -	0.00%	\$ -
Carpet, Vinyl, Tile	\$ 250	\$ 3,000	0.83%	\$ 150
Common Areas and Walkways	\$ -	\$ -	0.00%	\$ -
Countertops and Sinks	\$ -	\$ -	0.00%	\$ -
Doors	\$ -	\$ -	0.00%	\$ -
Electrical Repairs	\$ 15	\$ 175	0.05%	\$ 9
Elevators	\$ -	\$ -	0.00%	\$ -
Equipment Rental / Purchase	\$ -	\$ -	0.00%	\$ -
Fencing and Gates	\$ -	\$ -	0.00%	\$ -
Fire Safety	\$ -	\$ -	0.00%	\$ -
HVAC (Air Conditioning and Heating)	\$ 233	\$ 2,800	0.78%	\$ 140
Janitorial and Cleaning Supplies (Non-contracted Services)	\$ 25	\$ 300	0.08%	\$ 15
Landscaping and Landscaping Supplies (Non-contracted Services)	\$ -	\$ -	0.00%	\$ -
Lighting (Lights, Fixtures, Light Bulbs)	\$ 17	\$ 200	0.06%	\$ 10
Locks and Keying	\$ -	\$ -	0.00%	\$ -
Miscellaneous	\$ -	\$ -	0.00%	\$ -
Maintenance Labor	\$ -	\$ -	0.00%	\$ -
Materials	\$ -	\$ -	0.00%	\$ -
Other Non-Recurring	\$ -	\$ -	0.00%	\$ -
Painting	\$ -	\$ -	0.00%	\$ -
Parking Lots	\$ -	\$ -	0.00%	\$ -
Plumbing	\$ -	\$ -	0.00%	\$ -
Roofing	\$ -	\$ -	0.00%	\$ -
Sheetrock Repairs:	\$ -	\$ -	0.00%	\$ -
Signage:	\$ -	\$ -	0.00%	\$ -
Supplies:	\$ -	\$ -	0.00%	\$ -
Taxes				
Personal Property	\$ -	\$ -	0.00%	\$ -
Real Estate Property Taxes	\$ 1,067	\$ 12,800	3.55%	\$ 640
Sales Tax	\$ -	\$ -	0.00%	\$ -
Telephone (If zero, view Administrative)	\$ 70	\$ 840	0.23%	\$ 42
Tenant Relations:	\$ -	\$ -	0.00%	\$ -
Tools and Small Equipment:	\$ -	\$ -	0.00%	\$ -
Trash Removal and Dumpster Fees	\$ -	\$ -	0.00%	\$ -
Utilities	\$ -	\$ -	0.00%	\$ -
Walls, Doors, Windows	\$ -	\$ -	0.00%	\$ -

Personnel Expenses:

	\$ 61,100	16.95%		\$ 3,055.00
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Salaries - Administrative	\$ 2,292	\$ 27,500	7.63%	\$ 1,375
Salaries - Leasing Manager	\$ -	\$ -	0.00%	\$ -
Salaries Maintenance	\$ 2,000	\$ 24,000	6.66%	\$ 1,200
Leasing Commissions	\$ 208	\$ 2,500	0.69%	\$ 125
Bonuses	\$ 125	\$ 1,500	0.42%	\$ 75
Payroll Taxes	\$ 92	\$ 1,100	0.31%	\$ 55
Insurances	\$ -	\$ -	0.00%	\$ -
Workmans Comp	\$ -	\$ -	0.00%	\$ -
401 (K) Contributions and Fees	\$ 375	\$ 4,500	1.25%	\$ 225
Other:	\$ -	\$ -	0.00%	\$ -

Reserve for Replacement Estimates:

	Monthly:	Annual:	% per Unit:	Amt/Unit:
Annual Reserve (See Expenses)	\$958	\$ 11,502	3.19%	\$ 575

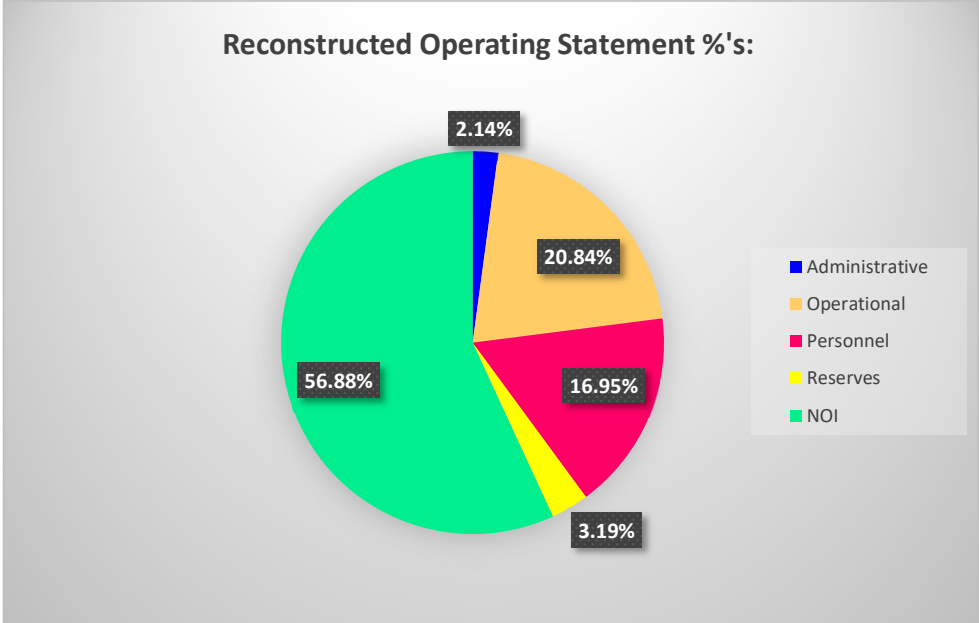
*** Reserves for Replacement must be accounted for to accurately determine "True Effective Yields":

Roofing Replacement:	\$ 5,502
Capital Improvements Reserves Other than Roof:	\$ 6,000

Subtotal of Est. Expenses:	\$ 12,949	\$ 155,387	43.12%	\$ 33,790
Reconstructed NOI Before Debt Service:	\$ 17,082	\$ 204,988	56.88%	\$ 10,249

Reconstructed Operating Statement:

Property Name:	Sample Commercial Bl...	Date:	7/2/2023	Number of Buildings:	1
Property Address:	100 Anywhere Street	Prepared For:	Prospect 1	Number of Units:	20
	City, State, 11111	Prepared By:	Prudent Broker	Lease Type:	Full Service / Gross Lease
Tax Parcel Number:	2468A 001	Company Name:	Real Property Brokers	Total Square Feet:	26,000



PROFORMA BASED ON CURRENT RECONSTRUCTED OPERATING STATEMENT AND PROPOSED FINANCING

PROPERTY INFORMATION:

Property Name: Sample Commercial Bldg
 Property Address: 100 Anywhere Street
 City, State, 11111
 Tax Identification Number: 2468A 001
 Total Heated and Cooled Square Feet: 26,000
 Prepared By: Prudent Broker
 Date: 7/2/2023
 Total Units: 20
 Profit & Loss Statement From Seller: Yes
 Price to Achieve Returns: \$2,242,000

New Mortgage Financing

Type:	1st Mtg.	2nd Mtg.	Int. Only Mtg	Totals / Average:
Amount:	\$1,624,700	\$0	\$0	\$1,624,700
Interest Rate:	6.75%	0.00%	0.00%	6.75%
Term:	300	0	0	
P & I Payment:	\$11,225	\$0	\$0	\$11,225
I/O Payments:	\$9,139	\$0	\$0	\$9,139
PIP Financing In Above Amount	\$55,300			

Projected Vacancy Allowance:

5.00%

Estimated Annual Revenue Appreciation:

3.00%

PROJECTED CASH FLOW:

	Starting Reconstructed Operating Stmt At Time of Purchase:	
Gross Market Rents:	100.00%	\$384,000
Loss to Lease (Market less Contract Rents no less than 1%):	4.11%	\$24,000
Adjusted Gross Potential Rents:	95.89%	\$360,000
Less Economic Losses: (Concessions and Vacancy)	5.14%	\$19,500
Adjusted Gross Potential Income:	90.74%	\$340,500
Other Income:	5.24%	\$19,875
Projected Effective Income:	95.99%	\$360,375

Reconstructed Operations Adjusted for Renovations then Projected Lease Appreciation During Each Year As Applicable

	Yr. 1	Yr. 2	Yr. 3	Yr. 4	Yr. 5	Yr. 6	Yr. 7	Yr. 8	Yr. 9	Yr. 10
	\$395,520	\$407,386	\$419,607	\$432,195	\$445,161	\$458,516	\$472,272	\$486,440	\$501,033	\$516,064
	\$16,270	\$11,342	\$11,517	\$11,693	\$11,869	\$12,045	\$12,221	\$12,396	\$12,571	\$12,745
	\$379,250	\$396,044	\$408,090	\$420,502	\$433,292	\$446,471	\$460,051	\$474,044	\$488,462	\$503,319
	\$19,500	\$20,085	\$20,688	\$21,308	\$21,947	\$22,606	\$23,284	\$23,983	\$24,702	\$25,443
	\$359,750	\$375,959	\$387,402	\$399,194	\$411,345	\$423,865	\$436,767	\$450,061	\$463,760	\$477,876
	\$19,875	\$20,471	\$21,085	\$21,718	\$22,369	\$23,041	\$23,732	\$24,444	\$25,177	\$25,932
	\$379,625	\$396,430	\$408,488	\$420,912	\$433,714	\$446,906	\$460,499	\$474,505	\$488,937	\$503,809

Estimated Annual Appreciation in Expenses:

2.50%

Less Operating Expenses:

	Reconstructed Operating Stmt	
Administration:	2.14%	\$7,697
Operational Expenses less Taxes:	12.28%	\$44,270
Management	5.00%	\$18,019
Personnel:	16.95%	\$61,100
Reserve for Replacements:	3.19%	\$11,502
Taxes (Personal & Real Estate):	0.00%	\$0
Taxes (State and County Tax)	3.55%	\$12,800
Taxes (Sales Tax):	0.00%	\$0
Subtotal of Est. Expenses:	43.12%	\$13,029

	\$7,697	\$7,889	\$8,087	\$8,289	\$8,496	\$8,708	\$8,926	\$9,149	\$9,378	\$9,612
	\$44,270	\$45,377	\$46,511	\$47,674	\$48,866	\$50,087	\$51,340	\$52,623	\$53,939	\$55,287
	\$18,981	\$19,821	\$20,424	\$21,046	\$21,686	\$22,345	\$23,025	\$23,725	\$24,447	\$25,190
	\$61,100	\$62,628	\$64,193	\$65,798	\$67,443	\$69,129	\$70,857	\$72,629	\$74,444	\$76,306
	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$12,800	\$36,035	\$36,936	\$37,859	\$38,806	\$39,776	\$40,770	\$41,789	\$42,834	\$43,905
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$156,350	\$183,252	\$187,653	\$192,167	\$196,798	\$201,548	\$206,420	\$211,417	\$216,544	\$221,802
Estimated NOI Before Debt Service:	\$223,275	\$213,178	\$220,835	\$228,745	\$236,916	\$245,358	\$254,079	\$263,088	\$272,394	\$282,006
NOI as % of Gross Effective Income:	58.81%	53.77%	54.06%	54.35%	54.63%	54.90%	55.17%	55.44%	55.71%	55.97%

* First Year Taxes are based on current assessment and millege rates. Higher real estate taxes are likely beginning the second year as a result of resale and reassessment.

PROFORMA BASED ON CURRENT RECONSTRUCTED OPERATING STATEMENT AND PROPOSED FINANCING

Property Name:	Sample Commercial Bldg	Prepared By:	Prudent Broker	Support Value of Property and PIP:	\$2,321,000	Investor's Weighted Cost of Capital:	6.53%
Property Address:	100 Anywhere Street City, State, 11111	Date:	7/2/2023	Property Appraiser's CAP Rate:	8.00%	Projected CAP Rate Time of Resale:	7.00%
Tax I.D. #:	2468A 001			Projected Acquisition CAP Rate:	9.62%		

CASH FLOWS - TAXABLE INCOME:

	Year:	1	2	3	4	5	6	7	8	9	10
Before Tax Cash Flows:	Estimated Net Income Before Debt Service (EBIT):	\$223,275	\$213,178	\$220,835	\$228,745	\$236,916	\$245,358	\$254,079	\$263,088	\$272,394	\$282,006
	<u>Less Infusion of Capital or Working Capital:</u>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Less Debt Service (PI) 1st Mortgage (Assumption):	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Less Debt Service (PI) 1st Mortgage	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703
	Less Debt Service (PI) 2nd Mortgage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Less Debt Service (PI) 3rd Mortgage (Interest Only):	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Cash Flow Before Tax (Cash Throw off)	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691	\$147,304
Computation of Est. Taxes:	Estimated Net Income Before Debt Service (EBIT)	\$223,275	\$213,178	\$220,835	\$228,745	\$236,916	\$245,358	\$254,079	\$263,088	\$272,394	\$282,006
	Add Reserves for Replacement	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502	\$11,502
	Less Interest on 1st Mortgage (Assumption):	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Less Interest - 1st Mortgage (New Financing):	\$108,878	\$107,080	\$105,157	\$103,099	\$100,899	\$98,545	\$96,027	\$93,335	\$90,454	\$87,373
	Less Interest - 2nd Mortgage:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Less Interest - 3rd Mortgage (Interest Only):	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Less Depreciation based on Buildings Only:	\$46,189	\$46,189	\$46,189	\$46,189	\$46,189	\$46,189	\$46,189	\$46,189	\$46,189	\$46,189
	Less Tax Loss Carry forward, if any:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Taxable Income:	\$79,710	\$71,411	\$80,991	\$90,958	\$101,330	\$112,126	\$123,364	\$135,066	\$147,252	\$159,946
	x Tax Rate Estimated At	39.50%	39.50%	39.50%	39.50%	39.50%	39.50%	39.50%	39.50%	39.50%	39.50%
	Total Estimated Tax:	\$31,485	\$28,207	\$31,991	\$35,928	\$40,025	\$44,290	\$48,729	\$53,351	\$58,165	\$63,179
After-Tax Cash Flow:	Cash Flow Before Tax (CFBT):	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691	\$147,304
	Estimated Tax	\$31,485	\$28,207	\$31,991	\$35,928	\$40,025	\$44,290	\$48,729	\$53,351	\$58,165	\$63,179
	After Tax Cash Flow (AFTC)	\$57,087	\$50,268	\$54,141	\$58,113	\$62,188	\$66,366	\$70,647	\$75,034	\$79,526	\$84,125

RATIO ANALYSIS AND RETURNS:

Principal Reductions:	Annual Principal Reduction in Mortgages (Equity Build-up):	\$25,825	\$27,623	\$29,546	\$31,604	\$33,804	\$36,158	\$38,675	\$41,368	\$44,249	\$47,330
	<u>Gross Sales from Resale of Out Parcels or Land, If any:</u>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Total Investment: Deposit, Working Capital, and Amount Due at Closing: **\$701,876**

Projected Resale Price:	\$3,486,056	\$4,149,523
Resulting Capitalization Rate:	6.80%	6.80%
Before Tax Residual (See Resale Closing Statement):	\$1,767,325	\$2,597,258

Net Present Value and the Internal Rate of Return are based on before tax cash flows and residual as a property's operations and value are not dependent upon an investor's tax bracket or the method of depreciation applied by the investor.

Loan to Value Ratio:	LTV =	70.00%	67.70%	66.42%	65.06%	63.61%	62.05%	60.38%	58.60%	56.69%	54.65%
Interest Coverage Ratio:	ICR =	2.05	1.99	2.10	2.22	2.35	2.49	2.65	2.82	3.01	3.23
Debt Service Coverage Ratio:	DCR =	1.66	1.58	1.64	1.70	1.76	1.82	1.89	1.95	2.02	2.09
Debt Ratio (NOI / Total Mortgage Principal):	DR =	0.14	0.14	0.14	0.15	0.16	0.17	0.18	0.19	0.21	0.22
Operating Expense Ratio (Expenses / Gross Effective Inc)	OER =	41.19%	46.23%	45.94%	45.65%	45.37%	45.10%	44.83%	44.56%	44.29%	44.03%
Cash Breakeven (Exp.+ Debt Service-Replacements)/GPI	CBE =	73.71%	77.38%	76.17%	75.00%	73.85%	72.74%	71.65%	70.59%	69.55%	68.55%
Margin of Safety (1 -Cash Breakeven Ratio)	MOS =	26.29%	22.62%	23.83%	25.00%	26.15%	27.26%	28.35%	29.41%	30.45%	31.45%
ROTA (Return on Total Assets = EBIT / Total Assets)	EBIT =	9.60%	9.16%	9.49%	9.83%	10.18%	10.55%	10.92%	11.31%	11.71%	12.12%
Equity Dividend Rate (Pre-Tax "CTO" / Investment Amt.)	EDR =	12.62%	11.18%	12.27%	13.40%	14.56%	15.77%	17.01%	18.29%	19.62%	20.99%
Average Equity Dividend Rate Over Holding Period:						12.81%					15.57%
NPV (Net Present Value at Cost of Capital):	NPV =					\$863,975					\$1,311,110
Profitability Index:	PI =					3.16					5.26

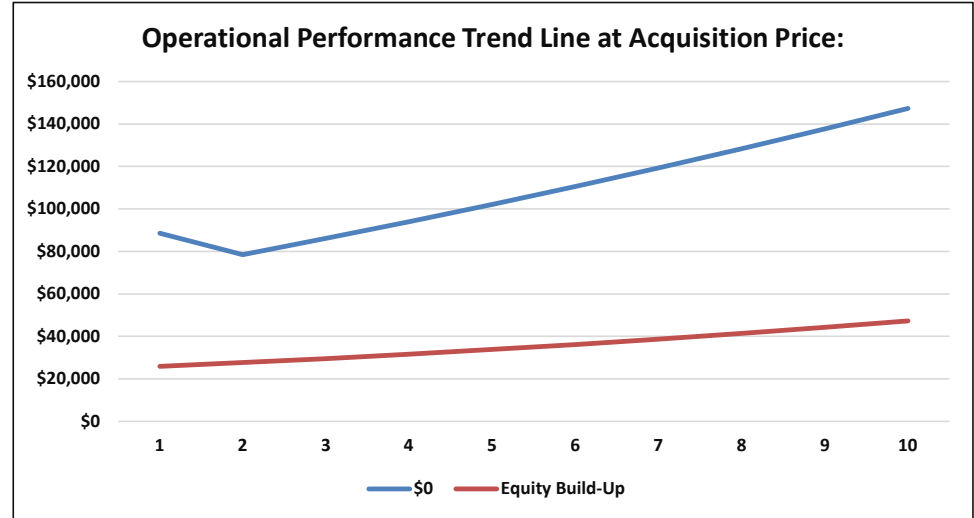
Profitability Index is the total of cash flows and residual before taxes divided by total Investment.

IRR (Internal Rate of Return Over Investment Period): IRR = **29.49%** **22.95%**

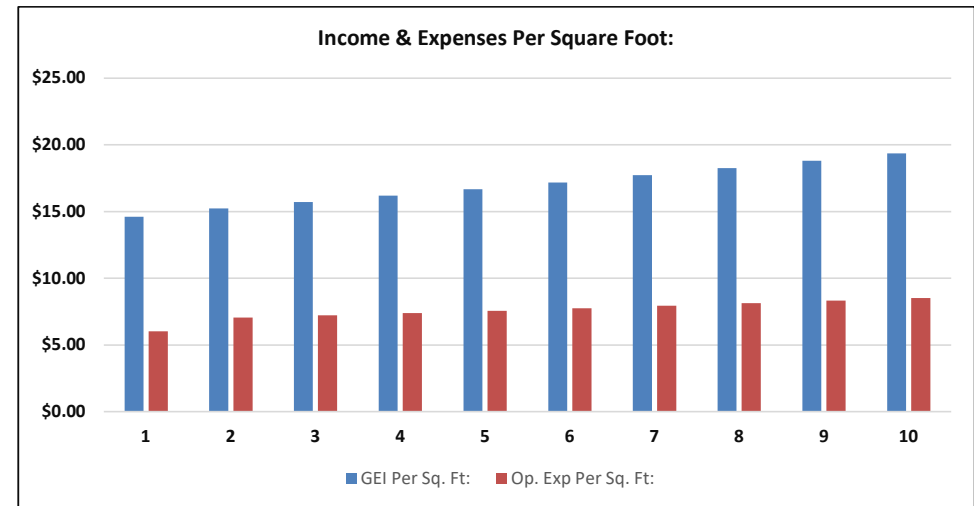
Property Name: Sample Commercial Bldg
 Property Address: 100 Anywhere Street
 City, State, 11111
 Tax I.D. #: 2468A 001

Prepared By: Prudent Broker
 Date: 7/2/2023

Calculation of Capital Gains on Residual:			
	5 Year:	10 Year:	
Purchase Price:	\$2,242,000	\$2,242,000	
Closing Costs:	\$47,524	\$47,524	
Less Depreciation:	<u>-\$230,945</u>	<u>-\$461,891</u>	
Basis of Asset:	\$2,058,579	\$1,827,634	
Sales Price:	\$3,486,056	\$4,149,523	
Less Basis of Asset:	\$2,058,579	\$1,827,634	
Less Accumulated Depreciation:	<u>\$230,945</u>	<u>\$461,891</u>	
Gain:	\$1,196,531	\$1,859,999	
Tax Rate:	<u>20.00%</u>	<u>20.00%</u>	
Subtotal of Capital Gains:	\$239,306	\$372,000	
Recapture of Accumulating Depreciation for Tax Purposes:			
Depreciation Taken Over Holding Period:	\$230,945	\$461,891	
Tax Rate of Depreciation Recapture:	<u>25.00%</u>	<u>25.00%</u>	
Subtotal of Applicable Tax on Depreciation Recapture:	\$57,736	\$115,473	
Total Estimated Capital Gains:	\$297,043	\$487,472	



Accumulation of Reserves for Replacements:					
Description:	% GEI:	1 Yr:	3 Yrs:	5 Yrs:	10 Yrs:
Totals:	3.19%	\$11,502	\$37,805	\$65,081	\$140,870



Property Name: Sample Commercial Bldg
 Property Address: 100 Anywhere Street
 City, State, 11111
 Tax I.D. #: 2468A 001

Prepared By: Prudent Broker
 Date: 7/2/2023

Calculation of Loss to Lease:

Gross Market Rents: \$384,000 Months to Achieve Renovations: 12
 Existing and Beginning Contract Rents: \$360,375 Rent Increases Per Sq. Ft. with Renovations \$1.00
 (Also known as Gross Potential Rents) Projected Income Appreciation Rate: 3.00%
 Planned Unit Renovation Improvements: \$79,000 Total Number of Units: 20

Year:	Market Trends with Inflationary Trends:				Renovation and Inflationary Rent Increases:				Average Rent Per Unit:		Effective Loss to Lease If No Unit Renovations:	Effective Loss to Lease With Renovations:	Gross Potential Rents without Renovation:	Gross Potential Rents with Renovation:
	Current Market Contract Rents:	Rent Increase Percentage:	Rent Increase Amount:	Rent Increase Per Unit:	Beginning Contract Rents:	Rent Increase Percentage:	Annual Rent Increase Amount:	Rent Increase Per Unit:	Average Contract Rents Not To Exceed Mkt. Rent:	Projected Average Market Rent:				
0	\$384,000				\$360,375				\$1,502	\$1,600				
1	\$395,520	3.00%	\$11,520	\$48.00	\$379,250	5.24%	\$18,875	\$78.65	\$1,580	\$1,648	\$24,334	\$16,270	\$371,186	\$379,250
2	\$407,386	3.00%	\$11,866	\$49.44	\$396,044	4.43%	\$16,794	\$69.97	\$1,650	\$1,697	\$25,064	\$11,342	\$382,322	\$396,044
3	\$419,607	3.00%	\$12,222	\$50.92	\$408,090	3.04%	\$12,046	\$50.19	\$1,700	\$1,748	\$25,816	\$11,517	\$393,791	\$408,090
4	\$432,195	3.00%	\$12,588	\$52.45	\$420,502	3.04%	\$12,412	\$51.72	\$1,752	\$1,801	\$26,590	\$11,693	\$405,605	\$420,502
5	\$445,161	3.00%	\$12,966	\$54.02	\$433,292	3.04%	\$12,790	\$53.29	\$1,805	\$1,855	\$27,388	\$11,869	\$417,773	\$433,292
6	\$458,516	3.00%	\$13,355	\$55.65	\$446,471	3.04%	\$13,179	\$54.91	\$1,860	\$1,910	\$28,209	\$12,045	\$430,307	\$446,471
7	\$472,272	3.00%	\$13,755	\$57.31	\$460,051	3.04%	\$13,580	\$56.58	\$1,917	\$1,968	\$29,056	\$12,221	\$443,216	\$460,051
8	\$486,440	3.00%	\$14,168	\$59.03	\$474,044	3.04%	\$13,993	\$58.30	\$1,975	\$2,027	\$29,927	\$12,396	\$456,512	\$474,044
9	\$501,033	3.00%	\$14,593	\$60.80	\$488,462	3.04%	\$14,418	\$60.08	\$2,035	\$2,088	\$30,825	\$12,571	\$470,208	\$488,462
10	\$516,064	3.00%	\$15,031	\$62.63	\$503,319	3.04%	\$14,857	\$61.90	\$2,097	\$2,150	\$31,750	\$12,745	\$484,314	\$503,319

Property Name:	Sample Commercial Bldg	Date:	7/2/2023
Property Address:	100 Anywhere Street	Prepared For:	Prospect 1
	City, State, 11111	Prepared By:	Prudent Broker

Support Price As Is for Property to Achieve Returns Not Including PIP Funding:	\$2,242,000					
Total Acreage:	3.00	Financing:	New Financing	1st Mtg:	2nd Mtg:	3rd Mtg:
Total Heated and Cooled Sq. Feet:	26,000	Interest Rates:		6.75%	0.00%	0.00%
Total Auxillary Square Feet:	1,600	Term of Loan:		300	0	0
Total Number of Buildings:	1	Debt Coverage Ratio:		1.25	0.00	0.00
Total Number of Dwelling Units:	20	Loan-to-Value:		70.00%	0.00%	0.00%
Reconstructed Net Annual Operating Income:	\$223,275	Mortgage Constant:		0.08291	0.00000	0.00000
		Sum of All Mortgage Constants:				0.08291

1 Supportable Price Based on Reconstructed Operating Statement and Lender Requirements:

Max. Annual Allowable Mortgage Pymt. No Less Than Minimal Debt Coverage Ratio:	NOI/DCR =	\$178,620
Based On Lender or Owner Guidelines:	Mortgage Constant =	0.08291
	MTG =	\$1,569,400
Adjusted Price for PIP Amount Financed Based on Loan Constant or Loan-to-Value, whichever is less:	PRICE =	\$2,242,000

2 Price Based on Comparable Sale CAP Rates:

Rate:	8.00%
Total Supportable Price Based on Higher of Cap Rate or Weighted Cost of Capital:	\$2,790,900

(Not recommended as methodology does not account for variations in cash flows. Assumes business will grow at a stable rate every year or won't grow at all.)

3 Gross Rent Multiplier Effect:

Gross Potential Rent	\$360,000	
Multiplier Effect	6.5	\$2,340,000

4 Income Approach to Value (Discounted Cash Flow Technique):

Investor's Capitalization Rate:	8.39%
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Year:	NOI :	Residual:	Rate:	PV Worth:	Value:
1	\$223,275		1.083914	\$205,990	
2	\$213,178		1.174869	\$181,449	
3	\$220,835		1.273457	\$173,414	
4	\$228,745		1.380317	\$165,719	
5	\$236,916	\$1,767,325	1.496144	\$158,351	
6	\$245,358		1.621692	\$151,298	
7	\$254,079		1.757774	\$144,546	
8	\$263,088		1.905275	\$138,084	
9	\$272,394		2.065154	\$131,900	
10	\$282,006		2.238448	\$125,983	
		\$2,597,258	2.238448	\$1,160,294	\$2,737,000

The residual value represents the proceeds from resale before tax that is a function of the last year's NOI indexed for the average growth in revenues over the holding period, factored at the weighted cost of capital, less closing costs and any mortgage balances.

(Takes into account variations in cash flows due to market conditions, fluctuations of vacancy rates, requirements for future cash infusions into operations, inflationary or deflationary projected tendencies, etc.)

5 Weighted Value:**2,512,300**

Property Name: Sample Commercial Bldg
Property Address: 100 Anywhere Street
 City, State, 11111
Tax Parcel Number: 2468A 001

Date: 7/2/2023
Prepared For: Prospect 1
Prepared By: Prudent Broker

USE OF FUNDS:

Property Acquisition	\$2,242,000
Number of Units	20
Total Cost Per Unit:	\$116,911
Closing Costs, Fees, Prorations including Prorated Rents	\$47,524
Property Improvement Plan (PIP) Not Financed; Investor PIP Funds	\$23,700
Broker Equity Participation:	\$0
Working Capital	\$25,000
Total Use of Funds	\$2,338,224
Preferential Financing Involved?	No
Real Estate Brokerage Participation?	No

SOURCES OF FUNDS:

First Mortgage, Including Financing of PIP Renovations:	\$1,569,400
Second Mortgage	\$0
Interest Only Mortgage	\$0
PIP Financed	\$55,300
Equity from General Partner, Equity Investor, and/or Broker:	\$701,876
Pro-rated Rents to Date of Closing	\$987
Pro-rated Taxes to be Paid	\$10,661
Total Source of Funds	\$2,338,224
Equity Investor:	\$0
Broker Equity:	\$0
General Partner Equity:	\$701,876

Agrees

MORTGAGE INFORMATION:

First Mortgage Amount Including PIP Financed	\$1,624,700
Interest Rate	6.75%
Amortization Period	300
Balloon or Call Period	120
Monthly Payment	\$11,225
Annual Payment	\$134,703

Second Mortgage Amt	\$0	Interest Only Mortgage Amt	\$0
Interest Rate	0.00%	Interest Rate	0.00%
Amortization Period	0	Amortization Period	0
Balloon or Call Period	0	Balloon or Call Period	0
Monthly Payment	\$0	Monthly Payment	\$0
Annual Payment	\$0	Annual Payment	\$0

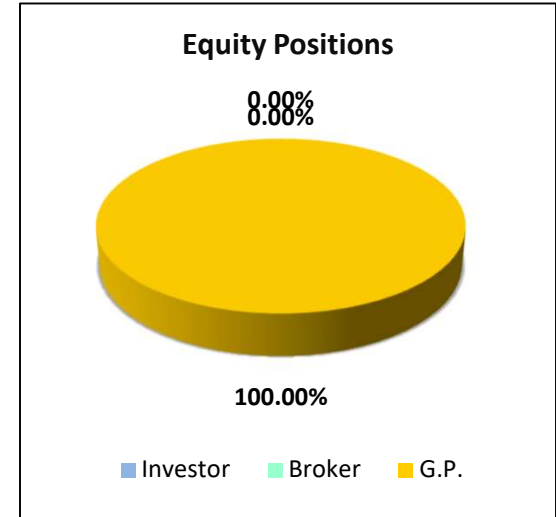
Beginning Balance:	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>
First	\$1,624,700	\$1,598,875	\$1,571,252	\$1,541,706	\$1,510,102	\$1,476,298	\$1,440,140	\$1,401,465	\$1,360,097	\$1,315,848
Second	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Annual Payments:										
Interest to 1st Mtg:	\$108,878	\$107,080	\$105,157	\$103,099	\$100,899	\$98,545	\$96,027	\$93,335	\$90,454	\$87,373
Interst to 2nd Mtg:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest to 3rd Mtg:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Principal Reduced 1st Mtg:	\$25,825	\$27,623	\$29,546	\$31,604	\$33,804	\$36,158	\$38,675	\$41,368	\$44,249	\$47,330
Principal Reduced 2nd:	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
Ending Balance:	\$1,598,875	\$1,571,252	\$1,541,706	\$1,510,102	\$1,476,298	\$1,440,140	\$1,401,465	\$1,360,097	\$1,315,848	\$1,268,518

CASH FLOW:

Occupancy Rates:	95.00%	95.00%	95.00%	95.00%	95.00%	95.00%	95.00%	95.00%	95.00%	95.00%
NOI:	\$223,275	\$213,178	\$220,835	\$228,745	\$236,916	\$245,358	\$254,079	\$263,088	\$272,394	\$282,006
1st Mtg Annual Pymt. Assumption	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
1st Mtg Annual Pymt. New	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703	\$134,703
2nd Mtg Annual Pymt.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3rd Mtg Interest Only:	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
CF After Debt Service:	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691	\$147,304
Debt Coverage Ratio:	1.6575	1.5826	1.6394	1.6981	1.7588	1.8215	1.8862	1.9531	2.0222	2.0935

PROCEEDS FROM SALE FOLLOWING RECAPTURE OF EQUITY:

	<u>5 Yr.</u>	<u>10 Yr.</u>
End of Holding Period NOI:	\$236,916	\$282,006
Average Annual Revenue Growth Rate:	3.00%	3.00%
Terminal Cap Rate:	6.80%	6.80%
Gross Sales Price:	\$3,486,056	\$4,149,523
Sales Price Per Unit:	\$174,303	\$207,476
Estimated Selling Costs:	\$207,350	\$244,019
Pro-rated Revenues	\$1,127	\$1,309
Estimated Real Estate Tax Proration	<u>\$33,957</u>	<u>\$38,419</u>
Net Proceeds Prior to Mortgage Payoffs:	\$3,243,623	\$3,865,777
Balance of Mortgages:		
First Mortgage:	\$1,476,298	\$1,268,518
Second Mortgage:	\$0	\$0
Interest Only Mortgage:	\$0	\$0
Return of Equity to Investors:	\$0	\$0
Return of Funds to Broker, If any:	\$0	\$0
Return of Equity to General Partner:	<u>\$701,876</u>	<u>\$701,876</u>
Available Proceeds from Sale:	\$1,065,448	\$1,895,382



	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>
NOI	\$223,275	\$213,178	\$220,835	\$228,745	\$236,916	\$245,358	\$254,079	\$263,088	\$272,394	\$282,006
CF After Debt Service:	-\$701,876	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691
Net Before Tax Sales Price:					\$3,243,623					\$3,865,777
Mortgage Balances:										
First Mortgage:					\$1,476,298					\$1,268,518
Second Mortgage:					\$0					\$0
Interest Only Mortgage:					\$0					\$0
Est. Proceeds to Seller at Closing:					\$1,767,325					\$2,597,258
CFBT:	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691	\$147,304
Out Parcels/Land:	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
Adj. CF:	-\$701,876	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691
Cash Flow Before Taxes:	\$88,572	\$78,475	\$86,132	\$94,042	\$102,214	\$110,655	\$119,376	\$128,385	\$137,691	\$147,304
Cash-on-Cash Return:	12.62%	11.18%	12.27%	13.40%	14.56%	15.77%	17.01%	18.29%	19.62%	20.99%
5 -Year Leveraged IRR:										29.49%
10-Year Leveraged IRR:										22.95%

ESTIMATED PURCHASE CLOSING DISCLOSURE

Property Information:	
Sample Commercial Bldg	
100 Anywhere Street	
City, State, 11111	
Amount of Financing:	\$1,624,700
Interest Rate on Mortgage	6.75%
Type Of Financing:	New Financing
Second Mortgage:	No

Closing Information:	
Closing Date:	10/31/2023
Closing Day of Year:	304
Day of Month of Closing:	31
Months of Escrow at Closing:	0
Total Annual Effective Income at time of closing:	\$360,375
Total Mthly Effective Income prorated at closing:	\$30,607
Interest Rate of 1st Mortgage Being Paid Off	8.00%
Interest Rate of 2nd Mortgage Being Paid Off, if any	0.00%

Summary of Borrower's Transaction:	
Due from Borrower at Closing:	
Sale / Base Support Price of Asset	\$2,242,000
Sale Price of Any Personal Property	
Closing Costs Paid at Closing (J):	\$47,524
(see page two)	
Adjustments	
Adjustments for Items Paid by Seller in Advance:	
City / Town Taxes	
County Taxes	
Assessments, if any	
HOA or CAM Dues	
Gross Amount Due from Borrower (K):	\$2,289,524

Summary of Seller's Transaction:	
Due to Seller at Closing:	
Sale Price of Property:	\$2,242,000
Sale Price of Any Personal Property	
Adjustments:	
Adjustments for Items Paid by Seller in Advance:	
City / Town Taxes	
County Taxes	
Assessments, if any	
HOA or CAM Dues	
Gross Amount Due Seller (M):	\$2,242,000

Paid Already by or on Behalf of Borrower at Closing:	
Deposit or Earnest Money	\$20,000
Credit of Brokerage Commission, If any	\$0
Principal Amounts of New Loan(s)	
First Mortgage	\$1,569,400
Second Mortgage	\$0
Third (Interest Only) Mortgage	\$0
Seller Credits	\$0
Cost to Cure Transfer Taxes	
Lender LIP	\$55,300
Pro-rated Rents	\$987
Adjustments for items unpaid by Seller:	
City / Town Taxes	
County Taxes	\$10,661
Assessments, if any	\$0
Commercial Mgt. Assoc. Fees (CAM)	
Total Paid by Borrower (L):	\$1,656,348

Due from Seller at Closing:	
Excess desposits, if any	
Closing Costs Paid at Closing (J):	\$134,754
Existing Loans Assumed/taken "Subject To"	
Payoff or Assumption of First Mortgage	\$579,101
Payoff or Assumption of Second Mortgage	\$0
Third (Interest Only) Mortgage	\$0
Seller Credits	\$0
Cost to Cure Transfer Taxes	
Other Credits	
Pro-rated Rents	\$987
Adjustments for items unpaid by Seller:	
City / Town Taxes	
County Taxes	\$10,661
Assessments, if any	
Commercial Mgt. Assoc. Fees (CAM)	\$0
Total Reduction Amounts Due Seller (N):	\$725,503

Calculations:	
Total Due from Borrower at Closing (K):	\$2,289,524
Total Paid Already by or on Behalf of Borrower at Closing (L):	\$1,656,348
Cash From (To) Borrower at Closing:	\$633,176

Cash at Settlement To (From) Seller	
Total Due to Seller at Closing (M):	\$2,242,000
Total Due from Seller at Closing (N):	\$725,503
Cash To (From) Seller at Closing:	\$1,516,497

Loan Costs:	Borrower:	Seller:
(A) Origination Charges Associated with Loan:		
Origination Charges or Points	\$0	
Discount Pts for interest rate chosen	\$0	
Application Fee	\$4,500	
Underwriting Fee	\$225	
Adjusted Origination Charges		
(B) Services Borrower Did Not Shop For:		
Appraisal Fee	\$3,500	
Credit Report	\$75	
Flood Determination Fee	\$125	
Flood Monitoring Fee		
Tax Monitoring and Service Fees	\$85	
(C) Services Borrower Did Not Shop For:		
Pest Control		\$450
Survey	\$2,500	\$0
Title Insurance Binder		
Lender's Title Insurance	\$12,766	\$0
Owner's Title Insurance		
Settlement or Closing Fee	\$375	
Title Services / Lender's Title Insurance	\$125	
(D) TOTAL LOAN COSTS (Borrower Paid):	\$24,276	\$450
(E) Taxes and Other Government Fees:		
Recording Fees:		
Deed	\$27	
Mortgage	\$300	
Releases		\$75
Transfer Taxes:		
City / County tax / stamps		
Deed:		
Mortgage:	\$5,493	
State Tax / stamps		
Deed:		\$15,694
Mortgage:	\$3,139	
(F) Prepays:		
Hazard Insurance Premium (Quarterly):	\$2,200	
Interest on First Mortgage	\$290	\$3,935
Interest on Second Mortgage, if any	\$0	\$0
Interest Only Third Mortgage, if any	\$0	
Mortgage Insurance Premium		
Property Taxes (6 mths) to County		
(G) Initial Escrow Payment at Closing:		
Homeowner's Insurance for 2 months		
Mortgage Insurance for 2 months		
Property Taxes for 2 months		
(H) Other:		
Defesance Fee	\$0	\$0
Property Warranty Fee		\$0
Real Estate Acquisition Fee	\$0	
Real Estate Commission	\$0	\$112,100
Attorney Fees	\$8,400	\$2,500
Credit by Seller to Buyer for Repairs	\$0	\$0
Third Party Reports	\$3,400	
(I) Total Other Costs (Borrower-Paid):	\$23,249	\$134,304
(J) Total Closing Costs (Borrower-Paid):	\$47,524	(J) Total Closing Costs (Seller-Paid): \$134,754

ESTIMATED 5 YEAR RESALE CLOSING DISCLOSURE

Property Information:	
Sample Commercial Bldg	
100 Anywhere Street	
City, State, 11111	
Original Mortgage Balance	\$1,624,700
Interest Rate on Mortgage	6.75%

Closing Information:	
Closing Date:	10/31/2023
Closing Day of Year:	304
Day of Month of Closing:	31
Months of Escrow at Closing:	0
Gross Annual Effective Rents at time of closing:	\$411,345
Projected Real Estate Taxes:	\$40,770

Summary of Borrower's Transaction:	
Due from Borrower at Closing:	
Sale Price of Property	
Sale Price of Any Personal Property	
Closing Costs Paid at Closing (J) (see page two)	
Adjustments:	
Adjustments for Items Paid by Seller in Advance:	
City / Town Taxes	
County Taxes	
Assessments, if any	
HOA or CAM Dues	
Gross Amount Due from Borrower (K):	

Summary of Seller's Transaction:	
Due to Seller at Closing:	
Sale Price of Property:	\$3,486,056
Sale Price of Any Personal Property	
Adjustments:	
Adjustments for Items Paid by Seller in Advance:	
City / Town Taxes	
County Taxes	
Assessments, if any	
HOA or CAM Dues	
Gross Amount Due Seller (M):	\$3,486,056

Paid Already by or on Behalf of Borrower at Closing:	
Deposit or Earnest Money	
Credit of Brokerage Commission, If any	
Principal Amounts of New Loan(s)	
First Mortgage	
Second Mortgage	
Payoff of Interest Only Mortgage	
Seller Credits	
Cost to Cure Transfer Taxes	
Other Credits	
Pro-rated Rents	
Adjustments for items unpaid by Seller:	
City / Town Taxes	
County Taxes	
Assessments, if any	
Commercial Mgt. Assoc. Fees (CAM)	
Total Paid by Borrower (L):	

Due from Seller at Closing:	
Excess deposits, if any	
Closing Costs Paid at Closing (J):	\$207,350
Existing Loans Assumed/taken "Subject To"	
Payoff of First Mortgage	\$1,476,298
Payoff of Second Mortgage	\$0
Payoff of Interest Only Mortgage	\$0
Seller Credits	\$0
Cost to Cure Transfer Taxes	
Other Credits	
Pro-rated Rents	\$1,127
Adjustments for items unpaid by Seller:	
City / Town Taxes	
County Taxes	\$33,957
Assessments, if any	
Commercial Mgt. Assoc. Fees (CAM)	\$0
Total Reduction Amounts Due Seller (N):	\$1,718,731

Calculations:	
Total Due from Borrower at Closing (K):	
Total Paid Already by or on Behalf of Borrower at Closing (L):	
Cash From (To) Borrower at Closing:	

Cash at Settlement To (From) Seller	
Total Due to Seller at Closing (M):	\$3,486,056
Total Due from Seller at Closing (N):	\$1,718,731
Cash To (From) Seller at Closing:	\$1,767,325

Loan Costs:	Borrower:	Seller:
(A) Origination Charges Associated with Loan:		
Origination Charges or Points		
Discount Pts for interest rate chosen		
Application Fee		
Underwriting Fee		
Adjusted Origination Charges		
(B) Services Borrower Did Not Shop For:		
Appraisal Fee		
Credit Report		
Flood Determination Fee		
Flood Monitoring Fee		
Tax Monitoring and Service Fees		
(C) Services Borrower Did Not Shop For:		
Pest Control		\$0
Survey		
Title Insurance Binder		
Lender's Title Insurance		\$0
Owner's Title Insurance		
Settlement or Closing Fee		
Title Services / Lender's Title Insurance		
(D) TOTAL LOAN COSTS (Borrower Paid):		
		\$0
(E) Taxes and Other Government Fees:		
Recording Fees:		
Deed		
Mortgage		
Releases		\$75
Transfer Taxes:		
City / County tax / stamps		
Deed:		
Mortgage:		
State Tax / stamps		
Deed:		\$24,402
Mortgage:		
(F) Prepays:		
Homeowner's Insurance Premium:		
Interest on First Mortgage		\$8,569
Interest on Second Mortgage		\$0
Interest on Third Mortgage		\$0
Mortgage Insurance Premium		
Property Taxes (6 mths) to County		
(G) Initial Escrow Payment at Closing:		
Homeowner's Insurance for 2 months		
Mortgage Insurance for 2 months		
Property Taxes for 2 months		
(H) Other:		
HOA Capital Contribution		
HOA Processing Fee		
Property Inspection Fee		
Property Warranty Fee		
Real Estate Commission		\$174,303
Defeasance Fee		\$0
Credit by Seller to Buyer for Repairs		
Repairs		
Lawn Maintenance		
(I) Total Other Costs (Borrower-Paid):		\$207,350
(J) Total Closing Costs (Borrower-Paid):		
		(J) Total Closing Costs (Seller-Paid): \$207,350

Property Information:	
Sample Commercial Bldg	
100 Anywhere Street	
City, State, 11111	
Original Mortgage Balance	\$1,624,700
Interest Rate on Mortgage	6.75%

Closing Information:	
Closing Date:	10/31/23
Closing Day of Year:	304
Day of Month of Closing:	31
Months of Escrow at Closing:	0
Gross Annual Effective Rents at time of closing:	\$477,876
Projected Real Estate Taxes:	\$46,128

Summary of Borrower's Transaction:	
Due from Borrower at Closing:	
Sale Price of Property	
Sale Price of Any Personal Property	
Closing Costs Paid at Closing (J)	
(see page two)	
Adjustments:	
Adjustments for Items Paid by Seller in Advance:	
City / Town Taxes	
County Taxes	
Assessments, if any	
HOA or CAM Dues	
Gross Amount Due from Borrower (K):	

Summary of Seller's Transaction:	
Due to Seller at Closing:	
Sale Price of Property:	\$4,149,523
Sale Price of Any Personal Property	
Adjustments:	
Adjustments for Items Paid by Seller in Advance:	
City / Town Taxes	
County Taxes	
Assessments, if any	
HOA or CAM Dues	
Gross Amount Due Seller (M):	\$4,149,523

Paid Already by or on Behalf of Borrower at Closing:	
Deposit or Earnest Money	
Credit of Brokerage Commission, If any	
Principal Amounts of New Loan(s)	
First Mortgage	
Second Mortgage	
Interest Only Mortgage	
Seller Credits	
Cost to Cure Transfer Taxes	
Other Credits	
Pro-rated Rents	
Adjustments for items unpaid by Seller:	
City / Town Taxes	
County Taxes	
Assessments, if any	
Commercial Mgt. Assoc. Fees (CAM)	
Total Paid by Borrower (L):	

Due from Seller at Closing:	
Excess desposits, if any	
Closing Costs Paid at Closing (J):	\$244,019
Existing Loans Assumed/taken "Subject To"	
Payoff of First Mortgage	\$1,268,518
Payoff of Second Mortgage	\$0
Payoff of Interest Only Mortgage	\$0
Seller Credits	
Cost to Cure Transfer Taxes	
Other Credits	
Pro-rated Rents	\$1,309
Adjustments for items unpaid by Seller:	
City / Town Taxes	
County Taxes	\$38,419
Assessments, if any	
Commercial Mgt. Assoc. Fees (CAM)	\$0
Total Reduction Amounts Due Seller (N):	\$1,552,265

Calculations:	
Total Due from Borrower at Closing (K):	
Total Paid Already by or on Behalf of Borrower at Closing (L):	
Cash From (To) Borrower at Closing:	

Cash at Settlement To (From) Seller	
Total Due to Seller at Closing (M):	\$4,149,523
Total Due from Seller at Closing (N):	\$1,552,265
Cash To (From) Seller at Closing:	\$2,597,258

Loan Costs:	Borrower:	Seller:
(A) Origination Charges Associated with Loan:		
Origination Charges or Points		
Discount Pts for interest rate chosen		
Application Fee		
Underwriting Fee		
Adjusted Origination Charges		
(B) Services Borrower Did Not Shop For:		
Appraisal Fee		
Credit Report		
Flood Determination Fee		
Flood Monitoring Fee		
Tax Monitoring and Service Fees		
(C) Services Borrower Did Not Shop For:		
Pest Control		\$0
Survey		
Title Insurance Binder		
Lender's Title Insurance		\$0
Owner's Title Insurance		
Settlement or Closing Fee		
Title Services / Lender's Title Insurance		
(D) TOTAL LOAN COSTS (Borrower Paid):		
		\$0
(E) Taxes and Other Government Fees:		
Recording Fees:		
Deed		
Mortgage		
Releases		\$75
Transfer Taxes:		
City / County tax / stamps		
Deed:		
Mortgage:		
State Tax / stamps		
Deed:		\$29,047
Mortgage:		
(F) Prepays:		
Homeowner's Insurance Premium:		
Interest on First Mortgage		\$7,421
Interest on Second Mortgage		\$0
Interest on Third Mortgage		\$0
Mortgage Insurance Premium		
Property Taxes (6 mths) to County		
(G) Initial Escrow Payment at Closing:		
Homeowner's Insurance for 2 months		
Mortgage Insurance for 2 months		
Property Taxes for 2 months		
(H) Other:		
HOA Capital Contribution		
HOA Processing Fee		
Property Inspection Fee		
Property Warranty Fee		
Real Estate Commission		\$207,476
Defeasance Fee		\$0
Credit by Seller to Buyer for Repairs		
Repairs		
Lawn Maintenance		
(I) Total Other Costs (Borrower-Paid):		\$244,019
(J) Total Closing Costs (Borrower-Paid):		
		(J) Total Closing Costs (Seller-Paid): \$244,019