

## Income & Expense

	Current	Per Unit	Market	Per Unit
<b>INCOME</b>				
GROSS POTENTIAL RENT	\$337,609	\$1,345	\$360,876	\$1,438
Loss to Lease	-\$3,376	1.00%	-\$3,609	1.00%
Vacancy Loss	-\$33,761	10.00%	-\$36,088	10.00%
Other Rent Loss	-\$3,376	1.00%	-\$3,609	1.00%
Total Economic Losses	-\$40,513	12.00%	-\$43,305	12.00%
NET RENTAL INCOME	\$297,096	\$1,184	\$317,571	\$1,265
Tenant Protection Insurance [1]	\$8,558	\$34	\$8,558	\$34
Late Fees/Lockouts [3]	\$10,084	\$40	\$10,084	\$40
<b>EFFECTIVE GROSS INCOME</b>	<b>\$315,738</b>	<b>\$1,258</b>	<b>\$336,213</b>	<b>\$1,339</b>
<b>EXPENSES</b>				
	Pro Forma	Per Unit	Actuals	Per Unit
Real Estate Taxes [5]	\$16,781	\$67	\$16,781	\$67
Insurance	\$6,951	\$28	\$6,951	\$28
Utilities	\$6,630	\$26	\$6,630	\$26
On-Site Payroll [6]	\$6,000	\$24	\$6,000	\$24
Repairs & Maintenance [10]	\$3,157	1.00%	\$3,157	1.00%
Contract Services [7]	\$1,800	\$7	\$1,800	\$7
Marketing & Promotion [8]	\$9,780	\$39	\$9,780	\$39
General & Administration [2]	\$1,200	\$5	\$1,200	\$5
Asset Management Fee [4]	\$0	0.00%	\$0	0.00%
Reserves & Replacements [9]	\$2,400	\$10	\$2,400	\$10
TOTAL EXPENSES	\$54,699	\$218	\$54,699	\$218
Expenses Per Square Foot	\$0.86		\$0.86	
% of EGI	17.32%		16.27%	
NET OPERATING INCOME	\$261,039	\$1,040	\$281,514	\$1,122

[1] = Trailing 12-Month Capture (Actuals)

[2] = \$100/month budgeted for Admin

[3] = Trailing 12-Month Capture (Actuals)

[4] = Current Owner Self-Manages

[5] = Property Taxes at \$16,780.86

[6] = Owner currently pays on average \$500/month for onsite assistance

[7] = Landscaping @ \$150/month

[8] = Tenant Inc at \$250/mo, Mariposa at \$250/mo, PPC at \$140/mo, Adwords @ \$150/mo, Janus @ \$25/mo

[9] = Assumes \$200/mo reserves

[9] = Assumes 1.00% per year budgeted of EGI, low to minimal maintenance required with Class A New Building