

Wednesday, October 8, 2025



Expense Assumptions	
Property Management (% Net Rent)	18.0%
Annual Utility Costs	6,624
Annual Maintenance Costs	6,624
Annual HOA/ Yard Maintenance	
Annual Property Taxes	7,960
Annual Property Insurance	3,312
Annual Linen Replacement	2,880
Re-stocking Costs	1,760
Avg Annual Expense Growth	2.5%
Disposition Costs (% of Sales Price)	5.0%

Revenue Assumptions	
Marketing Fee	0.00%
Lost Rent/Concession	0.00%
Gross Annual Collections	\$225,000
Annual Rent Growth	2.5%
Annual HPA Growth	5.0%

<u>Annual Revenue and Tax Write-Off</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Gross Collections	225,000	230,625	236,391	242,300	248,358	1,182,671
Appreciation	44,250	45,578	45,617	45,619	45,619	-
1/7 Furniture Depreciation Write-off	3,429	3,429	3,429	3,429	3,429	17,143
Interest Write Off at 32% tax bracket	22,656	22,656	22,656	22,656	22,656	113,280
Cost Segregation/Accelerated Deprec.	\$67,275	-	-	-	-	-
Marketing & Furnishing (Yr 1)	0.00%	-	-	-	-	-
<b>Gross Collections and Tax Write-Offs</b>	<b>362,610</b>	<b>302,287</b>	<b>308,093</b>	<b>314,003</b>	<b>320,061</b>	<b>1,607,055</b>
Cleaning Fee <i>\$496.80 per stay</i>	(21,859)	(21,859)	(21,859)	(21,859)	(21,859)	(109,296)
Occupancy Tax	(26,367)	(27,026)	(27,702)	(28,395)	(29,104)	(138,595)
Average Channel Booking Fee(6%)	(10,125)	(10,378)	(10,638)	(10,904)	(11,176)	(53,220)
Lost Rent/Concessions	0	0	0	0	0	0
<b>Gross Gains</b>	<b>304,258</b>	<b>243,023</b>	<b>247,894</b>	<b>252,846</b>	<b>257,921</b>	<b>1,305,944</b>

<b>Annual Operating Costs:</b>						
Property Management Cost	29,997	30,845	31,715	32,606	33,519	158,687
Utility Costs	6,624	6,790	6,959	7,133	7,312	34,818
Maintenance Costs	6,624	6,790	6,959	7,133	7,312	34,818
Yard and Pool Maintenance	0	0	0	0	0	0
Taxes	7,960	8,159	8,363	8,572	8,786	41,840
Insurance	3,312	3,395	3,480	3,567	3,656	17,405
Liner Fee	2,880	2,952	3,026	3,101	3,179	15,133
Re-stocking Costs	1,760	1,760	1,760	1,760	1,760	8,800

Total Costs	59.157	60.690	62.262	63.873	65.524	311.50
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Funding Sources	
Loan on Property	1,180,000
Loan on Furniture	

Equity Required	377,375
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NOI	245,101	182,333	185,632	188,974	192,398	994,431
(-) Interest Expense	(70,800)	(70,800)	(70,800)	(70,800)	(70,800)	(354,000)
(-) Furniture Expense	0	0	0	0	0	0
Net Free Cash Flow	174,301	111,533	114,832	118,174	121,598	640,431
Net Free Cash Flow (exc Interest)	245,101	182,333	185,632	188,974	192,398	994,431

Property Disposition at End of Yr 5					
Property Value	1,548,750	1,626,188	1,707,497	1,792,872	1,882,515
Disposition Costs					(94,126)
Net Sales Value					1,788,390
Property Basis					(1,482,375)
<b>Gain on Sale</b>					<b>306,015</b>

Cash Flow - Leveraged	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Purchase - Home & Renovation	(1,482,375)	0	0	0	1,482,375	0
Purchase - Furniture	(75,000)	0	0	0	0	(75,000)
Purchase - Capitalized Loan Costs	0	0	0	0	0	0
Loan	1,180,000	0	0	0	(1,180,000)	0
Net Free Cash Flow after Interest	174,301	111,533	114,832	118,174	121,598	640,438
Gain on Sale	0	0	0	0	306,015	306,015
Furniture Salvage Value	0	0	0	0	18,750	18,750
<b>Total Cash Flow - Leveraged</b>	<b>(203,074)</b>	<b>111,533</b>	<b>114,832</b>	<b>118,174</b>	<b>748,737</b>	<b>890,203</b>

Cash Flow - Unleveraged	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Purchase - Home & Renovation	(1,482,375)	0	0	0	1,482,375	0
Purchase - Furniture	(75,000)	0	0	0	0	(75,000)
Purchase - Capitalized Loan Costs	0	0	0	0	0	0
Loan	0	0	0	0	0	0
Net Free Cash Flow	245,101	182,333	185,632	188,974	192,398	994,438
Gain on Sale	0	0	0	0	306,015	306,015
Furniture Salvage Value	0	0	0	0	18,750	18,750
<b>Total Cash Flow - Unleveraged</b>	<b>(1,312,274)</b>	<b>182,333</b>	<b>185,632</b>	<b>188,974</b>	<b>1,999,537</b>	<b>1,244,203</b>

Key Metrics						
Gross Yield on Basis	23.3%	19.4%	19.8%	20.2%	20.6%	20.6%
NOI Margin	80.6%	75.0%	74.9%	74.7%	74.6%	76.1%
Cap Rate	15.7%	11.71%	11.9%	12.1%	12.4%	12.8%
Return on Equity - Unleveraged	15.7%	11.7%	11.9%	12.1%	12.4%	n/a
Return on Equity - Leveraged	46.2%	29.56%	30.4%	31.3%	32.2%	n/a

For more information call (480) 757-6399

Monthly Collections Breakdown		
Month	%	Rev Allocated
January	4%	\$9,000
February	5%	\$11,250
March	9%	\$20,250
April	11%	\$24,750
May	11%	\$24,750
June	10%	\$22,500
July	9%	\$20,250
August	8%	\$18,000
September	9%	\$20,250
October	11%	\$24,750
November	8%	\$18,000
December	5%	\$11,250