

Proforma

Income	BASELINE	T2 Sales	Labor Rate Increase
Labor Sales	\$460,877.97	\$527,603.55	\$633,124.26
Parts Sales	\$444,818.22	\$527,603.55	\$527,603.55
Other Sales	\$51,662.07	\$0.00	\$0.00
Discount on Sales	(\$7,644.72)	\$0.00	\$0.00
Rental Income	\$12,000.00	\$12,000.00	\$12,000.00
TOTAL INCOME	\$961,713.54	\$1,067,207.10	\$1,172,727.81
Cost of Goods Sold			
Parts	\$249,045.40	\$293,873.57	\$293,873.57
TOTAL COGS	\$249,045.40	\$293,873.57	\$293,873.57
GROSS PROFIT	\$712,668.14	\$773,333.53	\$878,854.24
Expenses			
Ask My Accountant	\$1,015.88	\$1,015.88	\$1,015.88
Bad Debt Expense	\$19,147.17	\$19,147.17	\$19,147.17
Bank Service Charges	\$5,000.00	\$5,000.00	\$5,000.00
Credit Card Charges	\$6,412.46	\$6,412.46	\$6,412.46
Interest Expense	\$2,589.84	\$2,589.84	\$2,589.84
TOTAL BANK/FINANCE	\$34,165.35	\$34,165.35	\$34,165.35
Retirement	\$4,365.37	\$4,364.37	\$4,365.37
TOTAL CONTRIBUTIONS	\$4,365.37	\$4,364.37	\$4,365.37
Employee Meals	\$192.80	\$192.80	\$192.80
Legal and Architectural	\$2,218.35	\$2,218.35	\$2,218.35
Advertising	\$311.92	\$311.92	\$311.92
Contributions	\$1,050.00	\$1,050.00	\$1,050.00
Dues and Subscriptions	\$9,846.07	\$9,846.07	\$9,846.07
Business Insurance	\$11,032.07	\$11,032.07	\$11,032.07
Accounting Fees	\$9,136.16	\$9,136.16	\$9,136.16
Travel, Meals and Ent	\$474.29	\$474.29	\$474.29
TOTAL G&A	\$34,261.65	\$34,261.65	\$34,261.65
Operating Expenses			
Office Expense	\$2,311.69	\$2,311.69	\$2,311.69
Licenses and Permits	\$431.40	\$431.40	\$431.40
Postage and Delivery	\$183.52	\$183.52	\$183.52
Computer	\$86.23	\$86.23	\$86.23
Tools and Equip	\$2,581.69	\$2,581.69	\$2,581.69
Laundry Services	\$2,700	\$2,700	\$2,700
TOTAL OP EXPENSE	\$8,294.53	\$8,294.53	\$8,294.53
Wages	\$404,031.13	\$404,031.13	\$404,031.13
Taxes	\$45,251.49	\$45,251.49	\$45,251.49
TOTAL PAYROLL	\$449,282.61	\$449,282.61	\$449,282.61
Repairs and Maint	\$2,110.25	\$2,110.25	\$2,110.25

Building Repairs	\$644.01	\$644.01	\$644.01
Utilities	\$1,838.95	\$1,838.95	\$1,838.95
Gas and Electric	\$7,666.88	\$7,666.88	\$7,666.88
Recycling	\$483.95	\$483.95	\$483.95
Waste	\$1,732.58	\$1,732.58	\$1,732.58
Water	\$43.33	\$43.33	\$43.33
Heating Oil	\$255.50	\$255.50	\$255.50
TOTAL UTILITIES	\$14,775.45	\$14,775.45	\$14,775.45
Taxes	\$1,620.70	\$1,620.70	\$1,620.70
Property Taxes	\$11,756.49	\$11,756.49	\$11,756.49
TOTAL PROPERTY TAXES	\$13,377.19	\$13,377.19	\$13,377.19
Refund			
Cash Bill Payment Expense	\$10,047.57	\$10,047.57	\$10,047.57
Uncategorized	\$1,935.97	\$1,935.97	\$1,935.97
Uniforms	\$1,477.97	\$1,477.97	\$1,477.97
Shop Supplies	\$3,151.56	\$3,151.56	\$3,151.56
Telephone	\$1,795.64	\$1,795.64	\$1,795.64
Towing	\$80.00	\$80.00	\$80.00
TOTAL MISC	\$18,488.69	\$18,488.69	\$18,488.69
TOTAL EXPENSES	\$577,010.84	\$577,009.84	\$577,010.84
NOI	\$135,657.30	\$196,323.69	\$301,843.40

Baseline Valuation		Modeled Proforma Valuation	
Cap Rate	5%	\$3,926,474	\$6,036,868 5% Cap Rate
Value	\$2,713,146	\$3,272,061	\$5,030,723 6% Cap Rate

		Home Valuation		
Comp	SF	BD/BA	Price	PPSF
1834 Grandview Rd	2108	3 bd 1.75 ba	\$799,000.00	\$379.03 5 acre
1973 Coyote Ln	1864	3 bd 1 ba	\$799,000.00	\$428.65 5 acre
739 E Axton Rd	1814	3 bd 1 ba	\$549,000.00	\$302.65 5 acre
1147 E Laurel Rd	1914	3 bd 2 ba	\$710,000.00	\$370.95 5 acre
691 W Pole Rd	2240	3 bd 2 ba	\$745,000.00	\$332.59 4.5 acre
7097 Dahlberg Rd	1916	3 bd 1.5 ba	\$607,000.00	\$316.81 1 acre
1880 Birch Bay Lynden Rd	2240	4 bd 1.75 ba	\$637,500.00	\$284.60 1.2 acre
8120 Delta Line Rd	1900	3 bd 2 ba	\$729,000.00	\$383.68 2.7 acre
6586 Everson Goshen Rd	1824	3 bd 2 ba	\$720,000.00	\$394.74 4.7 acre
5121 Everson Goshen Rd	1872	3 bd 1.75 ba	\$555,000.00	\$296.47 3.9 acre
				\$349.02
		SUBJECT	2040 4 bd 1 ba	\$711,993.88

		T2 Sales	Labor Rate Increase	
TOTAL PROP SALES PRICE	\$3,425,140	\$4,638,468	\$6,748,862	5% Cap Combined
Baseline 5%		\$3,984,055	\$5,742,717	6% Cap Combined