

## Annual Operating Income

	Year	Year	Year	Year	Year	Year	Year	Year	Year	Year	Year	Year
	1	2	3	4	5	6	7	8	9	10	11	12
Gross Revenue	\$ 369,369	\$ 378,603	\$ 388,068	\$ 397,770	\$ 407,714	\$ 417,907	\$ 428,355	\$ 439,064	\$ 450,040	\$ 461,291	\$ 465,904	\$ 470,563
Interest Income												
Vacancy Rate Adjustment	(22,162)	(22,716)	(23,284)	(23,866)	(24,463)	(25,074)	(25,701)	(26,344)	(27,002)	(27,677)	(27,954)	(28,234)
Rental Income	\$ 347,207	\$ 355,889	\$ 364,786	\$ 373,906	\$ 383,254	\$ 392,835	\$ 402,656	\$ 412,722	\$ 423,040	\$ 433,616	\$ 444,457	\$ 455,568
Accounting	1,500	1,545	1,591	1,639	1,688	1,739	1,791	1,845	1,900	1,957	2,016	2,076
Advertising	5,000	5,150	5,305	5,464	5,628	5,796	5,970	6,149	6,334	6,524	6,720	6,921
Bank Charges	120	124	127	131	135	139	143	148	152	157	161	166
Insurance	3,600	3,708	3,819	3,934	4,052	4,173	4,299	4,428	4,560	4,697	4,838	4,983
Janitorial	5,000	5,150	5,305	5,464	5,628	5,796	5,970	6,149	6,334	6,524	6,720	6,921
Legal	500	515	530	546	563	580	597	615	633	652	672	692
Lawn Care/ Snow Removal	3,000	3,090	3,183	3,278	3,377	3,478	3,582	3,690	3,800	3,914	4,032	4,153
Management Fee	18,468	19,023	19,593	20,181	20,786	21,410	22,052	22,714	23,395	24,097	24,820	25,565
Property Taxes	6,200	6,386	6,578	6,775	6,978	7,187	7,403	7,625	7,854	8,090	8,332	8,582
Repairs & Maintenance	2,500	2,575	2,652	2,732	2,814	2,898	2,985	3,075	3,167	3,262	3,360	3,461
Supplies	5,000	5,150	5,305	5,464	5,628	5,796	5,970	6,149	6,334	6,524	6,720	6,921
Utilities	56,000	57,680	59,410	61,193	63,028	64,919	66,867	68,873	70,939	73,067	75,259	77,517
Other expenses	1,000	1,030	1,061	1,093	1,126	1,159	1,194	1,230	1,267	1,305	1,344	1,384
Total Operating Expenses	\$ 107,888	\$ 111,125	\$ 114,459	\$ 117,893	\$ 121,429	\$ 125,072	\$ 128,824	\$ 132,689	\$ 136,670	\$ 140,770	\$ 144,993	\$ 149,343
Common Area Maintenance Fee Reimbursed	107,888	111,125	114,459	117,893	121,429	125,072	128,824	132,689	136,670	140,770	144,993	149,343
Net Operating Income	\$ 347,207	\$ 355,889	\$ 364,786	\$ 373,906	\$ 383,254	\$ 392,835	\$ 402,656	\$ 412,722	\$ 423,040	\$ 433,616	\$ 444,457	\$ 455,568
Expenses/ Sq Foot	\$ 9.64	\$ 9.93	\$ 10.23	\$ 10.53	\$ 10.85	\$ 11.17	\$ 11.51	\$ 11.85	\$ 12.21	\$ 12.58	\$ 12.95	\$ 13.34

## Lease Rate Analysis

Average Annual Cost/Unit	\$ 313,538	\$ 301,816	\$ 307,535	\$ 313,610	\$ 320,099	\$ 327,066	\$ 334,584	\$ 342,734	\$ 351,608	\$ 361,308	\$ 371,951	\$ 383,667
Break Even Lease Rate	\$ 28.01	\$ 26.96	\$ 27.48	\$ 28.02	\$ 28.60	\$ 29.22	\$ 29.89	\$ 30.62	\$ 31.41	\$ 32.28	\$ 33.23	\$ 34.28

## Annual Operating Income

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Gross Revenue	\$ 475,269	\$ 480,022	\$ 484,822	\$ 489,670	\$ 494,567	\$ 499,512	\$ 504,507	\$ 509,553
Interest Income								
Vacancy Rate Adjustment	(28,516)	(28,801)	(29,089)	(29,380)	(29,674)	(29,971)	(30,270)	(30,573)
Rental Income	\$ 466,957	\$ 478,631	\$ 490,597	\$ 502,862	\$ 515,433	\$ 528,319	\$ 541,527	\$ 555,065
<b>Accounting</b>	2,139	2,203	2,269	2,337	2,407	2,479	2,554	2,630
<b>Advertising</b>	7,129	7,343	7,563	7,790	8,024	8,264	8,512	8,768
<b>Bank Charges</b>	171	176	182	187	193	198	204	210
<b>Insurance</b>	5,133	5,287	5,445	5,609	5,777	5,950	6,129	6,313
<b>Janitorial</b>	7,129	7,343	7,563	7,790	8,024	8,264	8,512	8,768
<b>Legal</b>	713	734	756	779	802	826	851	877
<b>Lawn Care/ Snow Removal</b>	4,277	4,406	4,538	4,674	4,814	4,959	5,107	5,261
<b>Management Fee</b>	26,332	27,122	27,935	28,773	29,636	30,526	31,441	32,385
<b>Property Taxes</b>	8,840	9,105	9,378	9,659	9,949	10,248	10,555	10,872
<b>Repairs &amp; Maintenance</b>	3,564	3,671	3,781	3,895	4,012	4,132	4,256	4,384
<b>Supplies</b>	7,129	7,343	7,563	7,790	8,024	8,264	8,512	8,768
<b>Utilities</b>	79,843	82,238	84,705	87,246	89,864	92,559	95,336	98,196
<b>Other expenses</b>	1,426	1,469	1,513	1,558	1,605	1,653	1,702	1,754
<b>Total Operating Expenses</b>	\$ 153,823	\$ 158,438	\$ 163,191	\$ 168,087	\$ 173,129	\$ 178,323	\$ 183,673	\$ 189,183
<b>Common Area Maintenance Fee Reimbursed</b>	153,823	158,438	163,191	168,087	173,129	178,323	183,673	189,183
<b>Net Operating Income</b>	\$ 466,957	\$ 478,631	\$ 490,597	\$ 502,862	\$ 515,433	\$ 528,319	\$ 541,527	\$ 555,065
<b>Expenses/ Sq Foot</b>	\$ 13.74	\$ 14.16	\$ 14.58	\$ 15.02	\$ 15.47	\$ 15.93	\$ 16.41	\$ 16.90

## Lease Rate Analysis

Average Annual Cost/Unit	\$ 396,602	\$ 410,921	\$ 426,809	\$ 267,052	\$ 275,458	\$ 284,043	\$ 292,814	\$ 301,779
Break Even Lease Rate	\$ 35.43	\$ 36.71	\$ 38.13	\$ 23.86	\$ 24.61	\$ 25.38	\$ 26.16	\$ 26.96