Hidden Vine Apartment Development Proposal
Investment Presentation - April 12, 2013

Strictly private and confidential
For Utah Real Estate Challenge purposes only
Executive Summary

**Investment Proposal**
- BR Development proposes the Hidden Vine Apartments
- Located in Murray, Utah (approximately 5425 S Vine Street)
- Develop 80 unit apartment complex

**Project Description**
- Acquire two adjacent parcels to create a 4.02 acre site
- 3.5 acres need to be scraped of vacant building and asphalt parking
- Remaining acreage is currently empty land
- Rezone from commercial (C-D-C) to residential (R-M-20)

**Market Overview**
- Utah ranked top state for Business and Careers
- Vacancy rates at less than 5% and projected to stay low
- Cap rates are at 6.5% due to institutional investing and low bank rates
- Rental rates have grown substantially the last few years

**Financial Analysis**
- Land cost estimated at $18,000 per door
- Return on Investment of 14.9%
- Cash on Cash Levered Return of 20.9%
- Profit of $11.575 million over 10-Year Horizon
- Cash Multiple of 4.00x
BR Development is excited to present the Hidden Vine Apartments. It will be an 80 unit apartment complex located in Murray, Utah at 5425 S Vine street. The project will transform the current aging commercial building and asphalt parking lot into a premier apartment complex for families and individuals. Murray City has much to offer to its residents, and this site can capitalize on those lifestyle benefits and extend them to many more potential residents. It’s time to make this happen.
PROJECT PROPOSAL

The plan proposes combining two adjacent parcels located at 5403 S Vine St and 5425 S Vine St to create a total 4.02 acre project site.

3.5 ACRE PARCEL

The primary parcel, at 5425 S Vine St, is 3.5 acres. It has a 1-story commercial block building with an asphalt parking lot. It was originally the Highland Dairy processing plant. People are most familiar with the property when it was the Old Wagon Master, a country-style restaurant. It was most recently rented by iWorld Simulations, a discovery space center for kids ages 8 -15. The building is currently vacant and has been for years.

The property’s long and varied past underscores the challenges the location has had as a commercial site.

O.52 ACRE PARCEL

There is an adjacent smaller parcel along the northern border on the west end. It is an empty flat 0.52 acre piece of land.

<table>
<thead>
<tr>
<th>Parcel Details - 3.5 Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stories</td>
</tr>
<tr>
<td>Street Height</td>
</tr>
<tr>
<td>Perimeter</td>
</tr>
<tr>
<td>Total Floor Area</td>
</tr>
<tr>
<td>Year Built</td>
</tr>
<tr>
<td>Effective Year Built</td>
</tr>
<tr>
<td>Eff. Front (sq ft)</td>
</tr>
<tr>
<td>Lot Depth (sq ft)</td>
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<tr>
<td>Total Square Feet</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Parcel Details - 0.52 Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Building</td>
</tr>
<tr>
<td>Eff. Front (sq ft)</td>
</tr>
<tr>
<td>Lot Depth (sq ft)</td>
</tr>
<tr>
<td>Total Square Feet</td>
</tr>
</tbody>
</table>
Project Description: Existing Site Images

- Front-view of Building
- Back-view of Building
- Asphalt and Building
- Empty Land
IMMEDIATE SURROUNDING USES

The main parcel has fallen into disrepair. The development of an apartment complex will transform this area, putting a finishing touch on the street.

NORTH

The county has built two buildings to the north of the property. Utah Association of Counties is in one and the Environmental Health is in the other, built in 1997 and 1998.

SOUTH

Stillwater apartment complex is on the south side. It has 456 units on 15.34 acres and was built in 1985.

EAST

A storage unit facility called StoragePLUS is behind the property. It was built in 1984 and has about 450 units.

WEST

Across Vine street is the Murray City Cemetery. It sits on 28 acres.
REZONING
The land is currently zoned commercial, specifically C-D-C under Murray city codes. This code does not allow for an apartment complex. Therefore the land will need to be rezoned to a residential multi-family code and the general plan amended.

As a commercial property, it is not ideally located. A map of the area shows that this specific property is on the edge of the transition between the commercial and residential areas. The commercial corridors have grown and continue to develop along State street and 900 east, leaving this property isolated. The property will not be a successful commercial site without the necessary visibility and traffic volume.

Multi-family offers the highest value for the land and is perfectly located for families and workers. Multi-family will complement the surrounding uses and add value to the neighborhood. (See more in the land value analysis.)

R-M-20
We propose R-M-20 which will permit 17 units per acre and up to 20 units per acre after density bonuses. The development is a natural extension to the apartment complex (Stillwater Apartments) to the south. It is on 15 acres and is also currently zoned R-M-20.

R-M-25
In a best-case scenario, it will also be proposed to entitle to R-M-25 which allows 22 units to 25 units per acre. This is the highest density in Murray currently. Other older projects do have higher density such as Stillwater, which has 456 units on 15 acres (30 units per acre). According to the zoning map there are a handful of projects under the R-M-25 code which include the Stoney Brook Condos, Cottonwoods at Vine Condos and Vine Gate Apartments.
## Building Plan

<table>
<thead>
<tr>
<th>Net Rentable Square Feet</th>
<th>Total</th>
</tr>
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<tbody>
<tr>
<td><strong>Type</strong></td>
<td><strong>Units</strong></td>
</tr>
<tr>
<td>1 Bd / 1 Ba</td>
<td>27</td>
</tr>
<tr>
<td>2 Bd / 2 Ba</td>
<td>53</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>80</td>
</tr>
</tbody>
</table>

**Size of Parking Stalls**: 9x18

**Number of Parking Stalls**: 200

**Sq. Ft. required for Parking Stalls**: 57,600

**Additional Space Required**: 17%

**Total Sq. Ft. Required**: 67,536

**Net Rentable Area (Sq. Ft.)**: 66,600

**Efficiency**: 92%

**Gross Building Area (Sq. Ft.)**: 72,391

**Clubhouse (Sq. Ft.)**: 3,037

**Total Building Area**: 75,428

**Gross Building Area (Sq. Ft.)**: 72,391

**# of Floor Levels**: 3

**Gross Building Footprint**: 24,130

**Clubhouse (Sq. Ft.)**: 3,037

**Total Building Footprint**: 27,167

**Land Sq. Ft.**: 175,111

**Total Building Area**: 75,428

**Land Building Ratio**: 2.32

<table>
<thead>
<tr>
<th>Acres</th>
<th>Square Feet</th>
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<tbody>
<tr>
<td>0.52</td>
<td>22,651</td>
</tr>
<tr>
<td>3.50</td>
<td>152,460</td>
</tr>
<tr>
<td>4.02</td>
<td>175,111</td>
</tr>
</tbody>
</table>
Site Plan: 2D Overview
Site Plan: 3D Overview
Renderings
Floor Plan: 1 Bedroom / 1 Bath
Floor Plan: 2 Bedroom / 2 Bath
Floor Plan: Combined
NEIGHBORHOOD ANALYSIS

In evaluating the site’s location, we performed a neighborhood analysis to determine benefits and advantages of the area. Overall value is shaped by access to work, general transportation, shopping districts, schools, and other miscellaneous attractions.

ACCESS TO WORK

The project is on Vine street, a two-lane street with medium traffic count. Going north, Vine street connects you to 5300 south which quickly brings you to the I-15 5300 S on-ramp, providing renters quick access to downtown or Utah county. Other major streets such as State Street or Van Winkle Expressway provide more options to travel to other areas of the valley.

TRANSPORTATION

UTA bus routes are accessible from the property but the most important transportation item is the TRAX/FRONTRUNNER station at 5200 S and 300 W. These line will continue to expand out across the Salt Lake and Utah valley creating long-term sustainable value to the tenants of the property.
Market Overview: Shopping, Medical, Schools

SHOPPING
In addition to the great location for transportation, the property is minutes away from superb shopping and food at Fashion Place Mall. And just as close are other shopping districts with stores such as Walmart, Fresh Market, Sports Authority, Best Buy and Barnes & Noble. Let’s not forget there is a Costco less than five minutes away!

MEDICAL
Intermountain Medical Center (IMC) was recently built right next to Costco. The renters will have extremely close access to medical care.

SCHOOLS
The site is in the Murray school district. For renters with young families, Woodstock Elementary, Hillcrest Junior High, and Murray High School are close.
RECREATION ACTIVITIES

There are many recreational amenities in the area. Murray City Park, which is 63.4 acres, is down the street. This includes an outdoor pool facility, a community recreation facility called the Park Center, an amphitheater, pavilions and picnic spots, outdoor playing fields, and many walking and biking paths. Also nearby is The Mick Riley golf course, which has 9 regulation play holes and 9 holes of par 3 play on 130 acres. These are only a sampling of Murray City’s parks and recreational amenities.

Other close private facilities include 24 Fitness, The Sports Mall on 900 East, or Gold’s Gym on Van Winkle Expressway and 5600 S.
Market Overview: Area Map
GENERAL MARKET CONDITIONS
Utah continues to outperform other states as a center for business and economic growth. It was ranked by Forbes Magazine for the 3rd year in a row as #1 Best State for Business and Careers and CNBC ranked Utah #2 For the Best State for Doing Business. The state is also in the top 10% for the lowest unemployment rate at around 5.2% compared to the national average of about 7.9%. This is in part due to the many businesses that continue to expand or relocate to Utah.

CAPITILIZATION RATES
The multi-family sector has seen a lot of activity the last few years. Industry reports show that the strong demand by institutional and national buyers has pushed the cap rates lower over the last few years. Cap rates are currently around 6.4 - 6.5%. The market remains strong, being considered a solid asset investment.

A recent appraisal on a comparable property reported cap rates ranging from 5.8 to 6.7%.

Source: Cushman & Wakefield 4Q 2012 Report

Source: NAI West 2012 Year End Market Report
Vacancy rates have been steadily declining across the nation, hovering around 4.6%. In July 2012 vacancy rates in Salt Lake County were at 3.8% compared to 5.2% a year earlier. For properties with less than 100 units, this rate falls to 3.4%. Also, for properties East of I-15, overall vacancy rate is at 3.0%.

According the Hendricks 2013 market report, vacancy rates have dropped 1% to 3.8% for the overall market. In the Murray submarket, rates fell from 4.0% to 3.1%. Stillwater apartments currently has 3% vacancy.

The Murray submarket has a reported 2.7% vacancy per Reis, Inc.

Source: REIS Salt Lake City Report

<table>
<thead>
<tr>
<th>100+ UNITS</th>
<th>VACANCY</th>
<th>AVERAGE RENT INCREASE</th>
<th>AVERAGE RENT</th>
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<tbody>
<tr>
<td>SUBMARKETS</td>
<td>2012</td>
<td>2011</td>
<td>2012</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central Salt Lake City</td>
<td>3.0%</td>
<td>4.6%</td>
<td>$849</td>
</tr>
<tr>
<td>South Salt Lake / Cottonwood</td>
<td>3.7%</td>
<td>5.6%</td>
<td>$695</td>
</tr>
<tr>
<td>Murray</td>
<td>3.1%</td>
<td>4.0%</td>
<td>$809</td>
</tr>
<tr>
<td>Midvale / Sandy</td>
<td>4.1%</td>
<td>4.5%</td>
<td>$859</td>
</tr>
<tr>
<td>West Jordan</td>
<td>5.9%</td>
<td>8.7%</td>
<td>$920</td>
</tr>
<tr>
<td>Southwest Salt Lake City</td>
<td>4.7%</td>
<td>6.7%</td>
<td>$715</td>
</tr>
<tr>
<td>West Valley City</td>
<td>4.8%</td>
<td>5.3%</td>
<td>$706</td>
</tr>
<tr>
<td>Northwest Salt Lake / Airport</td>
<td>2.6%</td>
<td>3.3%</td>
<td>$648</td>
</tr>
<tr>
<td>Davis County</td>
<td>3.5%</td>
<td>4.3%</td>
<td>$730</td>
</tr>
<tr>
<td>Weber County</td>
<td>3.6%</td>
<td>4.9%</td>
<td>$686</td>
</tr>
<tr>
<td>TOTALS</td>
<td>3.8%</td>
<td>4.8%</td>
<td>2.5%</td>
</tr>
<tr>
<td></td>
<td>$784</td>
<td>$765</td>
<td></td>
</tr>
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</table>
INVENTORY & CONSTRUCTION

In 2011 about 1,600 new apartment units received permits in Salt Lake County. This increased rental inventory by 1.4% in the county. Population has been increasing at 1.35% annually since year 2000, though in 2011 it increased by 1.2%. While some have feared that there is over-building in apartments, vacancy rates have fallen, overall rents have increased, and there have been sharp decreases in concessions. These facts suggest tightening inventory compared to apartment demand.

In 2012, the apartment market has evened out with supply and demand. The market has absorbed the completed units from the downturn such that, over a 5-year annualized period, the market has stabilized.
Evidence of the tightening rental market can also be seen by the strong increase in rent rates. Rental rates grew by 8% in 2012. The largest increase came from 2bd / 2 ba apartments at 9.4% and then 7.6% from 1 bd apartments. The rates grew by 4.7% in 2011.

For 2013, revenues are forecasted to grow by 5%.

Other reports forecast market revenues to grow by 4% for the next year and continue to grow at a steady rate for the foreseeable future.

Source: Cushman & Wakefield Summer 2012 Report
Market Overview: Rental Rates

Rental rates from a handful of similar properties were compiled to help determine the overall market trends.

Stillwater will be the direct competitor. The units are older but the complex is in the process of renovating their units.

Lionsgate and Birkhill on Main are two new apartment projects built close to the 4500 S Trax station. They both completed phases in 2012.

The Hidden Vine rental rates were determined by first, evaluating the competitive rental rates and second, discussing the market with two rental market professionals.

<table>
<thead>
<tr>
<th>Bed/Bath</th>
<th>Property</th>
<th>Area (Sq. Ft.)</th>
<th>Price Range</th>
<th>Rent per Sq. Ft.</th>
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</thead>
<tbody>
<tr>
<td>1B / 1B</td>
<td>Stillwater</td>
<td>582</td>
<td>$634 - $838</td>
<td>$1.09 - $1.44</td>
</tr>
<tr>
<td></td>
<td>Stillwater</td>
<td>650</td>
<td>$702 - $843</td>
<td>$1.08 - $1.30</td>
</tr>
<tr>
<td></td>
<td>Vine Gate</td>
<td>616</td>
<td>$680 - $695</td>
<td>$1.10 - $1.13</td>
</tr>
<tr>
<td></td>
<td>Clover Creek</td>
<td>750</td>
<td>$749 - $759</td>
<td>$1.00 - $1.01</td>
</tr>
<tr>
<td></td>
<td>James Pointe</td>
<td>616</td>
<td>$679 - $869</td>
<td>$1.10 - $1.41</td>
</tr>
<tr>
<td></td>
<td>James Pointe</td>
<td>668</td>
<td>$714 - $891</td>
<td>$1.07 - $1.33</td>
</tr>
<tr>
<td></td>
<td>Lionsgate</td>
<td>693</td>
<td>$820 - $820</td>
<td>$1.18 - $1.18</td>
</tr>
<tr>
<td></td>
<td>Birkhill on Main</td>
<td>664</td>
<td>$849 - $849</td>
<td>$1.28 - $1.28</td>
</tr>
<tr>
<td></td>
<td>Average</td>
<td>655</td>
<td>$728 - $821</td>
<td>$1.11 - $1.25</td>
</tr>
<tr>
<td>2B / 2B</td>
<td>James Pointe</td>
<td>898</td>
<td>$754 - $933</td>
<td>$0.84 - $1.04</td>
</tr>
<tr>
<td></td>
<td>Stillwater</td>
<td>852</td>
<td>$739 - $967</td>
<td>$0.87 - $1.13</td>
</tr>
<tr>
<td></td>
<td>Lionsgate</td>
<td>847</td>
<td>$949 - $949</td>
<td>$1.12 - $1.12</td>
</tr>
<tr>
<td></td>
<td>Birkhill</td>
<td>1,119</td>
<td>$1,249 - $1,249</td>
<td>$1.12 - $1.12</td>
</tr>
<tr>
<td></td>
<td>Average</td>
<td>929</td>
<td>$923 - $1,025</td>
<td>$0.99 - $1.10</td>
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 Asking Rent Growth Rate Trends and Forecast

Period ending 12/31/17
## Financial Analysis: Net Operating Income

### Unit Mix and Market Rent Analysis

<table>
<thead>
<tr>
<th>Type</th>
<th>Units</th>
<th>Lease Rate</th>
<th>Monthly</th>
<th>Yearly</th>
<th>$ per Sq. Ft.</th>
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</thead>
<tbody>
<tr>
<td>1 Bd / 1 Ba</td>
<td>27</td>
<td>799</td>
<td>21,573</td>
<td>258,876</td>
<td>1.14</td>
</tr>
<tr>
<td>2 Bd / 2 Ba</td>
<td>53</td>
<td>999</td>
<td>52,947</td>
<td>635,364</td>
<td>1.11</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>80</strong></td>
<td><strong>$932</strong></td>
<td><strong>$74,520</strong></td>
<td><strong>$894,240</strong></td>
<td><strong>1.12</strong></td>
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</table>

### Stabilized Pro Forma Net Operating Income

<table>
<thead>
<tr>
<th></th>
<th>Monthly</th>
<th>Per Unit</th>
<th>Yearly</th>
<th>Per Unit</th>
<th>% of EGI</th>
<th>% of PGI</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Potential Gross Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>74,520</td>
<td>932</td>
<td>894,240</td>
<td>11,178</td>
<td>88.5%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Concessions at 1.0%</td>
<td>(745)</td>
<td>(9)</td>
<td>(8,942)</td>
<td>(112)</td>
<td>(0.9%)</td>
<td>(1.0%)</td>
</tr>
<tr>
<td>Vacancy Loss at 5.0%</td>
<td>(3,726)</td>
<td>(47)</td>
<td>(44,712)</td>
<td>(559)</td>
<td>(4.4%)</td>
<td>(5.0%)</td>
</tr>
<tr>
<td>Other Income</td>
<td>14,182</td>
<td>177</td>
<td>170,180</td>
<td>2,127</td>
<td>16.8%</td>
<td>19.0%</td>
</tr>
</tbody>
</table>

### Effective Gross Income

<p>| | | | | | | |</p>
<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Expenses at $4,000.00</td>
<td>(26,667)</td>
<td>(333)</td>
<td>(320,000)</td>
<td>(4,000)</td>
<td>(31.7%)</td>
<td>(35.8%)</td>
</tr>
<tr>
<td>Management Fee at 3.0%</td>
<td>(2,527)</td>
<td>(32)</td>
<td>(30,323)</td>
<td>(379)</td>
<td>(3.0%)</td>
<td>(3.4%)</td>
</tr>
<tr>
<td>Insurance $175</td>
<td>(1,167)</td>
<td>(15)</td>
<td>(14,000)</td>
<td>(175)</td>
<td>(1.4%)</td>
<td>(1.6%)</td>
</tr>
<tr>
<td>Taxes $500</td>
<td>(3,333)</td>
<td>(42)</td>
<td>(40,000)</td>
<td>(500)</td>
<td>(4.0%)</td>
<td>(4.5%)</td>
</tr>
</tbody>
</table>

### Total Expenses

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<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Expenses at $4,000.00</td>
<td>(33,694)</td>
<td>(421)</td>
<td>(404,323)</td>
<td>(5,054)</td>
<td>(40.0%)</td>
<td>(45.2%)</td>
</tr>
</tbody>
</table>

### Net Operating Income

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<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Net Operating Income</td>
<td><strong>$50,537</strong></td>
<td><strong>$632</strong></td>
<td><strong>$606,443</strong></td>
<td><strong>$7,581</strong></td>
<td><strong>60.0%</strong></td>
<td><strong>67.8%</strong></td>
</tr>
</tbody>
</table>

### Capital Reserves

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<tr>
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</thead>
<tbody>
<tr>
<td>Capital Reserves</td>
<td>($25)</td>
<td>($25)</td>
<td>($24,000)</td>
<td>($300)</td>
<td>(2.4%)</td>
<td>(2.7%)</td>
</tr>
</tbody>
</table>

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See Next Page for Explanation of Assumptions
CONCESSIONS
A base estimate of 0.5 to 1.5% is normal in the industry.

VACANCY LOSS
A professional rental manager from a multi-national management company stated she uses 4%. Another source recommended 6% for budgeting purposes.

A range of 4 - 6% is also in line with the industry market reports over the long-term. See page 20.

OTHER INCOME
Multiple discussions took place with industry professionals as well as first-hand market research at apartment complexes in the area, especially Stillwater. See page 26.

OPERATING EXPENSES
Initially general estimates were made at 35% for operating expenses. One developer recommended $4,000 per door. A close comp property currently spends $4,500 per door. The professional rental manager provided a range of $1,600 to $4,000 per door.

MANAGEMENT FEE
An industry standard estimate.

INSURANCE
Cost estimated between $150 to $200 per unit per year.

TAXES
Taxes estimated to be $500 per unit per year.

TOTAL EXPENSES
The close comp property currently operates at 39.5% of EGI per year including capital reserves. Industry averages around 42.5% per REIS report for the Salt Lake City area. Murray has a reported 43%.

CAPITAL RESERVES
Reserves range between $200 and $500 per unit per year but most professionals provided a range between $200 and $300. Conventional Financing currently requires $250/unit/year.

Since the property is new, no capital expenditures are expected but nonetheless planned for over the forecasted investment period.
## Financial Analysis: Other Income

### OTHER INCOME ASSUMPTIONS

<table>
<thead>
<tr>
<th>Type</th>
<th>Cost</th>
<th>Monthly</th>
<th>Yearly</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Income</td>
<td>$35</td>
<td>$82</td>
<td>$980</td>
<td>Assumes 35% Turnover Rate</td>
</tr>
<tr>
<td>Internet Income</td>
<td>30</td>
<td>2,280</td>
<td>27,360</td>
<td>Assumes 95% Collection Rate</td>
</tr>
<tr>
<td>Cable TV Income</td>
<td>40</td>
<td>3,040</td>
<td>36,480</td>
<td>Assumes 95% Collection Rate</td>
</tr>
<tr>
<td>Utility Reimbursement Income</td>
<td>55</td>
<td>4,180</td>
<td>50,160</td>
<td>Assumes 95% Occupancy Rate</td>
</tr>
<tr>
<td>Water/Sewer/Trash</td>
<td>20</td>
<td>1,520</td>
<td>18,240</td>
<td>Assumes 95% Occupancy Rate</td>
</tr>
<tr>
<td>Parking Income</td>
<td>30</td>
<td>600</td>
<td>7,200</td>
<td>Assumes 20 Extra Stalls Rented Each Month</td>
</tr>
<tr>
<td>Late Fee Income</td>
<td>75</td>
<td>375</td>
<td>4,500</td>
<td>Assumes 5 Tenants Pay Late per Month</td>
</tr>
<tr>
<td>Month to Month Fee</td>
<td>100</td>
<td>300</td>
<td>3,600</td>
<td>Assumes 3 Tenants per Month</td>
</tr>
<tr>
<td>Lease Cancellation Fee</td>
<td>1,200</td>
<td>300</td>
<td>3,600</td>
<td>Assumes 3 Cancellations per Year</td>
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<tr>
<td>Service of Notice Fee</td>
<td>100</td>
<td>100</td>
<td>1,200</td>
<td>Assumes 1 Service of Notice Fee per Month</td>
</tr>
<tr>
<td>NSF Fees</td>
<td>25</td>
<td>25</td>
<td>300</td>
<td>Assumes 1 Tenant per Month</td>
</tr>
<tr>
<td>Pet Income</td>
<td>35</td>
<td>980</td>
<td>11,760</td>
<td>Assumes 35% of Residents are Pet Owners</td>
</tr>
<tr>
<td>Pet Fee Non Refundable</td>
<td>200</td>
<td>200</td>
<td>2,400</td>
<td>Assumes 1 New Pet Owner per Month</td>
</tr>
<tr>
<td>Security Deposit Retained</td>
<td>200</td>
<td>200</td>
<td>2,400</td>
<td>Average Deposit Confiscated of $200 per Month</td>
</tr>
</tbody>
</table>

**Total Other Income**

- $14,182
- $170,180

**Per Unit**

- $177
- $2,127
## Financial Analysis: Budget

See Following Pages for Review of Estimates.

<table>
<thead>
<tr>
<th>Acquisition Cost</th>
<th>$ per Sq. Ft.</th>
<th>$ per Unit</th>
<th>Total</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land Cost (.52 Acre)</td>
<td>6.85</td>
<td>1,940</td>
<td>155,224</td>
<td>1.69%</td>
</tr>
<tr>
<td>Land Cost (3.50 Acre)</td>
<td>6.85</td>
<td>13,060</td>
<td>1,044,776</td>
<td>11.39%</td>
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<tr>
<td>Suggested Land Price</td>
<td>8.22</td>
<td>18,000</td>
<td>1,440,000</td>
<td>15.69%</td>
</tr>
<tr>
<td>Impact Fees</td>
<td>1.37</td>
<td>$3,000</td>
<td>240,000</td>
<td>2.62%</td>
</tr>
<tr>
<td>Discount of (15%) for Rezoning</td>
<td>(1.44)</td>
<td>(3,150)</td>
<td>(252,000)</td>
<td>(2.75%)</td>
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</tbody>
</table>

**Total Land Price**

| $8.15 | $17,850 | $1,428,000 | 15.56% |

### Hard Costs

<table>
<thead>
<tr>
<th>Item</th>
<th>$ per Sq. Ft.</th>
<th>$ per Unit</th>
<th>Total</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Demolition of Existing Structure</td>
<td>1.30</td>
<td>1,177</td>
<td>94,120</td>
<td>1.03%</td>
</tr>
<tr>
<td>Site Improvement</td>
<td>2.00</td>
<td>1,688</td>
<td>135,072</td>
<td>1.47%</td>
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<tr>
<td>Landscaping</td>
<td>1.87</td>
<td>1,875</td>
<td>150,000</td>
<td>1.63%</td>
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<tr>
<td>Building at $75 Sq. Ft.</td>
<td>75.00</td>
<td>67,867</td>
<td>5,429,348</td>
<td>59.17%</td>
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<tr>
<td>Clubhouse at $50 Sq. Ft.</td>
<td>50.00</td>
<td>1,898</td>
<td>151,850</td>
<td>1.65%</td>
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<tr>
<td>Parking Carports</td>
<td>1.38</td>
<td>$1,000</td>
<td>100,000</td>
<td>1.09%</td>
</tr>
<tr>
<td>Hard Cost Contingency (3%)</td>
<td>2.59</td>
<td>2,343</td>
<td>187,435</td>
<td>2.04%</td>
</tr>
</tbody>
</table>

**Total Hard Costs**

| $82.83 | $77,848 | $6,247,825 | 68.09% |

### Soft Costs

<table>
<thead>
<tr>
<th>Item</th>
<th>$ per Sq. Ft.</th>
<th>$ per Unit</th>
<th>Total</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title &amp; Closing Costs (3%)</td>
<td>0.50</td>
<td>450</td>
<td>36,000</td>
<td>0.39%</td>
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<tr>
<td>Soil &amp; Environmental Testing</td>
<td>0.41</td>
<td>375</td>
<td>30,000</td>
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<tr>
<td>Architect &amp; Engineering</td>
<td>2.07</td>
<td>1,875</td>
<td>150,000</td>
<td>1.63%</td>
</tr>
<tr>
<td>Landscape Architect Fee</td>
<td>0.17</td>
<td>150</td>
<td>12,000</td>
<td>0.13%</td>
</tr>
<tr>
<td>Interior Designer Fee</td>
<td>0.17</td>
<td>150</td>
<td>12,000</td>
<td>0.13%</td>
</tr>
<tr>
<td>Permits, Review, Connections</td>
<td>2.76</td>
<td>2,500</td>
<td>200,000</td>
<td>2.18%</td>
</tr>
<tr>
<td>Legal &amp; Accounting</td>
<td>0.48</td>
<td>438</td>
<td>35,000</td>
<td>0.38%</td>
</tr>
<tr>
<td>Taxes &amp; Insurance</td>
<td>2.07</td>
<td>1,875</td>
<td>150,000</td>
<td>1.63%</td>
</tr>
<tr>
<td>Guaranty Fee</td>
<td>1.38</td>
<td>1,250</td>
<td>100,000</td>
<td>1.09%</td>
</tr>
<tr>
<td>Soft Cost Contingency (3%)</td>
<td>2.59</td>
<td>2,343</td>
<td>187,435</td>
<td>2.04%</td>
</tr>
<tr>
<td>Developer Fee (5%)</td>
<td>5.35</td>
<td>4,842</td>
<td>387,382</td>
<td>4.22%</td>
</tr>
<tr>
<td>Const. Loan Points &amp; Interest Reserve</td>
<td>2.76</td>
<td>2,500</td>
<td>200,000</td>
<td>2.18%</td>
</tr>
</tbody>
</table>

**Total Soft Costs**

| $19.88 | $18,748 | $1,499,817 | 16.35% |

**Total Building Costs**

| $102.72 | $96,596 | $7,747,641 | 84.44% |

**Total Project Costs**

| $121.65 | $114,446 | $9,175,641 | 100.00% |
Financial Analysis: Acquisition Cost

HIGHEST AND BEST USE

In discussing different potential uses for the property, we considered the following options and the value each would bring to the owner:

Light Industrial – the building could be repurposed but values are around $4/sq ft

Storage Units – we could build/expand the current storage units although the city has approved some recently

Office complex – values range from $7 - $9/sq ft and there is a back office complex close by

Retail – values are around $8 - $10/sq ft but then visibility is an issue

With these in mind and after discussions with a couple of professional brokers, we determined that a multi-family project would provide the most value to the owners of the properties.

MULTI-FAMILY LAND VALUE

In trying to decide how much we would be willing to pay for the property, we talked to multiple developers to figure out the range of values.

One developer said current prices would be about $15,000 per door.

Another developer gave the range of $15,000 to $20,000 depending upon the property issues.

In each of these situations, these prices should be net of impact fees for the development and demolition costs.

Finally, since the property needs to be rezoned, another developer recommended discounting the price for that risk and time.

See next page for sensitivity analysis of land value.

---

### Assessor Valuation 2012 Tax Year

<table>
<thead>
<tr>
<th>Parcel Size</th>
<th>Land Value</th>
<th>Building Value</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.5 Acre Parcel</td>
<td>$1,227,300</td>
<td>$1,200</td>
<td>$1,228,500</td>
</tr>
<tr>
<td>0.5 Acre Parcel</td>
<td>$260,500</td>
<td>-</td>
<td>$260,500</td>
</tr>
<tr>
<td>4.02 Acre</td>
<td></td>
<td></td>
<td>$1,489,000</td>
</tr>
</tbody>
</table>
# Financial Analysis: Acquisition Cost

## $ in thousands

<table>
<thead>
<tr>
<th>COST PER DOOR</th>
<th>48</th>
<th>60</th>
<th>68</th>
<th>80</th>
<th>88</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>$15.0</td>
<td>$720</td>
<td>$900</td>
<td>$1,020</td>
<td>$1,200</td>
<td>$1,320</td>
<td>$1,500</td>
</tr>
<tr>
<td>$16.0</td>
<td>$768</td>
<td>$960</td>
<td>$1,088</td>
<td>$1,280</td>
<td>$1,408</td>
<td>$1,600</td>
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<tr>
<td>$17.0</td>
<td>$816</td>
<td>$1,020</td>
<td>$1,156</td>
<td>$1,360</td>
<td>$1,496</td>
<td>$1,700</td>
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<td>$18.0</td>
<td>$864</td>
<td>$1,080</td>
<td>$1,224</td>
<td>$1,440</td>
<td>$1,584</td>
<td>$1,800</td>
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<tr>
<td>$19.0</td>
<td>$912</td>
<td>$1,140</td>
<td>$1,292</td>
<td>$1,520</td>
<td>$1,672</td>
<td>$1,900</td>
</tr>
<tr>
<td>$20.0</td>
<td>$960</td>
<td>$1,200</td>
<td>$1,360</td>
<td>$1,600</td>
<td>$1,760</td>
<td>$2,000</td>
</tr>
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</table>

## $ per Sq Ft

<table>
<thead>
<tr>
<th>COST PER DOOR</th>
<th>48</th>
<th>60</th>
<th>68</th>
<th>80</th>
<th>88</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>$15.0</td>
<td>$4.11</td>
<td>$5.14</td>
<td>$5.82</td>
<td>$6.85</td>
<td>$7.54</td>
<td>$8.57</td>
</tr>
<tr>
<td>$16.0</td>
<td>$4.39</td>
<td>$5.48</td>
<td>$6.21</td>
<td>$7.31</td>
<td>$8.04</td>
<td>$9.14</td>
</tr>
<tr>
<td>$17.0</td>
<td>$4.66</td>
<td>$5.82</td>
<td>$6.60</td>
<td>$7.77</td>
<td>$8.54</td>
<td>$9.71</td>
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<tr>
<td>$18.0</td>
<td>$4.93</td>
<td>$6.17</td>
<td>$6.99</td>
<td>$8.22</td>
<td>$9.05</td>
<td>$10.28</td>
</tr>
<tr>
<td>$19.0</td>
<td>$5.21</td>
<td>$6.51</td>
<td>$7.38</td>
<td>$8.68</td>
<td>$9.55</td>
<td>$10.85</td>
</tr>
<tr>
<td>$20.0</td>
<td>$5.48</td>
<td>$6.85</td>
<td>$7.77</td>
<td>$9.14</td>
<td>$10.05</td>
<td>$11.42</td>
</tr>
</tbody>
</table>
DEMOLITION OF EXISTING STRUCTURE
An estimate was provided by a professional estimator at a local demolition company for $94,120. Additionally, other professionals estimated a cost ranging from $90,000 to $125,000.

SITE IMPROVEMENT
A prominent paving company provided a rough estimate of $2.00 per sq. ft. on asphalt and paving costs. Estimate provided by professional site work company and through RS Means Cost data.

LANDSCAPING
Professional landscape designer provided estimate.

BUILDING AND CLUBHOUSE SQ. FT. COST
In discussions with builders and developers, building costs per sq ft were estimated in the range of $60 to $80 depending upon the overall quality of the building project. Clubhouse costs were estimated to range between $30 to $50 per sq ft.

PARKING CARPORTS
Professional developer provided an estimate of $1,000 per carport.

HARD CONTINGENCY
Contingency is usually budgeted between 3 - 5%.

ALL SOFT COSTS
Estimates were reviewed and provided by industry professionals.
Financial Analysis: Debt

**Loan Analysis**

### Direct-Income Capitilization Approach
- Stabilized NOI: $606,443
- Going-In Cap Rate: 6.0%
- Value: $10,107,377

### Loan Terms
- Interest Rate: 5.00%
- Term (years): 25

### Loan-to-Value Ratio
- Loan to Value: 70%
- Maximum Loan based on LTV: $7,075,164

### Debt-Coverage Ratio
- Monthly NOI: $47,723
- Required DCR: 1.3
- Monthly Debt Service: $36,710
- Maximum Loan based on DCR: $6,279,600

### Maximum Loan (Lesser of LTV or DCR)
- Principal Balance: $6,279,600
- Monthly Debt Payment: ($36,710)
- Annual Debt Payment: ($440,518.98)

### Total Equity Requirements
- Acquisition Price: $1,428,000
- Building Costs: $7,747,641
- Total Project Cost: $9,175,641
- Loan Amount: ($6,279,600)
- Equity Required: $2,896,042

### STABILIZED NOI
See page 24 for analysis.

### CAP RATE
Cap rate of 6.5% used based upon prevailing market trends. See page 19 for market information.

A developer recently had one property valued at a 5.75% cap rate and recommended a going-in and terminal cap rate of 6.0% and 6.5% respectively.

### LOAN TERMS (RATE, LTV)
In discussions with industry professionals, rates ranged from 3.8% to 5% on loans. Loan to Value was between 65% to 80% depending on the source of funding.
## Financial Analysis: Forecasted Cash Flow

### Pro forma Inputs ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition Price</td>
<td>$1,428.00</td>
</tr>
<tr>
<td>Building Costs</td>
<td>$7,747.64</td>
</tr>
<tr>
<td>Total Project Cost</td>
<td>$9,175.64</td>
</tr>
<tr>
<td>Loan Amount</td>
<td>($6,279.60)</td>
</tr>
<tr>
<td>Equity Required</td>
<td>$2,896.04</td>
</tr>
<tr>
<td>Loan Interest Rate</td>
<td>5.00%</td>
</tr>
<tr>
<td>Loan Term (in years)</td>
<td>25</td>
</tr>
<tr>
<td>Management Fee</td>
<td>3.0%</td>
</tr>
<tr>
<td>Vacancy Rates</td>
<td>5.0%</td>
</tr>
<tr>
<td>Concessions Rate</td>
<td>1.0%</td>
</tr>
<tr>
<td>Closing Costs</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

### Operating Statement

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Potential Gross Income</td>
<td>596.2</td>
<td>894.2</td>
<td>921.1</td>
<td>948.7</td>
<td>977.2</td>
<td>1,006.5</td>
<td>1,036.7</td>
<td>1,067.8</td>
<td>1,099.8</td>
<td>1,132.8</td>
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</tr>
<tr>
<td>Less: Concessions</td>
<td>(161.0)</td>
<td>(8.9)</td>
<td>(9.2)</td>
<td>(9.5)</td>
<td>(9.8)</td>
<td>(10.1)</td>
<td>(10.4)</td>
<td>(10.7)</td>
<td>(11.0)</td>
<td>(11.3)</td>
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</tr>
<tr>
<td>Less: Vacancy Loss</td>
<td>(17.9)</td>
<td>(44.7)</td>
<td>(46.1)</td>
<td>(47.4)</td>
<td>(48.9)</td>
<td>(50.3)</td>
<td>(51.8)</td>
<td>(53.4)</td>
<td>(55.0)</td>
<td>(56.6)</td>
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</tr>
<tr>
<td>Plus: Other Income</td>
<td>82.8</td>
<td>170.2</td>
<td>175.3</td>
<td>180.5</td>
<td>184.2</td>
<td>187.8</td>
<td>191.6</td>
<td>195.4</td>
<td>199.3</td>
<td>203.3</td>
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<tr>
<td>Effective Gross Income</td>
<td>500.1</td>
<td>1,010.8</td>
<td>1,041.1</td>
<td>1,072.3</td>
<td>1,102.7</td>
<td>1,133.9</td>
<td>1,166.1</td>
<td>1,199.1</td>
<td>1,233.1</td>
<td>1,268.2</td>
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</tr>
<tr>
<td>Less: Management Fee</td>
<td>(213.3)</td>
<td>(30.3)</td>
<td>(31.2)</td>
<td>(32.2)</td>
<td>(33.1)</td>
<td>(34.0)</td>
<td>(35.0)</td>
<td>(36.0)</td>
<td>(37.0)</td>
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</tr>
<tr>
<td>Less: Operating Expenses</td>
<td>(15.0)</td>
<td>(320.0)</td>
<td>(324.8)</td>
<td>(329.7)</td>
<td>(334.6)</td>
<td>(339.6)</td>
<td>(344.7)</td>
<td>(349.9)</td>
<td>(355.2)</td>
<td>(360.5)</td>
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<tr>
<td>Less: Other Expenses</td>
<td>(36.0)</td>
<td>(54.0)</td>
<td>(54.8)</td>
<td>(55.6)</td>
<td>(56.5)</td>
<td>(57.3)</td>
<td>(58.2)</td>
<td>(59.0)</td>
<td>(59.9)</td>
<td>(60.8)</td>
<td></td>
</tr>
<tr>
<td>Net Operating Income</td>
<td>235.8</td>
<td>606.4</td>
<td>630.2</td>
<td>654.8</td>
<td>678.5</td>
<td>703.0</td>
<td>728.2</td>
<td>754.2</td>
<td>781.1</td>
<td>808.8</td>
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<tr>
<td>Loan Payments</td>
<td>(293.7)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td>(440.5)</td>
<td></td>
</tr>
<tr>
<td>Capital Reserves</td>
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<td>(24.0)</td>
<td>(24.0)</td>
<td>(24.0)</td>
<td>(24.0)</td>
<td>(24.0)</td>
<td>(24.0)</td>
<td>(24.0)</td>
<td></td>
</tr>
<tr>
<td>Equity Payments</td>
<td>(2,162.0)</td>
<td>(734.0)</td>
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<tr>
<td>Net Sales</td>
<td>7,890.0</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Cash Flow</td>
<td>(2,162.0)</td>
<td>(807.9)</td>
<td>141.9</td>
<td>165.7</td>
<td>190.3</td>
<td>214.0</td>
<td>238.4</td>
<td>263.7</td>
<td>289.7</td>
<td>316.6</td>
<td>8,234.3</td>
</tr>
<tr>
<td>Debt Coverage Ratio</td>
<td>1.38x</td>
<td>1.43x</td>
<td>1.49x</td>
<td>1.54x</td>
<td>1.60x</td>
<td>1.65x</td>
<td>1.71x</td>
<td>1.77x</td>
<td>1.84x</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rental Growth Rate</td>
<td>3.0%</td>
<td>3.0%</td>
<td>2.0%</td>
<td>2.0%</td>
<td>2.0%</td>
<td>2.0%</td>
<td>2.0%</td>
<td>2.0%</td>
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<tr>
<td>Expense Growth Rate</td>
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<td>1.5%</td>
<td>1.5%</td>
<td>1.5%</td>
<td>1.5%</td>
<td>1.5%</td>
<td>1.5%</td>
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### Summary

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<thead>
<tr>
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<tr>
<td>Sum of PV</td>
<td>$2,720.2</td>
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<tr>
<td>Return on Investment (IRR)</td>
<td>14.9%</td>
</tr>
<tr>
<td>Cash on Cash (2015 NOI/ Equity)</td>
<td>20.9%</td>
</tr>
<tr>
<td>Cash on Cash (2015 NOI/ Total Project Cost)</td>
<td>6.6%</td>
</tr>
<tr>
<td>Profit</td>
<td>$11,575.0</td>
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<tr>
<td>Cash Multiple</td>
<td>4.00x</td>
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### 2024 Net Operating Income

<table>
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<tr>
<td>Terminal Cap Rate</td>
<td>6.5%</td>
</tr>
<tr>
<td>Sales Price</td>
<td>12,919.8</td>
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<tr>
<td>Closing Costs at 3%</td>
<td>(387.6)</td>
</tr>
<tr>
<td>Net Sales Proceeds</td>
<td>12,532.2</td>
</tr>
<tr>
<td>Less: Remaining Loan Balance</td>
<td>(4,642.2)</td>
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<tr>
<td>Net Sales</td>
<td>7,890.0</td>
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## Financial Analysis: Sensitivity

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<th>Type</th>
<th>Worst</th>
<th>Base</th>
<th>Best</th>
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<td>$ per Door</td>
<td>$20,000</td>
<td>$18,000</td>
<td>$16,000</td>
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<td>Concessions</td>
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<td>0.5%</td>
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<tr>
<td>Vacancy Loss</td>
<td>6.0%</td>
<td>5.0%</td>
<td>4.0%</td>
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<tr>
<td>Operating Expenses</td>
<td>$4,500</td>
<td>$4,000</td>
<td>$3,800</td>
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<td>Capital Reserves</td>
<td>($30)</td>
<td>($25)</td>
<td>($21)</td>
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<tr>
<td>Building Sq Ft</td>
<td>$80</td>
<td>$75</td>
<td>$70</td>
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<tr>
<td>Lease 1B/1B</td>
<td>$775</td>
<td>$799</td>
<td>$825</td>
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<td>Lease 2B/2B</td>
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<td>Interest Rate</td>
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<td>4.5%</td>
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<tr>
<td>Loan to Value</td>
<td>65%</td>
<td>70%</td>
<td>75%</td>
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<tr>
<td>DCR</td>
<td>1.35x</td>
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<td>1.25x</td>
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<td>Going-In Cap Rate</td>
<td>6.5%</td>
<td>6.0%</td>
<td>5.75%</td>
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<tr>
<td>Terminal Cap Rate</td>
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<td>6.25%</td>
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<tr>
<td>Sum of PV</td>
<td>$23.6</td>
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<td>Return on Investment (IRR)</td>
<td>7.1%</td>
<td>14.9%</td>
<td>26.4%</td>
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<td>Cash on Cash (2015 NOI/ Equity)</td>
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<td>20.9%</td>
<td>46.6%</td>
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<td>Cash on Cash (2015 NOI/ Total Project Cost)</td>
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<td>6.6%</td>
<td>7.7%</td>
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<td>Profit</td>
<td>$7,782.8</td>
<td>$11,575.0</td>
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<td>Cash Multiple</td>
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Appendix A

Vacancy Rate Trends and Forecast

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<tr>
<td></td>
<td>4Q12</td>
<td>3Q12</td>
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<tr>
<td>Salt Lake City</td>
<td>3.9%</td>
<td>3.9%</td>
</tr>
<tr>
<td>West</td>
<td>3.8%</td>
<td>4.0%</td>
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<tr>
<td>United States</td>
<td>4.5%</td>
<td>4.7%</td>
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<tr>
<td>Period Ending:</td>
<td>12/31/12</td>
<td>09/30/12</td>
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### Appendix B

Construction is expected to take one year with the property to come on line in May 2014. An absorption schedule was forecasted for Net Income for months from May to December.

<table>
<thead>
<tr>
<th>OPERATING STATEMENT</th>
<th>2014</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>August</th>
<th>September</th>
<th>October</th>
<th>November</th>
<th>December</th>
<th>Total</th>
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<tbody>
<tr>
<td>Potential Gross Income</td>
<td></td>
<td>$74.52</td>
<td>$74.5</td>
<td>$74.5</td>
<td>$74.5</td>
<td>$74.5</td>
<td>$74.5</td>
<td>$74.5</td>
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<td>Absorption Rate</td>
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<td>30%</td>
<td>45%</td>
<td>60%</td>
<td>75%</td>
<td>90%</td>
<td>94%</td>
<td>95%</td>
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<tr>
<td>Less: Vacancy Loss</td>
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<td>(52.2)</td>
<td>(41.0)</td>
<td>(29.8)</td>
<td>(18.6)</td>
<td>(7.5)</td>
<td>(4.5)</td>
<td>(3.7)</td>
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<td>Concession Rate</td>
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<td>4%</td>
<td>4%</td>
<td>4%</td>
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<td>1.0%</td>
<td>1.0%</td>
<td>1.0%</td>
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<tr>
<td>Less: Concession Loss</td>
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<td>(3.7)</td>
<td>(3.0)</td>
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<td>(3.0)</td>
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<td>(0.7)</td>
<td>(0.7)</td>
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<td>Plus: Other Income</td>
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<td>6.4</td>
<td>8.5</td>
<td>10.6</td>
<td>12.8</td>
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<td>Effective Gross Income</td>
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<td>22.9</td>
<td>36.9</td>
<td>50.2</td>
<td>63.5</td>
<td>76.9</td>
<td>82.6</td>
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<td>Less: Insurance &amp; Taxes</td>
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<td>(4.5)</td>
<td>(4.5)</td>
<td>(4.5)</td>
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<td>(22.4)</td>
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<td>Net Cash Flow</td>
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<td>Debt Coverage Ratio</td>
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<td>1.18x</td>
<td>1.33x</td>
<td>1.36x</td>
<td>1.36x</td>
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