# top shelf (4) 

Investment Summary<br>Top Shelf<br>City, State

| Executive Highlights |
| :--- |
| 1. Top Shelf Overview |
| The Project will be a 3 story, 79 unit luxury apartment complex located west of downtown <br> Denver near Sloan Lake. The project will include a basement level parking garage, a courtyard <br> for resident use, and three levels of residences with additional parking available outside of the <br> building. Several factors, including multiple redevelopments of existing projects in the <br> neighborhood, proximity to downtown, and ease of access to the Rocky Mountains all <br> provide a promising outlook to this project. |


| General Information |  |  |
| :--- | ---: | ---: |
| Property Type | Multifamily |  |
| Location | City, State |  |
| Building SF |  | 113,435 SqFt |
| \# of Units | 175 |  |


| Financial Information |  |
| :--- | ---: |
| Development Cost | $\$ 28,963,731$ |
| Cost Per Unit | $\$ 165,507 /$ Unit |



## 2. Strong Wage Growth

The Mile High City's growing economy and population have driven up real estate sales nearly every month in the past five years. Employment growth has accelerated in almost a straight line since the start of 17Q4. In August 2018, annual employment growth came in at 2.8\% ( 41,000 jobs), sharply up from a recent low of $1.7 \%$ in September 2017 (25,000 jobs). ${ }^{1}$

## 3. Location

The Project site provides a close proximity to downtown Denver, including easy access to Pepsi Center, Sloan Lake, Elitch Gardens, Mile High Stadium, LoDo, and Downtown. This up and coming neighborhood is poised for explosive growth as many lots in the area are undergoing redevelopment. The broader Denver metro has become a premier destination for educated Millennials, and net migration and total employment growth remain well above the national average. ${ }^{1}$

## 4. Property Description

Level 1: 35 luxury apartments featuring courtyard views and upgraded amenities.
Levels 2-3: 44 luxury apartments featuring balconies, views of the courtyard, and large windows.

| Sale Assumptions |  |
| :--- | ---: |
| Last Sale Date | Jun-24 |
| Gross Sale Proceeds | $\$ 36,721,233$ |
| Gross Sale Price / Unit | $\$ 209,836 /$ Unit |


| Returns Summary |  |
| :--- | ---: |
| Unlevered IRR | $9.8 \%$ |
| Unlevered Peak Capital | $\$ 27,536,518$ |
| Unlevered Net Profit | $\$ 13,655,065$ |
| Unlevered Profit Multiple | 1.5 x |
|  |  |
| Levered IRR | $18.5 \%$ |
| Levered Peak Capital | $\$ 5,740,933$ |
| Levered Net Profit | $\$ 6,996,226$ |
| Levered Profit Multiple | 2.2 x |
|  |  |
| Investor IRR | $15.9 \%$ |
| Investor Peak Capital | $\$ 4,879,793$ |
| Investor Net Profit | $\$ 4,988,161$ |
| Investor Profit Multiple | 2.0 x |


| Waterfall Assumptions |  |
| :---: | :---: |
| Limited Partner Contribution \% | 85.0\% |
| General Partner Contribution \% | 15.0\% |
| First Hurdle | 9.0\% |
| First Cash Flow | 30.0\% |
| Second Hurdle | 12.0\% |
| Second Cash Flow | 40.0\% |
| Third Hurdle | 14.0\% |
| Third Cash Flow | 45.0\% |


| Contact Information |  |
| :---: | :---: |
| Contact | contact 0. .ontact.com |

# top sheif (4) 

## Investment Summary

 Top ShelfCity, State

|  | Annual Cashflow Sumpary |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

## Error Check

| Annual Cashflow Summary (Model Outputs) |  |  | Annual Cashflow Summary (Investor Summary) |  |  | Returns Summary |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Monthly CF | Annual CF |  | Monthly CF | Annual CF |  | Monthly CF | Annual CF | Waterfall |
| Effective Gross Income | $\checkmark$ | $\checkmark$ | Effective Gross Income | $\checkmark$ | $\checkmark$ | Unlevered IRR | $\checkmark$ | $\checkmark$ |  |
| Total Operating Expenses | $\checkmark$ | $\checkmark$ | Total Operating Expenses | $\checkmark$ | $\checkmark$ | Unlevered Peak Capital | $\checkmark$ | $\checkmark$ |  |
| Net Operating Income | $\checkmark$ | $\checkmark$ | Net Operating Income | $\checkmark$ | $\checkmark$ | Unlevered Net Profit | $\checkmark$ | $\checkmark$ |  |
|  |  |  |  |  |  | Unlevered Profit Multiple | $\checkmark$ | $\checkmark$ |  |
| Project Management Fee | $\checkmark$ | $\checkmark$ | Project Management Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Capital Expenditures Reserve | $\checkmark$ | $\checkmark$ | Capital Expenditures Reserve | $\checkmark$ | $\checkmark$ | Levered IRR | $\checkmark$ | $\checkmark$ |  |
| Cashflow after Vacancy \& Reserve | $\checkmark$ | $\checkmark$ | Cashflow after Vacancy \& Reserve | $\checkmark$ | $\checkmark$ | Levered Peak Capital | $\checkmark$ | $\checkmark$ |  |
|  |  |  |  |  |  | Levered Net Profit | $\checkmark$ | $\checkmark$ |  |
| Land Cost | $\checkmark$ | $\checkmark$ | Land Cost | $\checkmark$ | $\checkmark$ | Levered Profit Multiple | $\checkmark$ | $\checkmark$ |  |
| Hard Costs | $\checkmark$ | $\checkmark$ | Hard Costs | $\checkmark$ | $\checkmark$ | Investor IRR |  |  | $\checkmark$ |
| Soft Costs | $\checkmark$ | $\checkmark$ | Soft Costs | $\checkmark$ | $\checkmark$ | Investor Peak Capital |  |  | $\checkmark$ |
| Total Construction Costs | $\checkmark$ | $\checkmark$ | Total Construction Costs | $\checkmark$ | $\checkmark$ | Investor Net Profit |  |  | $\checkmark$ |
|  |  |  |  |  |  | Investor Profit Multiple |  |  | $\checkmark$ |
| Gross Sale Proceeds | $\checkmark$ | $\checkmark$ | Gross Sale Proceeds | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Disposition Costs | $\checkmark$ | $\checkmark$ | Disposition Costs | $\checkmark$ | $\checkmark$ | Constructio | bt and Equity |  |  |
| Total | $\checkmark$ | $\checkmark$ | Total | $\checkmark$ | $\checkmark$ |  | Monthly CF | Annual CF |  |
|  |  |  |  |  |  | Debt | $\checkmark$ | $\checkmark$ |  |
| Unlevered Net Cashflow | $\checkmark$ | $\checkmark$ | Unlevered Net Cashflow | $\checkmark$ | $\checkmark$ | Equity | 1 | $\checkmark$ |  |
| Construction Loan Origination Fee | $\checkmark$ | $\checkmark$ | Construction Loan Origination Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Construction Loan Exit Fee | $\checkmark$ | $\checkmark$ | Construction Loan Exit Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Construction Loan Interest Expense | $\checkmark$ | $\checkmark$ | Construction Loan Interest Expense | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Construction Proceeds | $\checkmark$ | $\checkmark$ | Construction Proceeds | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Construction Principal Repayment | $\checkmark$ | $\checkmark$ | Construction Principal Repayment | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Working Capital Release | $\checkmark$ | $\checkmark$ | Working Capital Release | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Senior Debt Origination Fee | $\checkmark$ | $\checkmark$ | Senior Debt Origination Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Senior Debt Exit Fee | $\checkmark$ | $\checkmark$ | Senior Debt Exit Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Senior Debt Interest Expense | $\checkmark$ | $\checkmark$ | Senior Debt Interest Expense | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Senior Debt Principal Amortization/Repayment | $\checkmark$ | $\checkmark$ | Senior Debt Principal Amortization/Repayment | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Senior Proceeds | $\checkmark$ | $\checkmark$ | Senior Proceeds | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Refi Debt Origination Fee | $\checkmark$ | $\checkmark$ | Refi Debt Origination Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Refi Debt Exit Fee | $\checkmark$ | $\checkmark$ | Refi Debt Exit Fee | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Refi Debt Interest Expense | $\checkmark$ | $\checkmark$ | Refi Debt Interest Expense | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Refi Debt Principal Paydown | $\checkmark$ | $\checkmark$ | Refi Debt Principal Paydown | $\checkmark$ | $\checkmark$ |  |  |  |  |
| Refi Debt Final Repayment | $\checkmark$ | $\checkmark$ | Refi Debt Final Repayment | $\checkmark$ | $\checkmark$ |  |  |  |  |

Top Shelf
City, State

## Model Outputs

| Capital Stack |  |
| :--- | ---: |
| Construction Debt | $\$ 21,722,798$ |
| Equity | $5,740,933$ |
| Mezz Debt | $1,500,000$ |
| Total | $\mathbf{\$ 2 8 , 9 6 3 , 7 3 1}$ |


| Project Costs |  |
| :--- | ---: |
| Land Purchase Price | $\$ 2,000,000$ |
| Hard Costs | $19,851,125$ |
| Soft Costs | $5,592,696$ |
| Interest Reserve | 976,839 |
| Placement Fees | 543,070 |
| Total | $\mathbf{\$ 2 8 , 9 6 3 , 7 3 1}$ |


| Sources and Uses of Cash |  |
| :--- | ---: |
| Sources |  |
| Construction Debt | $\$ 21,722,798$ |
| Equity | $5,740,933$ |
| Mezz Debt | $1,500,000$ |
| Total Sources | $\$ 28,963,731$ |
|  |  |
| Uses | $\$ 2,000,000$ |
| Land Purchase Price | $19,851,125$ |
| Hard Costs | $5,592,696$ |
| Soft Costs | 976,839 |
| Interest Reserve | 543,070 |
| Placement Fees | $\$ 28,963,731$ |
| Total Uses |  |


| Waterfall Assumptions |  |
| :---: | :---: |
| Limited Partner | 85.0\% |
| General Partner | 15.0\% |
| First Hurdle | 9.0\% |
| First Cash Flow | 30.0\% |
| Second Hurdle | 12.0\% |
| Second Cash Flow | 40.0\% |
| Third Hurdle | 14.0\% |
| Third Cash Flow | 45.0\% |



| Annual Cashflow Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Total |
| Effective Gross Income | \$0 | \$0 | \$887,826 | \$2,188,737 | \$2,341,345 | \$2,410,547 | \$0 | \$0 | \$0 | \$0 | \$0 | \$7,828,455 |
| Operating Expenses | 0 | 0 | $(625,086)$ | $(680,141)$ | $(700,549)$ | $(718,801)$ | 0 | 0 | 0 | 0 | 0 | (2,724,577) |
| Net Operating Income | \$0 | \$0 | \$262,740 | \$1,508,596 | \$1,640,796 | \$1,691,746 | \$0 | \$0 | \$0 | \$0 | \$0 | \$5,103,878 |
| Project Management Fee | \$0 | \$0 | $(\$ 8,878)$ | (\$21,887) | $(\$ 23,413)$ | (\$24,105) | \$0 | \$0 | \$0 | \$0 | \$0 | $(\$ 78,285)$ |
| Capital Expenditures Reserve | 0 | 0 | $(20,085)$ | $(52,382)$ | $(57,368)$ | $(59,089)$ | 0 | 0 | 0 | 0 | 0 | $(188,924)$ |
| Cashflow after Vacancy \& Reserve | \$0 | \$0 | \$233,777 | \$1,434,326 | \$1,560,015 | \$1,608,551 | \$0 | \$0 | \$0 | \$0 | \$0 | \$4,836,669 |
| Land Cost | (\$2,000,000) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$2,000,000) |
| Soft Costs | \$0 | (\$5,592,696) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$5,592,696) |
| Hard Costs | 0 | $(19,851,125)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(19,851,125)$ |
| Total Construction Costs | \$0 | (\$25,443,821) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$25,443,821) |
| Gross Sale Proceeds | \$0 | \$0 | \$0 | \$0 | \$0 | \$36,721,233 | \$0 | \$0 | \$0 | \$0 | \$0 | \$36,721,233 |
| Disposition Costs | 0 | 0 | 0 | 0 | 0 | $(459,015)$ | 0 | 0 | 0 | 0 | 0 | $(459,015)$ |
| Total | \$0 | \$0 | \$0 | \$0 | \$0 | \$36,262,218 | \$0 | \$0 | \$0 | \$0 | \$0 | \$36,262,218 |
| Unlevered Cashflow | $(\$ 2,000,000)$ | (\$25,443,821) | \$233,777 | \$1,434,326 | \$1,560,015 | \$37,870,769 | \$0 | \$0 | \$0 | \$0 | \$0 | \$13,655,065 |
| ROC | 0.0\% | 0.0\% | 0.8\% | 5.2\% | 5.7\% | 5.8\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 17.6\% |
| Construction Loan Origination Fee | (\$217,228) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$217,228) |
| Construction Loan Exit Fee | 0 | 0 | 0 | $(325,842)$ | 0 | 0 | 0 | 0 |  | 0 | 0 | $(325,842)$ |
| Construction Loan Interest Expense | 0 | $(338,774)$ | $(964,539)$ | $(492,130)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(1,795,442)$ |
| Construction Proceeds | 0 | 20,758,890 | 638,066 | 325,842 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21,722,798 |
| Construction Principal Repayment | 0 | 0 | 0 | $(21,722,798)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (21,722,798) |
| Working Capital Release | 0 | 0 | 92,696 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 92,696 |
| Senior Debt Origination Fee | 0 | 0 | 0 | $(108,614)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(108,614)$ |
| Senior Debt Exit Fee | 0 | 0 | 0 | $(323,691)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(323,691)$ |
| Senior Debt Interest Expense | 0 | 0 | 0 | (589,647) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(589,647)$ |
| Senior Debt Principal Amortization/Repayment | 0 | 0 | 0 | (21,722,798) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(21,722,798)$ |
| Senior Proceeds | 0 | 0 | 0 | 21,722,798 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21,722,798 |
| Refi Debt Origination Fee | 0 | 0 | 0 | $(114,856)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(114,856)$ |
| Refi Debt Exit Fee | 0 | 0 | 0 | 0 | 0 | $(333,684)$ | 0 | 0 | 0 | 0 | 0 | $(333,684)$ |
| Refi Debt Interest Expense | 0 | 0 | 0 | 0 | $(1,040,800)$ | $(1,027,062)$ | 0 | 0 | 0 | 0 | 0 | $(2,067,862)$ |
| Refi Debt Principal Paydown | 0 | 0 | 0 | 0 | $(355,897)$ | $(369,635)$ | 0 | 0 | 0 | 0 | 0 | $(725,533)$ |
| Refi Debt Final Repayment | 0 | 0 | 0 | 0 | 0 | $(22,245,614)$ | 0 | 0 | 0 | 0 | 0 | (22,245,614) |
| Refi Proceeds | 0 | 0 | 0 | 22,971,147 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22,971,147 |
| Mezz Debt Proceeds | 0 | 1,500,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,500,000 |
| Mezz Debt Interest Pay | 0 | 0 | 0 | 0 | 0 | $(874,669)$ | 0 | 0 | 0 | 0 | 0 | $(874,669)$ |
| Mezz Debt Principal Amortization/Repayment | 0 | 0 | 0 | 0 | 0 | $(1,500,000)$ | 0 | 0 | 0 | 0 | 0 | $(1,500,000)$ |
| Levered Cashflow | (\$2,217,228) | (\$3,523,705) | \$0 | \$1,053,737 | \$163,317 | \$11,520,104 | \$0 | \$0 | \$0 | \$0 | \$0 | \$6,996,226 |
| Cash on Cash | 0.0\% | -5.9\% | -12.7\% | 3.6\% | 2.8\% | -11.5\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |  |
| Debt Yield | 0.0\% | 0.0\% | 1.2\% | 6.6\% | 6.7\% | 7.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |  |
| DSCR | 0.0x | 0.0x | $0.3 x$ | $1.2 x$ | 1.2x | $0.7 x$ | 0.0x | 0.0x | 0.0x | 0.0x | 0.0x |  |


| Annual Waterfall Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Total |
| Project Cashflow Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| Distributable Cash | \$0 | \$0 | \$233,777 | \$1,434,326 | \$1,560,015 | \$1,608,551 | \$0 | \$0 | \$0 | \$0 | \$0 | \$4,836,669 |
| Land Cost | $(2,000,000)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(2,000,000)$ |
| Construction Costs | 0 | $(25,443,821)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(25,443,821)$ |
| Sales Proceeds | 0 | 0 | 0 | 0 | 0 | 36,262,218 | 0 | 0 | 0 | 0 | 0 | 36,262,218 |
| Fees/Interest/Financing | $(217,228)$ | 21,920,117 | $(233,777)$ | $(380,589)$ | $(1,396,697)$ | (26,350,665) | 0 | 0 | 0 | 0 | 0 | $(6,658,839)$ |
| Total Project Cashflow | (\$2,217,228) | (\$3,523,705) | \$0 | \$1,053,737 | \$163,317 | \$11,520,104 | \$0 | \$0 | \$0 | \$0 | \$0 | \$6,996,226 |
| Investor Cashflow Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital Contributions | (\$5,740,933) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$5,740,933) |
| Return of Capital | 0 | 0 | 0 | 1,053,737 | 163,317 | 11,520,104 | 0 | 0 | 0 | 0 | 0 | 12,737,159 |
| Investor Net Cashflow | $(\$ 5,740,933)$ | \$0 | \$0 | \$1,053,737 | \$163,317 | \$11,520,104 | \$0 | \$0 | \$0 | \$0 | \$0 | \$6,996,226 |
| Limited Partner Contributions | (\$4,879,793) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$4,879,793) |
| Limited Partner Distributions | 0 | 0 | 0 | 895,677 | 138,820 | 8,833,458 | 0 | 0 | 0 | 0 | 0 | 9,867,954 |
| Limited Partner Net Cashflow | (\$4,879,793) | \$0 | \$0 | \$895,677 | \$138,820 | \$8,833,458 | \$0 | \$0 | \$0 | \$0 | \$0 | \$4,988,161 |
| General Partner Contributions | (\$861,140) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$861,140) |
| General Partner Distributions | 0 | 0 | 0 | 158,061 | 24,498 | 2,686,647 | 0 | 0 | 0 | 0 | 0 | 2,869,205 |
| General Partner Net Cashflow | $(\$ 861,140)$ | \$0 | \$0 | \$158,061 | \$24,498 | \$2,686,647 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,008,065 |


| Hypothetical Investor Cashflow Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Total |
| Hypothetical Investor (\$500,000) |  |  |  |  |  |  |  |  |  |  |  |  |
| Hypothetical Contributions | (\$500,000) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | $(\$ 500,000)$ |
| Hypothetical Distributions | 0 | 0 | 0 | 91,774 | 14,224 | 905,106 | 0 | 0 | 0 | 0 | 0 | 1,011,104 |
| Hypothetical Net Cashflow | $(\$ 500,000)$ | \$0 | \$0 | \$91,774 | \$14,224 | \$905,106 | \$0 | \$0 | \$0 | \$0 | \$0 | \$511,104 |


| Hypothetical $\$ \mathbf{5 0 0 , 0 0 0}$ Investor |  |
| :--- | ---: |
| Hypothetical $\$ \$$ | $\$ 500,000$ |
| Hypothetical $\$ \%$ | $10.2 \%$ |

Assumptions

| General Property \& Timing Assumptions |  | Operating Assumptions |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Project Name | Top Shelf | Start Leasing |  | Jul-20 |
| Building City, State | City, State | Units Leased / Month |  | 10 |
| General Partner | General Partner | Months to Lease |  | 17.5 |
| Limited Partner | Limited Partner | Date Stabilized |  | Dec-21 |
| Gross Square Footage (GSF) | $113,435 \mathrm{SqFt}$ | Rent Growth To Delivery |  | 3.0\% |
| Net Square Footage (NSF) | 113,435 SqFt |  |  |  |
| Number of Units | 175 |  | Revenues |  |
| Land Cost | \$2,000,000 | Expense Reimbursement (Per Unit) |  | \$100 |
| Parking Stalls | 50 | Other Income (Per Unit) |  | \$450 |
| Parking Ratio (per Unit) | 0.3 |  | Number of Units | \$/ Unit / Month |
| Analysis Start Date | Jun-19 | Parking Income | 50 Units | \$25 |
| Land Purchase Month | 0 | Blank 2 | 0 Units | \$0 |
| Soft Costs Start Month | Jul-19 | Blank 3 | 0 Units | \$0 |
| Soft Costs Finish Month | Jun-20 | Blank 4 | 0 Units | \$0 |
| Construction Start Month | Jul-19 | Blank 5 | 0 Units | \$0 |
| Construction Finish Month | Jun-20 |  |  |  |
| Months to Delivery | 12 |  | Expenses |  |
| Delivery Month | Jul-20 | Management Fee |  | 3.0\% |
| Working Capital Release Month (Construction Period) | 30 |  | Per Unit (Annual) | Monthly Total (all Units) |
| Full Occupancy Month | 30 | Repairs \& Maintenance | \$300 | \$4,375 |
| Rent Inflation Timing | Annual | Monthly Services | \$60 | \$875 |
| Other Income Inflation Timing | Annual | Utilities | \$300 | \$4,375 |
| Expense Inflation Timing | Annual | Advertising \& Promotion | \$150 | \$2,188 |
|  |  | Payroll | \$500 | \$7,292 |
| Exit Assumptions |  | Other | \$400 | \$5,833 |
| Sale Month | Month 60 | Real Estate Taxes (Total Project / Yr) | \$257,588 | \$21,466 |
| Sale Date | Jun-24 | Franchise Tax | 0.05\% | 0.05\% |
| Cap Rate | 4.75\% | Insurance | \$150 | \$2,188 |
| NOI at Exit $\quad$ Forward 12 Mo | \$1,744,259 | Blank 1 | \$0 | \$0 |
| Gross Sale \$ | \$36,721,233 | Blank 2 | \$0 | \$0 |
| Gross Sale \$ / SF | \$324 | Blank 3 | \$0 | \$0 |
| Gross Sale \$ / Unit | \$209,836 | Blank 4 | \$0 | \$0 |
| Transaction Costs | 1.25\% | Blank 5 | \$0 | \$0 |
| Months Held After Construction Completion | 48 months |  |  |  |
|  |  | Expe | nses after the NOI |  |
| Waterfall Structure |  | Project Management Fee |  | 1.0\% |
| Waterfall Based On: | Cash Flow |  | Per Unit (Annual) | Monthly Total (all Units) |
| Limited Partner | 85.0\% | Capex Reserves | \$300 | \$4,375 |
| General Partner | 15.0\% |  |  |  |
| First Hurdle | 9.0\% | Mezz | anine Assumptions |  |
| First Cash Flow | 30.0\% | Mezzanine Debt? |  | Y |
| Second Hurdle $\quad$ In Use | 12.0\% | Mezzanine Amount |  | \$1,500,000 |
| Second Cash Flow | 40.0\% | Interest Calculation |  | Actual/360 |
| Third Hurdle $\quad$ In Use | 14.0\% | Interest Rate |  | 12.0\% |
| Third Cash Flow | 45.0\% | Implied LTC |  | 5.18\% |
| Fourth Hurdle ${ }^{\text {Not Applicable }}$ |  | Mezz Start Month |  | Month 0 |
| Fourth Cash Flow |  | Mezz End Month |  | Month 60 |

[^0]| Yearly Revenue Assumptions |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Expense Inflation | Rent Inflation | Other Income Inflation | Tax Inflation | Concession \% | Vacancy \% | Bad Debt \% | Non-Revenue \% |
| Year 1 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 7.0\% | 0.0\% | 0.0\% |
| Year 2 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 3 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 4 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 5 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 6 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 7 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 8 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 9 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 10 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |
| Year 11 | 3.0\% | 3.0\% | 2.0\% | 2.0\% | 1.0\% | 7.0\% | 2.0\% | 2.0\% |


| Sensitivities - Levered IRR / Levered Multiple |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Exit Month | Exit Cap Rate |  |  |  |  |  |
|  |  | 5.25\% | 5.00\% | 4.75\% | 4.50\% | 4.25\% |
|  | Month 48 | 8.8\% / 1.4x | 14.1\% / 1.7x | 19.3\% / 2.0x | 24.3\% / 2.3x | 29.2\% / 2.7x |
|  | Month 54 | 10.0\% / 1.5x | 14.5\% / 1.8x | 18.9\% / 2.1x | 23.1\% / 2.4x | 27.3\% / 2.8x |
|  | Month 60 | 10.9\% / 1.6x | 14.8\% / 1.9x | 18.5\% / 2.2x | 22.1\% / 2.6x | 25.7\% / 3.0x |
|  | Month 66 | 11.6\% / 1.7x | 14.9\% / 2.0x | 18.1\% / 2.4x | 21.3\% / 2.7x | 24.4\% / 3.1x |
|  | Month 72 | 12.1\% / 1.9x | 15.0\% / 2.2x | 17.8\% / 2.5x | 20.6\% / 2.9x | 23.3\% / 3.3x |

Top Shelf
City, State

| Unit Mix |  |  |  |  |  | Rent Assumption: | Base Assumptions |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Market Rent |  |
| Floor Plan | SF | \# of Units | \% | PSF/Month | /Unit | Total | Base Assumption |
| Top Shelf |  |  |  |  |  |  |  |
| 1BR - A | 501 | 15 | 6.6\% | \$1.55 | \$777 | \$11,648 | \$1.55 |
| 1 BR - B | 528 | 65 | 30.3\% | 1.55 | 818 | 53,196 | 1.55 |
| 1BR-C | 540 | 20 | 9.5\% | 1.55 | 837 | 16,740 | 1.55 |
| 2BR - A | 936 | 25 | 20.6\% | 1.72 | 1,610 | 40,248 | 1.72 |
| 2BR - B | 940 | 10 | 8.3\% | 1.72 | 1,617 | 16,168 | 1.72 |
| 3BR - A | 1,200 | 15 | 15.9\% | 1.80 | 2,160 | 32,400 | 1.80 |
| Studio - A | 400 | 25 | 8.8\% | 2.35 | 940 | 23,500 | 2.35 |
| Top Shelf Total | 113,435 | 175 | 100.0\% | \$12.24 | \$8,759 | \$193,900 |  |
| Top Shelf Average | 648 |  |  | \$1.71 | \$1,108 |  |  |

Top Shelf
City, State

## Construction Budget

| Project Budget - Top Shelf - City, State |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hard Costs: |  |  |  | Total Cost ${ }^{\text {S }}$ SSF |  | Sunit | Start Date | Duration | End Date |
| Structures Hard Costs |  | \$0 | Fixed Amount | \$0 | \$0.00 | \$0 | 6/1/2019 | 24 | 5/31/2021 |
| Land Improvements |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| General Requirements |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Builder's Overhead |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| P\&P Bond Premium |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| FF\&E |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Other Construction Fees-Impact Fees/Permit |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Materials Testing |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Umbrella Insurance |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Hard Cost Contingency |  | 0.0\% | \% of Hard Costs | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Preliminary Construction Costs |  | 175 | GSF | 19,851,125 | 175.00 | 113,435 | 7/1/2019 | 12 | 6/30/2020 |
|  | Subtotal- Hard Costs |  |  | \$19,851,125 | \$175.00 | \$113,435 |  |  |  |
| Soft Costs: |  |  |  |  |  |  |  |  |  |
| Construction Management Fee |  | \$0 | Fixed Amount | \$0 | \$0.00 | \$0 | 6/1/2019 | 24 | 5/31/2021 |
| Architect-Base Building |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Market Study |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| A\&E |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Insurance |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Environmental (ESA, Radon) |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Appraisal (Preliminary \& Final Reports |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Utility Consumption Analysis |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Supplies |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| General Partner Development Fee |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Independent A\&E Cost Review |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Lawyer Fees |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Legal \& Organizational Expense |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Title \& Recording |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| On-Site Leasing Personnel |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Real Estate Taxes During Construction |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Land Survey |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Developer Fee |  | 0 | Fixed Amount | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Soft Cost Contingency |  | 0.0\% | \% of Soft Costs | 0 | 0.00 | 0 | 6/1/2019 | 24 | 5/31/2021 |
| Preliminary Soft Costs |  | 5,500,000 | Fixed Amount | 5,500,000 | 48.49 | 31,429 | 7/1/2019 | 12 | 6/30/2020 |
| Working Capital |  |  |  | 92,696 | 0.82 | 530 | 7/1/2019 | 12 | 6/30/2020 |
|  | Subtotal- Soft Costs |  |  | \$5,592,696 | \$49.30 | \$31,958 |  |  |  |
| Subtotal Hard and Soft Costs |  |  |  | \$25,443,821 | \$224.30 | \$145,393 |  |  |  |


|  | LTC Debt Analysis |
| :--- | ---: |
| Land Cost | $\$ 2,000,000$ |
| Construction Interest | $\$ 976,839$ |
| Financing Fees | $\$ 53,070$ |
|  |  |
| Total Budget | $\$ 28,963,731$ |
| Debt | $\$ 21,722,798$ |
| Mezzanine | $\$ 1,500,000$ |
| Equity | $\$ 5,740,933$ |


| Loan \& Equity Amount Summary |  |
| :--- | ---: |
| Total Construction Budget | $\$ 28,963,731$ |
| LTC | $75 \%$ |
| Loan Amount | $\$ 21,722,798$ |
| Equity Amount | $\$ 5,740,933$ |
| Mezzanine Amount | $\$ 1,500,000$ |

Top Shelf
City, State

## Taxes

| Taxes - Top Shelf - City, State |  |  |  |
| :---: | :---: | :---: | :---: |
| Land Purchase Price |  |  | \$2,000,000 |
| Hard Costs |  |  | 19,851,125 |
| Soft Costs | Include? | N | 0 |
| Construction Interest | Include? | N | 0 |
| Financing Fees | Include? | N | 0 |
| Assessment Percentage |  |  | 40.0\% |
| Assessed Value |  |  | \$8,740,450 |
| Year 1 Millage Rates | (All Millage Rates should be divided by 100) |  |  |
| County |  |  | \$0.2531 |
| City |  |  | 0.7766 |
| School |  |  | 1.3104 |
| College |  |  | 0.1240 |
| Hospital |  |  | 0.2695 |
| County College |  |  | 0.2135 |
| Special District |  |  | 0.0000 |
| Blank 1 |  |  | 0.0000 |
| Blank 2 |  |  | 0.0000 |
| Blank 3 |  |  | 0.0000 |
| Blank 4 |  |  | 0.0000 |
| Blank 5 |  |  | 0.0000 |
| Total |  |  | \$2.9471 |
|  |  |  |  |
| Stabilized Tax Expense |  |  | \$257,588 |


| Top Shelf City, State | Effective Gross Income | Total Op. Expenses | Building <br> Schedule |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unlevered | Levered |  | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2019 | 2020 | 2020 |
| Monthly CF | Cashflows | Cashflows | Year \# | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
|  |  |  | Quarter | 0 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 3 |
| Circular Break | No |  | Month | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Date |  |  |  | Jun-19 | Jul-19 | Aug-19 | Sep-19 | Oct-19 | Nov-19 | Dec-19 | Jan-20 | Feb-20 |
| Unlevered Cashflow |  |  |  |  |  |  |  |  |  |  |  |  |
| Lease-Up |  |  | Total |  |  |  |  |  |  |  |  |  |
| Number of Units Available |  |  | 175 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Number of Units Leased |  |  | 175 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Number of Units Remaining |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative Units Leased |  |  | 175 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Occupancy |  |  |  | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Average Monthly Rent |  |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |
| Scheduled Base Rental Revenue |  |  | \$8,375,374 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Expense Reimbursement |  |  | 61,267 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Income |  |  | 275,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Parking Income |  |  | 52,515 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 2 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 3 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 4 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 5 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General Vacancy |  |  | $(498,159)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Concessions |  |  | $(87,649)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bad Debt |  |  | $(175,297)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Non-Revenue Units |  |  | $(175,297)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Effective Gross Income |  |  | \$7,828,455 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| Repairs \& Maintenance |  |  | $(\$ 226,230)$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Monthly Services |  |  | $(45,246)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Utilities |  |  | $(226,230)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Advertising \& Promotion |  |  | $(113,115)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Payroll |  |  | $(377,049)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other |  |  | $(301,640)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Real Estate Taxes |  |  | $(1,082,912)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Franchise Tax |  |  | $(4,188)$ | 0 | 0 | 0 | 0 | 0 | 0 | . | 0 | 0 |
| Insurance |  |  | $(113,115)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 1 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 2 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 3 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 4 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Blank 5 |  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Management Fee |  |  | $(234,854)$ | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 | 0 |
| Total Operating Expenses |  |  | (\$2,724,577) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Net Operating Income |  |  | \$5,103,878 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Project Management Fee |  |  | $(\$ 78,285)$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cap Ex Reserves |  |  | $(188,924)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash Flow after Vacancy \& Reserve |  |  | \$4,836,669 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |



| Construction Loan Exit Fee | $(325,842)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Construction Loan Interest Expense | $(1,795,442)$ | 0 | 0 | 0 | 0 | $(5,182)$ | $(12,985)$ | $(21,685)$ | $(29,985)$ | $(35,845)$ |
| Construction Proceeds | 21,722,798 | 0 | 0 | 0 | 1,337,251 | 2,125,500 | 2,133,304 | 2,142,003 | 2,150,303 | 2,156,164 |
| Construction Principal Repayment | $(21,722,798)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Working Capital Release | 92,696 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Origination Fee | $(108,614)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Exit Fee | $(323,691)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Interest Expense | $(589,647)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Principal Amortization/Repayment | $(21,722,798)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Proceeds | 21,722,798 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Origination Fee | $(114,856)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Exit Fee | $(333,684)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Interest Expense | $(2,067,862)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Principal Paydown | $(725,533)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Final Repayment | $(22,245,614)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Proceeds | 22,971,147 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Proceeds | 1,500,000 | 0 | 0 | 716,932 | 783,068 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Interest Pay | $(874,669)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Principal Amortization/Repayment | $(1,500,000)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Levered Cashflow | \$6,996,226 | (\$2,217,228) | (\$2,120,318) | (\$1,403,386) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cumulative Levered Cashfow |  | (2,217,228) | $(4,337,546)$ | $(5,740,933)$ | (5,740,933) | (5,740,933) | (5,740,933) | (5,740,933) | (5,740,933) | $(5,740,933)$ |
| Peak Month |  | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 |


| Levered Summary | $18.5 \%$ |
| :--- | ---: |
| IRR | 2.2 x |
| Multiple | $(\$ 5,740,933)$ |
| Peak Capital | $\$ 6,996,226$ |
| Net Profit |  |


| Construction |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LIBOR Curve | Total | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% |
|  |  |  |  |  |  |  |  |  |  |  |
| LIBOR Cap | $\square$ | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% |
| LIBOR Floor |  | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Fixed/Spread Over LIBOR |  | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% |
| Total Interest |  | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% |
| Beginning Balance |  | \$0 | \$0 | \$0 | \$0 | \$1,337,251 | \$3,462,751 | \$5,596,055 | \$7,738,058 | \$9,888,361 |
| Proceeds | 21,722,798 | 0 | 0 | 0 | 1,337,251 | 2,125,500 | 2,133,304 | 2,142,003 | 2,150,303 | 2,156,164 |
| Interest Reserve | 976,839 | 0 | 0 | 0 | 0 | 5,182 | 12,985 | 21,685 | 29,985 | 35,845 |
| Interest Expense | $(1,795,442)$ | 0 | 0 | 0 | 0 | $(5,182)$ | $(12,985)$ | $(21,685)$ | $(29,985)$ | $(35,845)$ |
| Principal Repayment | $(21,722,798)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Ending Balance |  | \$0 | \$0 | \$0 | \$1,337,251 | \$3,462,751 | \$5,596,055 | \$7,738,058 | \$9,888,361 | 12,044,525 |


| Senior |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LIBOR Curve |  | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% |
| LIBOR Cap |  | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% |
| LIBOR Floor |  | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Fixed/Spread Over LIBOR |  | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% |
| Total Interest |  | 4.6\% | 4.6\% | 4.6\% | 4.6\% | 4.6\% | 4.6\% | 4.6\% | 4.6\% | 4.6\% |
| Beginning Balance | Total | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Proceeds | 21,722,798 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Payment | $(733,024)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Expense | $(589,647)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Portion | $(143,376)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Repayment | $(21,579,422)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |


| Ending Balance |  | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Origination Fee | $(\$ 108,614)$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Exit Fee | $(323,691)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi |  |  |  |  |  |  |  |  |  |  |
| LIBOR Curve |  | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% |
| LIBOR Cap |  | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% | 6.0\% |
| LIBOR Floor |  | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Fixed/Spread Over LIBOR |  | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% |
| Total Interest |  | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% | 4.5\% |
| Beginning Balance | Total | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Proceeds | 22,971,147 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Payment | $(2,793,394)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Expense | $(2,067,862)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Portion | $(725,533)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Repayment | $(22,245,614)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance |  | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Origination Fee | $(\$ 114,856)$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Exit Fee | $(333,684)$ | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 | 0 |
| Mezzanine |  |  |  |  |  |  |  |  |  |  |
| Total Interest |  | 12.00\% | 12.00\% | 12.00\% | 12.00\% | 12.00\% | 12.00\% | 12.00\% | 12.00\% | 12.00\% |
| Beginning Balance | Total | \$0 | \$0 | \$0 | \$716,932 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 |
| Proceeds | 1,500,000 | 0 | 0 | 716,932 | 783,068 | 0 | 0 | 0 | 0 | 0 |
| Beginning Interest Accrual |  | 0 | 0 | 0 | 0 | 7,169 | 22,669 | 37,669 | 53,169 | 68,669 |
| Current Period Interest | 874,669 | 0 | 0 | 0 | 7,169 | 15,500 | 15,000 | 15,500 | 15,500 | 14,500 |
| Interest Payoff | $(874,669)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Interest Accrual |  | 0 | 0 | 0 | 7,169 | 22,669 | 37,669 | 53,169 | 68,669 | 83,169 |
| Principal Repayment | $(1,500,000)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance |  | \$0 | \$0 | \$716,932 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 |
| Equity Needed |  |  |  |  |  |  |  |  |  |  |
|  | Total |  |  |  |  |  |  |  |  |  |
| Equity Needed | \$5,740,933 | \$2,217,228 | \$2,120,318 | \$1,403,386 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| DSCR |  |  |  |  |  |  |  |  |  |  |
| DSCR |  | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |

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| Top Shelf <br> City, State | Effective Gross <br> Income | Total Op. | Building |
| :--- | :---: | :---: | :---: |
| Annual CF | Unlevered | Levered |  |
|  |  |  |  |



| Levered Cashflow |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Construction Loan Origination Fee | (\$217,228) | (\$217,228) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Construction Loan Exit Fee | $(325,842)$ | 0 | 0 | 0 | $(325,842)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Loan Interest Expense | $(1,795,442)$ | 0 | $(338,774)$ | (964,539) | $(492,130)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Proceeds | 21,722,798 | 0 | 20,758,890 | 638,066 | 325,842 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Principal Repayment | (21,722,798) | 0 | 0 | 0 | $(21,722,798)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Working Capital Release | 92,696 | 0 | 0 | 92,696 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Origination Fee | $(108,614)$ | 0 | 0 | 0 | $(108,614)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Exit Fee | $(323,691)$ | 0 | 0 | 0 | $(323,691)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Interest Expense | $(589,647)$ | 0 | 0 | 0 | $(589,647)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Debt Principal Amortization/Repayment | $(21,722,798)$ | 0 | 0 | 0 | (21,722,798) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Senior Proceeds | 21,722,798 | 0 | 0 | 0 | 21,722,798 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | , |
| Refi Debt Origination Fee | $(114,856)$ | 0 | 0 | 0 | $(114,856)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Exit Fee | $(333,684)$ | 0 | 0 | 0 | 0 | 0 | $(333,684)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Interest Expense | $(2,067,862)$ | 0 | 0 | 0 | 0 | (1,040,800) | $(1,027,062)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Principal Paydown | $(725,533)$ | 0 | 0 | 0 | 0 | $(355,897)$ | $(369,635)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Debt Final Repayment | ( $22,245,614$ ) | 0 | 0 | 0 | 0 | 0 | ( $22,245,614$ ) | 0 | 0 | 0 | 0 | 0 | 0 |
| Refi Proceeds | 22,971,147 | 0 | 0 | 0 | 22,971,147 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Proceeds | 1,500,000 | 0 | 1,500,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Interest Pay | $(874,669)$ | 0 | 0 | 0 | 0 | 0 | (874,669) | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Principal Amortization/Repayment | $(1,500,000)$ | 0 | 0 | 0 | 0 | - | $(1,500,000)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Levered Cashflow | \$6,996,226 | (\$2,217,228) | (\$3,523,705) | \$0 | \$1,053,737 | \$163,317 | \$11,520,104 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cumulative Levered Casbflow |  | (2,217,228) | (5,740,933) | $(5,740,933)$ | $(4,687,195)$ | (4,523,878) | 6,996,226 | 6,996,226 | 6,996,226 | 6,996,226 | 6,996,226 | 6,996,226 | 6,996,226 |
| Peak Month |  | 0 | 0 | 1 | 1 | 1 | , | 1 | 1 | 1 | 1 | 1 |  |
| Levered Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| IRR $18.5 \%$ <br> Multiple 2.2 x |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Multiple $\quad 2.2 \mathrm{x}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Peak Capital (\$5,740,933) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Profit $\quad \$ 6,996,226$ |  |  |  |  |  |  |  |  |  |  |  |  |  |


| Construction |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | Total | \$0 | \$0 |  | \$21,396,956 |  | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  |  |  |  | \$20,758,890 |  | \$0 |  |  |  |  |  |  |  |
| Proceeds | 21,722,798 | 0 | 20,758,890 | 638,066 | 325,842 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Reserve | 976,839 | 0 | 338,774 | 638,066 | , | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Expense | $(1,795,442)$ | 0 | $(338,774)$ | $(964,539)$ | $(492,130)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Repayment | $(21,722,798)$ | 0 | 0 | 0 | (21,722,798) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance |  | \$0 | \$20,758,890 | \$21,396,956 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |


| Senior |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | Total | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Proceeds | 21,722,798 | 0 | 0 | 0 | 21,722,798 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Payment | $(733,024)$ | 0 | 0 | 0 | $(733,024)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Expense | $(589,647)$ | 0 | 0 | 0 | $(589,647)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Portion | $(143,376)$ | 0 | 0 | 0 | $(143,376)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Repayment | $(21,579,422)$ | 0 | 0 | 0 | (21,579,422) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance |  | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Origination Fee | $(\$ 108,614)$ | \$0 | \$0 | \$0 | (\$108,614) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Exit Fee | $(323,691)$ | 0 | 0 | 0 | $(323,691)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |



## Mezzanine

| Mezzanine |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Interest |  | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% | 12.0\% |
| Beginning Balance | Total | \$0 | \$0 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Proceeds | 1,500,000 | 0 | 1,500,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Beginning Interest Accrual |  | 0 | 0 | 144,169 | 326,669 | 509,169 | 691,669 | 0 | 0 | 0 | 0 | 0 | 0 |
| Current Period Interest | 874,669 | 0 | 144,169 | 182,500 | 182,500 | 182,500 | 183,000 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest Payoff | $(874,669)$ | 0 | 0 | 0 | - | 0 | $(874,669)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Interest Accrual |  | 0 | 144,169 | 326,669 | 509,169 | 691,669 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Repayment | $(1,500,000)$ | 0 | 0 | 0 | 0 | 0 | $(1,500,000)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance |  | \$0 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |


| Equity Needed |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity Needed | \$5,740,933 | \$2,217,228 | \$3,523,705 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |

Top Shel
City, State


Check to Cash Flows

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Top Shelf
City, State

## Sale Comps

| Included Properties |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Property Name | CoStar * | Sale Date | Sale Price | Price/Unit | Price/SF | Cap Rate | Year Built |
| 6515 W McDowell Rd | Westover Parc | 4 Star | 9/3/2019 | \$12,250,000 | \$118,932 | \$132.43 | 6.06\% | 2002 |
| 10350 W McDowell Rd | Aventura | 4 Star | 7/9/2019 | \$65,400,000 | \$160,294 | \$177.51 |  | 2000 |
| 2005 N 103rd Ave | Zinc | 4 Star | 6/28/2019 | \$80,000,000 | \$200,000 | \$178.96 |  | 2018 |
| 8400 W Virginia Ave | West Town Court | 4 Star | 5/17/2019 | \$42,000,000 | \$153,284 | \$179.76 |  | 2009 |
| 3065 N 67th Ave | La Estrella Vista | 4 Star | 5/16/2019 | \$13,375,000 | \$139,322 | \$124.19 |  | 2008 |
| 101 N 91st Ave | Copper Cove Apartments | 3 Star | 5/21/2018 | \$22,458,000 | \$98,500 | \$97.84 |  | 2003 |
| 8400 W Virginia Ave | West Town Court | 4 Star | 9/27/2017 | \$34,475,000 | \$125,821 | \$147.55 | 5.53\% | 2009 |
| 11120 W Van Buren St | Versante Apartment Homes | 4 Star | 8/29/2017 | \$45,650,000 | \$135,863 | \$141.01 | 5.10\% | 2007 |
| 1700 N 103rd Ave | Oceana Apartment | 4 Star | 6/9/2017 | \$30,750,000 | \$128,125 | \$150.00 | 5.40\% | 2004 |
| 12115 W Van Buren St | Coldwater Springs Apartments | 4 Star | 10/5/2016 | \$40,966,500 | \$136,101 | \$142.35 | 5.27\% | 2007 |
| 4410 N 99th Ave | Tamarron Apartments | 4 Star | 4/28/2016 | \$38,250,000 | \$116,615 | \$75.45 |  | 2006 |
| 12175 W McDowell Rd | Ashton Pointe | 4 Star | 2/29/2016 | \$42,500,000 | \$135,350 | \$142.03 |  | 2009 |
| 10350 W McDowell Rd | Aventura | 4 Star | 12/9/2015 | \$42,240,000 | \$103,529 | \$114.65 | 5.44\% | 2000 |
| 105 N Links Dr | Club at Coldwater Springs | 3 Star | 12/1/2014 | \$24,000,000 | \$95,617 | \$93.18 |  | 2004 |
| 1700 N 103rd Ave | Oceana Apartment | 4 Star | 9/26/2014 | \$23,150,000 | \$96,458 | \$112.93 | 5.97\% | 2004 |
| 8550 W McDowell Rd | Del Mar Apartments | 4 Star | 8/30/2013 | \$14,400,000 | \$100,000 | \$98.73 | 5.88\% | 2008 |
| 6515 W McDowell Rd | Westover Parc | 4 Star | 1/2/2013 | \$5,300,000 | \$53,535 | \$65.03 |  | 2002 |
| Total/Average |  |  |  | \$33,950,853 | \$123,373 | \$127.86 | 5.58\% | 2006 |

## Top Shelf

City, State
LIBOR

| As of: | 5/21/20 |  |  |
| :---: | :---: | :---: | :---: |
| Date | Rate | Date | Rate |
| 5/26/2021 | 0.09\% | 5/31/2021 | 0.0920\% |
| 6/28/2021 | 0.10\% | 6/30/2021 | 0.1033\% |
| 7/26/2021 | 0.10\% | 7/31/2021 | 0.1038\% |
| 8/26/2021 | 0.10\% | 8/31/2021 | 0.0968\% |
| 9/27/2021 | 0.10\% | 9/30/2021 | 0.0963\% |
| 10/26/2021 | 0.11\% | 10/31/2021 | 0.1064\% |
| 11/26/2021 | 0.12\% | 11/30/2021 | 0.1243\% |
| 12/27/2021 | 0.14\% | 12/31/2021 | 0.1381\% |
| 1/26/2022 | 0.14\% | 1/31/2022 | 0.1448\% |
| 2/28/2022 | 0.14\% | 2/28/2022 | 0.1431\% |
| 3/28/2022 | 0.14\% | 3/31/2022 | 0.1411\% |
| 4/26/2022 | 0.14\% | 4/30/2022 | 0.1414\% |
| 5/26/2022 | 0.15\% | 5/31/2022 | 0.1473\% |
| 6/27/2022 | 0.16\% | 6/30/2022 | 0.1583\% |
| 7/26/2022 | 0.17\% | 7/31/2022 | 0.1737\% |
| 8/26/2022 | 0.19\% | 8/31/2022 | 0.1934\% |
| 9/26/2022 | 0.22\% | 9/30/2022 | 0.2166\% |
| 10/26/2022 | 0.24\% | 10/31/2022 | 0.2436\% |
| 11/28/2022 | 0.27\% | 11/30/2022 | 0.2747\% |
| 12/26/2022 | 0.30\% | 12/31/2022 | 0.3015\% |
| 1/26/2023 | 0.34\% | 1/31/2023 | 0.3365\% |
| 2/27/2023 | 0.37\% | 2/28/2023 | 0.3688\% |
| 3/27/2023 | 0.40\% | 3/31/2023 | 0.4030\% |
| 4/26/2023 | 0.44\% | 4/30/2023 | 0.4376\% |
| 5/26/2023 | 0.47\% | 5/31/2023 | 0.4729\% |
| 6/26/2023 | 0.51\% | 6/30/2023 | 0.5102\% |
| 7/26/2023 | 0.55\% | 7/31/2023 | 0.5509\% |
| 8/28/2023 | 0.60\% | 8/31/2023 | 0.5974\% |
| 9/26/2023 | 0.64\% | 9/30/2023 | 0.6414\% |
| 10/26/2023 | 0.69\% | 10/31/2023 | 0.6881\% |
| 11/27/2023 | 0.74\% | 11/30/2023 | 0.7363\% |
| 12/26/2023 | 0.79\% | 12/31/2023 | 0.7863\% |
| 1/26/2024 | 0.84\% | 1/31/2024 | 0.8394\% |
| 2/26/2024 | 0.89\% | 2/29/2024 | 0.8887\% |
| 3/26/2024 | 0.94\% | 3/31/2024 | 0.9419\% |
| 4/26/2024 | 0.99\% | 4/30/2024 | 0.9904\% |
| 5/27/2024 | 1.04\% | 5/31/2024 | 1.0364\% |
| 6/26/2024 | 1.09\% | 6/30/2024 | 1.0885\% |
| 7/26/2024 | 1.13\% | 7/31/2024 | 1.1337\% |
| 8/26/2024 | 1.18\% | 8/31/2024 | 1.1763\% |
| 9/26/2024 | 1.22\% | 9/30/2024 | 1.2240\% |
| 10/28/2024 | 1.27\% | 10/31/2024 | 1.2671\% |
| 11/26/2024 | 1.30\% | 11/30/2024 | 1.3045\% |
| 12/26/2024 | 1.34\% | 12/31/2024 | 1.3413\% |
| 1/27/2025 | 1.38\% | 1/31/2025 | 1.3772\% |
| 2/26/2025 | 1.41\% | 2/28/2025 | 1.4118\% |


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