

Investment Summary Townhome Project City, State

Executive Highlights

1. Townhome Project Overview

The Project will be a 2 story, 69 unit luxury townhome complex located in downtown Denver near the capital building. The project will include a basement level parking garage, a courtyard for resident use, and three levels of residences with additional parking available outside of the building. Several factors including proximity to downtown and ease of access to the Rocky Mountains provide a promising outlook to this project.

| Gener | al Information |
|---------------|----------------|
| Property Type | Townhome |
| Location | City, State |
| # of Units | 69 |

| Financial Information | | |
|-----------------------|----------------|--|
| Development Cost | \$17,251,539 | |
| Cost Per Unit | \$250,022/Unit | |

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4. Property Description

Level 1: 25 luxury townhomes featuring courtyard views and upgraded amenities.

Levels 2-3: 44 luxury townhomes featuring balconies, views of the courtyard, and large windows.

2. Strong population

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

3. Location

The Project site provides a close proximity to downtown Denver, including easy access to Pepsi Center, Elitch Gardens, and Mile High Stadium. 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

| Sale Assumptions | | | |
|-------------------------|----------------|--|--|
| Last Sale Date | Sep-21 | | |
| Gross Sale Proceeds | \$20,573,430 | | |
| Gross Sale Price / Unit | \$298,166/Unit | | |

| Returns Summar | y |
|---------------------------------|--------------|
| Unlevered IRR | 13.4% |
| Unlevered Peak Capital | \$15,829,496 |
| Unlevered Net Profit | \$2,900,290 |
| Unlevered Profit Multiple | 1.2x |
| Levered IRR | 22.1% |
| Levered Peak Capital | \$2,812,885 |
| Levered Net Profit | \$1,456,918 |
| Levered Profit Multiple | 1.5x |
| Limited Partner IRR | 16.9% |
| Limited Partner Peak Capital | \$2,390,952 |
| Limited Partner Net Profit | \$917,764 |
| Limited Partner Profit Multiple | 1.4x |

| Waterfall Assumptions | |
|--------------------------------|-------|
| Limited Partner Contribution % | 85.0% |
| General Partner Contribution % | 15.0% |
| First Hurdle | 9.0% |
| First Promote | 30.0% |
| Second Hurdle | 12.0% |
| Second Promote | 40.0% |
| Third Hurdle | 14.0% |
| Third Promote | 45.0% |
| Fourth Hurdle | 15.0% |
| Fourth Promote | 50.0% |

Contact Information
Contact <u>contact@contact.com</u>
1)Hypothetical Source:



Investment Summary Townhome Project City, State

| | Yea | urly Cashflow I | Projections | | | |
|---------------------------------|---------------|-----------------|---------------|---------------|-------------|----------------|
| | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Tota |
| Land Costs | (\$3,000,000) | \$ 0 | \$0 | \$ 0 | \$ 0 | (\$3,000,000) |
| Hard Costs | \$0 | (\$5,943,650) | (\$5,943,650) | \$0 | \$ 0 | (\$11,887,300) |
| Soft Costs | 0 | (750,000) | (750,000) | 0 | 0 | (1,500,000) |
| Total Construction Costs | \$0 | (\$6,693,650) | (\$6,693,650) | \$0 | \$0 | (\$13,387,300) |
| Residential Sales | \$ 0 | \$4,029,522 | \$4,089,965 | \$12,453,943 | \$0 | \$20,573,430 |
| Pre-Sale Deposits | \$0 | \$2,014,761 | \$2,044,982 | \$0 | \$ 0 | \$4,059,743 |
| Deposits Borrowed for Equity | 0 | 0 | 0 | 0 | 0 | 0 |
| Releases at Delivery | 0 | 0 | 0 | (4,059,743) | 0 | (4,059,743) |
| Closing Costs Paid | \$0 | \$ 0 | \$ 0 | (\$1,285,839) | \$ 0 | (\$1,285,839) |
| Total Net Sales | \$0 | \$2,014,761 | \$2,044,982 | \$15,227,847 | \$0 | \$19,287,590 |
| Unlevered Cash Flow | (\$3,000,000) | (\$4,678,889) | (\$4,648,668) | \$15,227,847 | \$0 | \$2,900,290 |
| Construction Loan Origination H | (\$64,693) | \$ 0 | \$ 0 | \$0 | \$ 0 | (\$64,693) |
| Equity Placement Fee | (28,129) | 0 | 0 | 0 | 0 | (28,129) |
| Construction Loan Proceeds | 28,129 | 5,603,718 | 7,306,807 | 0 | 0 | 12,938,654 |
| Construction Loan Interest Expe | 0 | (158,260) | (691,883) | (110,260) | 0 | (960,403) |
| Construction Loan Paydown | 0 | 0 | (2,626,454) | (10,312,200) | 0 | (12,938,654) |
| Mezz Debt Proceeds | 251,808 | 1,248,192 | 0 | 0 | 0 | 1,500,000 |
| Mezz Debt Repayment | 0 | 0 | 0 | (1,500,000) | 0 | (1,500,000) |
| Mezz Debt Interest Payoff | 0 | 0 | 0 | (390,148) | 0 | (390,148) |
| Levered Cashflow | (\$2,812,885) | \$2,014,761 | (\$660,198) | \$2,915,239 | \$0 | \$1,456,918 |
| Limited Partner Cashflow | (\$2,390,952) | \$0 | \$1,151,379 | \$2,157,338 | \$0 | \$917,764 |
| General Partner Cashflow | (\$421,933) | \$0 | \$203,184 | \$757,902 | \$0 | 539,154 |

| Total Project Summary | | |
|----------------------------------|----------------|--|
| Townhome Project | | |
| Revenue | | |
| Gross Townhome Sales | \$20,573,430 | |
| Less: Closing Costs | (1,285,839) | |
| Net Townhome Sales | \$19,287,590 | |
| Land | (\$3,000,000) | |
| Construction Costs | | |
| Hard Costs | (\$11,887,300) | |
| Soft Costs | (1,500,000) | |
| Total Construction Costs | (\$13,387,300) | |
| Net Profit Before Leverage | \$2,900,290 | |
| Profit Margin Before Leverage | 15.0% | |
| Debt Service | (\$960,403 | |
| Placement Fees | (92,822 | |
| Profit after Debt Service | \$1,847,066 | |
| Profit Margin After Debt Service | 13.8% | |
| Return on Equity | 65.7% | |
| Return on Cost (ex land) | 13.8% | |

Experienced Development Team:

The Company is comprised of a 5 person development team full of experience. Together they have developed many condominiums all over the Denver area. Through collaboration and partnership, they have risen to the top as one of the most successful development teams in the Denver area.



City, State

Error Check

| Annual Cashflow Summary (Model Outputs) | | | |
|---|--------------|--------------|--|
| | Monthly CF | Annual CF | |
| Land Purchase | \checkmark | \checkmark | |
| Hard Costs | ~ | \checkmark | |
| Soft Costs | \checkmark | ~ | |
| Total Construction Costs | \checkmark | \checkmark | |
| Residential Sales | \checkmark | \checkmark | |
| Pre-Sale Deposits | | \checkmark | |
| Deposits Borrowed for Equity | \checkmark | \checkmark | |
| Releases at Delivery | \checkmark | \checkmark | |
| Operating Expenses | \checkmark | \checkmark | |
| Total Net Sales | \checkmark | \checkmark | |
| Unlevered Net Cashflow | \checkmark | \checkmark | |
| Construction Loan Origination Fee | \checkmark | \checkmark | |
| Equity Placement Fee | \checkmark | \checkmark | |
| Construction Loan Proceeds | \checkmark | \checkmark | |
| Construction Loan Interest Expense | \checkmark | \checkmark | |
| Construction Loan Paydown | \checkmark | \checkmark | |
| Mezz Debt Proceeds | **** | **** | |
| Mezz Debt Repayment | \checkmark | \checkmark | |
| Mezz Debt Interest Payoff | \checkmark | \checkmark | |
| Levered Cashflow | \checkmark | \checkmark | |

| Yearly Cashflow Projections | (Investor Sum | nary) |
|---------------------------------------|---------------|--------------|
| Í Í Í Í Í Í Í Í Í Í Í Í Í Í Í Í Í Í Í | Monthly CF | Annual CF |
| Land Purchase | < | \checkmark |
| Hard Costs | \checkmark | \checkmark |
| Soft Costs | \checkmark | ×. |
| Total Construction Cost | \checkmark | \checkmark |
| Residential Sales | \checkmark | \checkmark |
| Pre-Sale Deposits | \checkmark | \checkmark |
| Deposits Borrowed for Equity | \checkmark | \checkmark |
| Releases at Delivery | \checkmark | \checkmark |
| Closing Costs Paid | ~ | \checkmark |
| Total Net Sales | \checkmark | \checkmark |
| Unlevered Net Cashflow | \checkmark | \checkmark |
| Construction Loan Origination Fee | \checkmark | \checkmark |
| Equity Placement Fee | \checkmark | \checkmark |
| Construction Loan Proceeds | \checkmark | \checkmark |
| Construction Loan Interest Expense | \checkmark | \checkmark |
| Construction Loan Paydown | \checkmark | \checkmark |
| Mezz Debt Proceeds | \checkmark | \checkmark |
| Mezz Debt Repayment | **** | **** |
| Mezz Debt Interest Payoff | \checkmark | \checkmark |
| Levered Cashflow | V | \checkmark |

| Returns Summary (Investor Summary) | | | |
|------------------------------------|--------------|--------------|--|
| | Monthly CF | Annual CF | |
| Unlevered IRR | \checkmark | \checkmark | |
| Unlevered Peak Capital | \checkmark | \checkmark | |
| Unlevered Net Profit | \checkmark | \checkmark | |
| Unlevered Profit Multiple | \checkmark | \checkmark | |
| Levered IRR | \checkmark | \checkmark | |
| Levered Peak Capital | \checkmark | V | |
| Levered Net Profit | \checkmark | \checkmark | |
| Levered Profit Multiple | \checkmark | \checkmark | |

| Investor Summary CF (Investor Summary) | | |
|--|--------------|--|
| | Waterfall | |
| Investor Cashflow | \checkmark | |
| GP Cashflow | \checkmark | |

| | Debt and Equity | |
|--------|-----------------|--------------|
| | | Monthly CF |
| Debt | | \checkmark |
| Equity | | \checkmark |

City, State

Model Outputs

| Capital S | tack |
|-------------------|--------------|
| Construction Debt | \$12,938,654 |
| Mezz Debt | 1,500,000 |
| LP Equity | 2,390,952 |
| GP Equity | 421,933 |
| Total | \$17,251,539 |

| Project Cos | sts |
|-----------------------|--------------|
| Land Purchase Price | \$3,000,000 |
| Hard Costs | 11,887,300 |
| Soft Costs | 1,500,000 |
| Interest Reserve | 771,417 |
| Loan Origination Fees | 64,693 |
| Equity Fees | 28,129 |
| Operational Cashflow | (0) |
| Total | \$17,251,539 |

| Sources and Uses of | f Cash |
|-----------------------|--------------|
| Sources | |
| Construction Debt | \$12,938,654 |
| Mezz Debt | 1,500,000 |
| LP Equity | 2,390,952 |
| GP Equity | 421,933 |
| Total Sources | \$17,251,539 |
| | |
| Uses | |
| Land Purchase Price | \$3,000,000 |
| Hard Costs | 11,887,300 |
| Soft Costs | 1,500,000 |
| Interest Reserve | 771,417 |
| Loan Origination Fees | 64,693 |
| Equity Fees | 28,129 |
| Operational Cashflow | (0) |
| Total Uses | \$17,251,539 |

| Waterfall Assumption | tions |
|----------------------|-------|
| LP Contribution % | 85.0% |
| GP Contribution % | 15.0% |
| First Hurdle | 9.0% |
| First Promote | 30.0% |
| Second Hurdle | 12.0% |
| Second Promote | 40.0% |
| Third Hurdle | 14.0% |
| Third Promote | 45.0% |
| Fourth Hurdle | 15.0% |
| Fourth Promote | 50.0% |

| | Unit | Mix | | | |
|-----------------|---------|---------|--------|---------------------------|----------|
| | | | | Current Market Sale Assum | ption |
| | | Sq. Ft. | , | Sales | |
| | # Units | Avg. | Total | / Unit | PSF |
| 1BR - A | 7 | 501 | 3,507 | \$255,510 | \$510.00 |
| 1BR - B | 47 | 528 | 24,816 | 274,560 | 520.00 |
| 1BR - C | 6 | 540 | 3,240 | 286,200 | 530.00 |
| 2BR - A | 3 | 936 | 2,808 | 458,640 | 490.00 |
| 2BR - B | 3 | 940 | 2,820 | 451,200 | 480.00 |
| Studio - A | 3 | 700 | 2,100 | 336,000 | 480.00 |
| | | | | | |
| | | | | | |
| Total / Average | 69 | 569 | 39,291 | \$291,994 | \$512.78 |

| | | | | Annual Cas | shflow Summ | ary | | | | | | |
|------------------------------------|---------------|---------------|---------------|----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|----------------|
| | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Tota |
| Land Cost | (\$3,000,000) | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$0 | (\$3,000,000) |
| Hard Costs | \$0 | (\$5,943,650) | (\$5,943,650) | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$0 | \$ 0 | \$ 0 | \$0 | (\$11,887,300) |
| Soft Costs | 0 | (750,000) | (750,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (1,500,000) |
| Total Construction Costs | \$0 | (\$6,693,650) | (\$6,693,650) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$13,387,300) |
| Residential Sales | \$0 | \$4,029,522 | \$4,089,965 | \$12,453,943 | \$0 | \$0 | \$ 0 | \$ 0 | \$ 0 | \$0 | \$ 0 | \$20,573,430 |
| Pre-Sale Deposits | \$ 0 | \$2,014,761 | \$2,044,982 | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$4,059,743 |
| Deposits Borrowed for Equity | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Releases at Delivery | 0 | 0 | 0 | (4,059,743) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (4,059,743) |
| Closing Costs Paid | \$0 | \$0 | \$0 | (\$1,285,839) | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$1,285,839) |
| Total Net Sales | \$0 | \$2,014,761 | \$2,044,982 | \$15,227,847 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$19,287,590 |
| Unlevered Cash Flow | (\$3,000,000) | (\$4,678,889) | (\$4,648,668) | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,900,290 |
| ROC | 0.0% | 25.5% | 25.8% | 70.6% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | |
| Construction Loan Origination Fee | (\$64,693) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | (\$64,693) |
| Equity Placement Fee | (28,129) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (28,129) |
| Construction Loan Proceeds | 28,129 | 5,603,718 | 7,306,807 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12,938,654 |
| Construction Loan Interest Expense | 0 | (158,260) | (691,883) | (110,260) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (960,403) |
| Construction Loan Paydown | 0 | 0 | (2,626,454) | (10,312,200) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (12,938,654) |
| Mezz Debt Proceeds | 251,808 | 1,248,192 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,500,000 |
| Mezz Debt Repayment | 0 | 0 | 0 | (1,500,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (1,500,000) |
| Mezz Debt Interest Payoff | 0 | 0 | 0 | (390,148) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (390,148) |
| Levered Cash Flow | (\$2,812,885) | \$2,014,761 | (\$660,198) | \$2,915,239 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,456,918 |
| Cash on Cash | 0.0% | 137.6% | 120.8% | <i>393</i> .1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | |

| | | | | Annual Wa | aterfall Sumn | nary | | | | | | |
|-------------------------------|---------------|-------------|-------------|--------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| | 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 | \$2,014,761 | \$2,044,982 | \$15,227,847 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$ 0 | \$0 | \$19,287,590 |
| Land Cost | (3,000,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (3,000,000) |
| Construction Costs | 0 | (6,693,650) | (6,693,650) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (13,387,300) |
| Fees/Interest/Financing | 187,115 | 6,693,650 | 3,988,470 | (12,312,608) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (1,443,372) |
| Total Project Cashflow | (\$2,812,885) | \$2,014,761 | (\$660,198) | \$2,915,239 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,456,918 |
| Investor Cashflow Summary | | | | | | | | | | | | |
| Capital Contributions | (\$2,812,885) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | (\$2,812,885) |
| Return of Capital | 0 | 0 | 1,354,563 | 2,915,239 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,269,803 |
| Investor Net Cashflow | (\$2,812,885) | \$0 | \$1,354,563 | \$2,915,239 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,456,918 |
| Limited Partner Contributions | (\$2,390,952) | \$0 | \$ 0 | \$ 0 | \$0 | \$0 | \$0 | \$ 0 | \$ 0 | \$0 | \$ 0 | (\$2,390,952) |
| Limited Partner Distributions | 0 | 0 | 1,151,379 | 2,157,338 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,308,716 |
| Limited Partner Net Cashflow | (\$2,390,952) | \$0 | \$1,151,379 | \$2,157,338 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$917,764 |
| General Partner Contributions | (\$421,933) | \$0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$0 | (\$421,933) |
| General Partner Distributions | 0 | 0 | 203,184 | 757,902 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 961,086 |
| General Partner Net Cashflow | (\$421,933) | \$0 | \$203,184 | \$757,902 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$539,154 |

| | | | Hy | pothetical Inve | stor Cashflov | w 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 (\$1,000,000) | | | | | | | | | | | | |
| Hypothetical Contributions | (\$1,000,000) | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$ 0 | (\$1,000,000) |
| Hypothetical Distributions | 0 | 0 | 481,557 | 902,292 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,383,849 |
| Hypothetical Net Cashflow | (\$1,000,000) | \$0 | \$481,557 | \$902,292 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$383,849 |

| Hypothetical \$1,00 | 0,000 Investor |
|---------------------|----------------|
| Hypothetical \$ | \$1,000,000 |
| Hypothetical % | 41.8% |

City, State

Assumptions

| Project Details | | |
|--|------------------|----------------------|
| Project Name | Townhome Project | Loan to Cost |
| City, State | City, State | LTC Loan Amount |
| General Partner | General Partner | Construction Interes |
| Limited Partner | Limited Partner | % of Townhome Sal |
| Gross Square Footage (GSF) | 40,000 | Term |
| Net Square Footage (NSF) | 39,291 | Construction Loan S |
| Net Site Area (Acres) | 0.90 | Construction Loan P |
| Parking Stalls | 54 | Fixed Interest Rate? |
| Units | 69 | Interest Calculation |
| | | Fixed Rate/Spread or |
| General Assumptions | | LIBOR Cap |
| Analysis Start Date | Jun-19 | LIBOR Floor |
| Land Purchase Date | Jun-19 | Equity Placement Fee |
| Land Cost | \$3,000,000 | Origination Fee |
| Total Units | 69 | |
| Salable Net SF | 39,291 | |
| Average Price/NSF | \$513 | Mezzanine Debt? |
| Salable Units | 69 | Mezzanine Amount |
| Months After Construction to Final Sale | 3 | Interest Calculation |
| Construction Completion Date | Jun-21 | Interest Rate |
| Final Sale Month | Sep-21 | Implied LTC |
| Months to Delivery | 25 | Mezz Start Month |
| Post Construction Monthly Absorption (SF) | 7,858 | Mezz End Month |
| Selling Costs | 6.25% | |
| Closing Cost Payment | At Delivery | |
| Post Construction Unit Sales/Month | 13.8 | Waterfall Based On: |
| Annual Price Inflation | 1.5% | Limited Partner |
| Inflation Timing | Annual | General Partner |
| % of Total Sales Borrowed for Equity - From Deposits | 7.5% | First Hurdle |
| Date Deposits Borrowed for Equity | NA | First Promote |
| | | Second Hurdle |
| Presale Assumptions | | Second Promote |
| % Presold | 40.0% | Third Hurdle |
| SqFt Presold | 15,716 | Third Promote |
| Units Presold | 28 | Fourth Hurdle |
| Presold Monthly Absorption (SF) | 629 | Fourth Promote |
| Escrow % for Presold | 50.0% | - outer Fromote |

| Construction Debt Assun | |
|-------------------------------------|-----------------------|
| Loan to Cost | 75.0% LTC |
| LTC Loan Amount | \$12,938,654 |
| Construction Interest Reserve | \$771,417 |
| % of Townhome Sales to Paydown Debt | 75.0% |
| Term | Month 5 |
| Construction Loan Start Month | Month |
| Construction Loan Payoff Month | Month 5 |
| Fixed Interest Rate? | N |
| Interest Calculation | Actual/360 |
| Fixed Rate/Spread over LIBOR | 4.5% |
| LIBOR Cap | 3.5% |
| LIBOR Floor | 3.0% |
| Equity Placement Fee | 1.0% \$28,129 |
| Origination Fee | 0.5% \$64,693 |
| | |
| Mezzanine Debt Assum | |
| Mezzanine Debt? | Y |
| Mezzanine Amount | \$1,500,000 |
| Interest Calculation | Actual/360 |
| Interest Rate | 12.0% |
| Implied LTC | 8.7% |
| Mezz Start Month | Month |
| Mezz End Month | Month 27 |
| | |
| Waterfall Assumptio | ons |
| Waterfall Based On: | Promote |
| Limited Partner | 85.0% |
| General Partner | 15.0% |
| First Hurdle | 9.0% |
| First Promote | 30.0% |
| Second Hurdle | In Use 12.0% |
| Second Promote | 40.0% |
| Third Hurdle | In Use 14.0% |
| | |
| Third Promote | 45.0% |
| Fourth Hurdle | 45.0% In Use 15.0% |

| | Summary Statistics | | |
|-----------------|--------------------|-----------|-------------|
| | | Р | ost-Promote |
| | Unlevered | Levered | Levered |
| IRR | 13.4% | 22.1% | 16.9% |
| Peak Capital | 15,829,496 | 2,812,885 | 2,390,952 |
| Net Profit | 2,900,290 | 1,456,918 | 917,764 |
| Profit Multiple | 1.2x | 1.5x | 1.4x |

| Proje | ct Costs | |
|-------------------------|--------------|-----------|
| Project Item | Total \$ | Per Uni |
| Land Cost | \$3,000,000 | \$43,478 |
| Loan Origination Fees | 64,693 | 938 |
| Equity Placement Fee | 28,129 | 408 |
| Hard Costs | 11,887,300 | 172,280 |
| Soft Costs | 1,500,000 | 21,739 |
| Interest Reserve | 771,417 | 11,180 |
| Total Construction Cost | \$17,251,539 | \$250,022 |

|) | | | Lever | ed IRR / Mult | iple | | |
|---|----------------|-------------|---------------|---------------|---------------|---------------|---------------|
| | | | 65.0% LTC | 70.0% LTC | 75.0% LTC | 80.0% LTC | 85.0% LTC |
| | \$ | 2,000,000 2 | 29.6% / 1.70x | 33.5% / 1.83x | 40.0% / 2.03x | 52.4% / 2.40x | 82.8% / 3.42x |
| | ş | 2,500,000 2 | 23.2% / 1.54x | 26.1% / 1.63x | 30.9% / 1.76x | 40.2% / 2.01x | 67.4% / 2.59x |
|) | Purchase Price | 3,000,000 1 | 7.2% / 1.39x | 19.0% / 1.44x | 22.1% / 1.52x | 28.2% / 1.66x | 53.2% / 1.88x |
| | \$ | 3,500,000 1 | 11.5% / 1.26x | 12.2% / 1.27x | 13.5% / 1.30x | 16.7% / 1.32x | 35.9% / 1.28x |
| _ | \$ | 4,000,000 6 | 5.0% / 1.13x | 5.6% / 1.12x | 4.8% / 1.10x | 0.7% / 1.01x | #NUM! |

Townhome Project City, State

Unit Mix

| | | | | Current M | larket Sale Assur | mptions |
|------------------|---------|--------|--------|-----------|------------------------|----------|
| | | Sq. Ft | • | Sales | Base Assumption | |
| | # Units | Avg. | Total | /Unit | PSF | PSF |
| Townhome Project | | | | | | |
| 1BR - A | 7 | 501 | 3,507 | \$255,510 | \$510.00 | \$510.00 |
| 1BR - B | 47 | 528 | 24,816 | 274,560 | 520.00 | 520.00 |
| 1BR - C | 6 | 540 | 3,240 | 286,200 | 530.00 | 530.00 |
| 2BR - A | 3 | 936 | 2,808 | 458,640 | 490.00 | 490.00 |
| 2BR - B | 3 | 940 | 2,820 | 451,200 | 480.00 | 480.00 |
| Studio - A | 3 | 700 | 2,100 | 336,000 | 480.00 | 480.00 |
| Total / Average | 69 | 569 | 39,291 | \$291,994 | \$512.78 | |

| Unlevered IRR | 13.4% | Levered IRR | 22.1% |
|------------------|-------------|----------------|-------------|
| Unlevered Profit | \$2,900,290 | Levered Profit | \$1,456,918 |

City, State

Construction Budget

| | | Construction Dudge | t - Townhome Project | | | | | |
|--|-------------|--------------------|----------------------|----------------|-------------------|------------|----------|----------|
| | Amount | | Total Cost | \$ nsf | \$ unit | Start Date | Duration | End Date |
| Hard Costs | | | | | | | | |
| Sitework | \$100,000 | Fixed Amount | \$100,000 | \$2.55 | \$1,449.28 | 7/1/2019 | 24 | 6/30/20 |
| Offsite Costsutilities, etc. | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Construction Costs | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Parking Podium | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Owner-Supplied Items | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Permits and Fees | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| FF&E | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| OSE for Kitchen / Meeting Rooms / Fitness | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Food Service, Spa, Laundry & IT | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Pool & Spa | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| GC Contingency | õ | Fixed Amount | Ő | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | ŏ | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | |
| | 0 | | 0 | | | | | 6/30/20 |
| Other | | Fixed Amount | | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Preliminary Construction Costs | 300 | NSF | 11,787,300 | 300.00 | 170,830.43 | 7/1/2019 | 24 | 6/30/20 |
| | | | | | | | | |
| Subtotal- Hard Costs | | | \$11,887,300 | \$302.55 | \$172,279.71 | | | |
| | | | | | | | | |
| Soft Costs | | | | | | | | |
| Construction Management Fee | \$ 0 | Fixed Amount | \$0 | \$0.00 | \$0.00 | 7/1/2019 | 24 | 6/30/20 |
| Design, Engineering & Landscaping | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Development Management (includes CM) | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Advance Sales Commissions | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Sales & Marketing | õ | Fixed Amount | Ő | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Insurance | ő | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Legal & Accounting | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 24 | 6/30/20 |
| General, Administrative and Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | | | |
| | | | 0 | | | 7/1/2019 | 24 | 6/30/20 |
| Contingency | 0 | Fixed Amount | | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Real Property Taxes (current annual x 3 yrs) | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Land Deposit #1 | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 7/31/20 |
| Land Deposit #2 | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 7/31/20 |
| Building Startup Budget | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Construction Management Fee | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Developer Fee | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| On-Site Leasing Personnel | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Real Estate Taxes During Construction | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Permit Fees | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | õ | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | ŏ | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | | 24 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | | |
| | 0 | | 0 | | | 7/1/2019 | 24 | 6/30/20 |
| Other | | Fixed Amount | | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Other | 0 | Fixed Amount | 0 | 0.00 | 0.00 | 7/1/2019 | 24 | 6/30/20 |
| Preliminary Soft Costs | 1,500,000 | Fixed Amount | 1,500,000 | 38.18 | 21,739.13 | 7/1/2019 | 24 | 6/30/20 |
| Subtotal- Soft Costs | | | \$1,500,000 | \$38.18 | \$21,739.13 | | | |
| Subiotal- Soit Costs | | | ¢1,000,000 | <i>φ</i> 30.10 | <i>441,739.13</i> | | | |
| | | | | | | | | |

| LTC Debt An | alysis |
|-----------------------|--------------|
| Land Cost | \$3,000,000 |
| Loan Origination Fees | \$64,693 |
| Interest Reserve | \$771,417 |
| Equity Placement Fee | \$28,129 |
| Total Budget | \$17,251,539 |
| Construction Debt | \$12,938,654 |
| Mezz Debt | \$1,500,000 |
| Equity | \$2,812,885 |

| Loan & Equity Amount Summary | |
|--|--------------|
| Upfront Total Unlevered Budget (After Land and Financing Fees) | \$17,251,539 |
| LTC | 75.0% |
| Construction Debt Amount | \$12,938,654 |
| Mezz Debt | \$1,500,000 |
| Equity Amount | \$2,812,885 |

| ownhome Project Construction Residenti | | 0 | | | | | | | | | |
|--|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------|
| Ionthly CF Levered Levered | Year Calendar Year Quarter | 0 2019 0 | 1 2019 1 | 1 2019 1 | 1 2019 1 | 1 2019 2 | 1 2019 2 | 1 2019 2 | 1 2020 3 | 1 2020 3 | 20 |
| Circular Break No | Month | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 5 7 | 8 | |
| | | 6/30/19 | 7/31/19 | 8/31/19 | 9/30/19 | 10/31/19 | 11/30/19 | 12/31/19 | 1/31/20 | 2/29/20 | 3/31/ |
| levered Cash Flow | | | | | | | | | | | |
| onstruction Costs and Purchase | Total (\$3,000,000) | (\$3,000,000) | \$ 0 | \$ 0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | S |
| | (\$5,000,000) | (40,000,000) | ē. | 00 | | | 00 | 00 | 00 | <u>.</u> | |
| ard Costs Sitework | (\$100,000) | \$0 | (\$4,167) | (\$4,167) | (\$4,167) | (\$4,167) | (\$4,167) | (\$4,167) | (\$4,167) | (\$4,167) | (\$4,10 |
| Offsite Costsutilities, etc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Construction Costs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Parking Podium | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Owner-Supplied Items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Permits and Fees FF&E | 0 | 0 | 0 0 | 0 0 | 0 | 0 0 | 0 0 | 0 0 | 0 0 | 0 0 | |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| OSE for Kitchen / Meeting Rooms / Fitness Food Service, Spa, Laundry & IT | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Pool & Spa | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| GC Contingency | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | õ | õ | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other Other | 0 | 0 | 0 0 | 0 0 | 0 | 0 0 | 0 0 | 0 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Preliminary Construction Costs | (11,787,300) | 0 | (491,138) | (491,138) | (491,138) | (491,138) | (491,138) | (491,138) | (491,138) | (491,138) | (491, |
| btotal: Hard Costs | (\$11,887,300) | \$ 0 | (\$495,304) | (\$495,304) | (\$495,304) | (\$495,304) | (\$495,304) | (\$495,304) | (\$495,304) | (\$495,304) | (\$495,3 |
| ft Costs | | | | | | | | | | | |
| Construction Management Fee | \$0 | \$0 | \$ 0 | \$0 | \$ 0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | |
| Design, Engineering & Landscaping | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Development Management (includes CM) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Advance Sales Commissions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Sales & Marketing | 0 | 0 | 0 | 0 0 | 0 | 0 | 0 | 0 0 | 0 | 0 0 | |
| Insurance | 0 | 0 | 0 | 0 | 0 0 | 0 0 | 0 0 | 0 | 0 | 0 | |
| Legal & Accounting General, Administrative and Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Contingency | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Real Property Taxes (current annual x 3 yrs) | 0 O | 0 | 0 | 0 | ő | ő | ő | Ő | ő | ő | |
| Land Deposit #1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Land Deposit #2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Building Startup Budget | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Construction Management Fee | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Developer Fee | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| On-Site Leasing Personnel | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Real Estate Taxes During Construction Permit Fees | 0 | 0 | 0 | 0 0 | 0 | 0 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | ů 0 | Ő | ŏ | ő | 0 | ő | Ő | ŏ | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other | 0 | 0 | 0 (62,500) | 0 (62,500) | 0 (62,500) | 0 | 0 | 0 (62,500) | 0 | 0 | (62, |
| Preliminary Soft Costs | (1,500,000) | 0 | | | | (62,500) | (62,500) | | (62,500) | (62,500) | |

| Subtotal: Soft Costs | (\$1,500,000) | \$0 | (\$62,500) | (\$62,500) | (\$62,500) | (\$62,500) | (\$62,500) | (\$62,500) | (\$62,500) | (\$62,500) | (\$62,500) |
|--|--------------------------|---------------|----------------|------------------------|------------------------|------------------------|------------------------|------------------|-------------------------|-------------------------|------------------|
| Total Construction Costs | (\$13,387,300) | \$0 | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) |
| Remaining Units BOP | 69 | 69 | 69 | 68 | 67 | 66 | 64 | 63 | 62 | 61 | 60 |
| Units Closed - Presale | 28 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Units Closed - Thereafter | 41 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Remaining Units EOP | 0 | 69 | 68 | 67 | 66 | 64 | 63 | 62 | 61 | 60 | 59 |
| Cumulative Units Sold | 69 | 0 | 1 | 2 | 3 | 5 | 6 | 7 | 8 | 9 | 10 |
| Last Sale | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Remaining SF BOP | 39,291 | 39,291 | 39,291 | 38,636 | 37,981 | 37,326 | 36,672 | 36,017 | 35,362 | 34,707 | 34,052 |
| SF Closed - Presale | 15,716 | 0 | 655 | 655 | 655 | 655 | 655 | 655 | 655 | 655 | 655 |
| SF Closed - Thereafter | 23,575 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Remaining SF EOP | 0 | 39,291 | 38,636 | 37,981 | 37,326 | 36,672 | 36,017 | 35,362 | 34,707 | 34,052 | 33,397 |
| Cumulative SF Sold | 39,291 | 0 | 655 | 1,310 | 1,965 | 2,619 | 3,274 | 3,929 | 4,584 | 5,239 | 5,894 |
| % Remaining | | 100.0% | 98.3% | 96.7% | 95.0% | 93.3% | 91.7% | 90.0% | 88.3% | 86.7% | 85.0% |
| Sales Price per SF - Presale | | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 |
| Sales Price per SF - Thereafter | | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 | \$513 |
| Growth Rate | | 0.0% | 1.5% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Residential Sales | | | | | | | | | | | |
| Townhome Presales | \$8,119,487 | \$0 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 |
| Townhome Sales | 12,453,943 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Residential Sales | \$20,573,430 | \$0 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 | \$335,794 |
| Pre-Sales | | | | | | | | | | | |
| BoP Balance | | \$0 | \$ 0 | \$167,897 | \$335,794 | \$503,690 | \$671,587 | \$839,484 | \$1,007,381 | \$1,175,277 | \$1,343,174 |
| Pre-Sales in Period | 8,119,487 | 0 | 335,794 | 335,794 | 335,794 | 335,794 | 335,794 | 335,794 | 335,794 | 335,794 | 335,794 |
| Pre-Sale Deposits | (4,059,743) | 0 | (167,897) | (167,897) | (167,897) | (167,897) | (167,897) | (167,897) | (167,897) | (167,897) | (167,897) |
| Pre-Sale Balance at Delivery | (4,059,743) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EoP Balance | \$0 | \$0 | \$167,897 | \$335,794 | \$503,690 | \$671,587 | \$839,484 | \$1,007,381 | \$1,175,277 | \$1,343,174 | \$1,511,071 |
| Buyer Deposits | | | | | | | | | | | |
| BoP Balance | \$0 | \$0 | \$ 0 | \$167,897 | \$335,794 | \$503,690 | \$671,587 | \$839,484 | \$1,007,381 | \$1,175,277 | \$1,343,174 |
| Pre-Sale Deposits | 4,059,743 | 0 | 167,897 | 167,897 | 167,897 | 167,897 | 167,897 | 167,897 | 167,897 | 167,897 | 167,897 |
| Deposits Borrowed for Equity | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Releases at Delivery EoP Balance | (4,059,743) \$0 | 0 \$0 | 0 \$167,897 | 0 \$335,794 | 0 \$503,690 | 0 \$671,587 | 0 \$839,484 | 0 \$1,007,381 | 0 \$1,175,277 | 0 \$1,343,174 | 0 \$1,511,071 |
| Closing Costs BOP | | \$0 | \$ 0 | (20.007) | (211.07.0 | (200.000) | (202.040) | | (2125.022) | | |
| Current Period Closing Costs | (1,285,839) | 0 20 | (20,987) | (\$20,987) (20,987) | (\$41,974) (20,987) | (\$62,961) (20,987) | (\$83,948) (20,987) | (\$104,935) | (\$125,923) (20,987) | (\$146,910) (20,987) | (\$167,897) |
| | (1,285,839) 1,285,839 | 0 | (20,987) | | (20,987) | | (20,987) | (20,987) | | (20,987) | (20,987) |
| Closing Costs Paid | 1,285,839 | | | 0 | | 0 | | 0 | 0 | 0 | 0 |
| Release Advance Closing Costs Closing Costs EOP | (6,320,683) | 0 | 0 (20,987) | 0 (41,974) | 0 (62,961) | 0 (83,948) | 0 (104,935) | (125,923) | 0 (146,910) | (167,897) | 0 (188,884) |
| Selling Costs | (\$1,285,839) | \$0 | (20,987) | (41,974) \$0 | (62,961) \$0 | (83,948) | (104,935) \$0 | (125,923) \$0 | (146,910) \$0 | (167,897) \$0 | (188,884) |
| Total Net Sales | | | | | | | | | | | |
| Net Sales | \$19,287,590 | \$ 0 | \$0 | \$ 0 | \$ 0 | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 |
| Total Net Sales | \$19,287,590 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Project Cash Flow Summary | | | | | | | | | | | |
| Construction Costs | (\$13,387,300) | \$0 | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) |
| Total Net Sales | 19,287,590 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Unlevered Cash Flow | \$2,900,290 | (\$3,000,000) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) | (\$557,804) |
| Cumulative Unlevered Cash Flow | | (3,000,000) | (3,557,804) | (4,115,608) | (4,673,413) | (5,231,217) | (5,789,021) | (6,346,825) | (6,904,629) | (7,462,433) | (8,020,238) |
| | | | | | | | | | | | |
| Unlevered Summary | | | | | | | | | | | |
| IRR 13.4% | | | | | | | | | | | |
| | | | | | | | | | | | |

| Levered Cash Flow | | | | | | | | | | | |
|------------------------------------|--------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Total | | | | | | | | | | |
| Construction Loan Origination Fee | (\$64,693) | (\$64,693) | \$ 0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$0 |
| Equity Placement Fee | (28,129) | (28,129) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Loan Proceeds | 12,938,654 | 28,129 | 0 | 0 | 425,760 | 560,754 | 564,213 | 568,138 | 571,884 | 574,494 | 579,409 |
| Construction Loan Interest Expense | (960,403) | 0 | (182) | (182) | (176) | (2,950) | (6,409) | (10,333) | (14,080) | (16,690) | (21,605) |
| Construction Loan Paydown | (12,938,654) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Proceeds | 1,500,000 | 251,808 | 557,986 | 557,986 | 132,220 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Repayment | (1,500,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezz Debt Interest Payoff | (390,148) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | | | |
| NCF After Leverage | \$1,456,918 | (\$2,812,885) | \$0 | \$0 | (\$0) | \$0 | \$0 | \$0 | (\$0) | (\$0) | (\$0) |
| Cumulative NCF After Leverage | | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) | (2,812,885) |

| Levered Summary | |
|-----------------|-------------|
| IRR Multiple | 22.1% |
| Multiple | 1.52x |
| Peak Capital | \$2,812,885 |
| Net Profit | \$1.456.018 |

| Construction Debt | | | | | | | | | | | |
|-----------------------|--------------|----------|----------|----------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| LIBOR Curve | | 2.9% | 2.9% | 3.0% | 3.0% | 3.0% | 3.1% | 3.1% | 3.1% | 3.1% | 3.1% |
| LIBOR Cap | | 3.5% | 3.5% | 3.5% | 3.5% | 3.5% | 3.5% | 3.5% | 3.5% | 3.5% | 3.5% |
| LIBOR Floor | | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% | 3.0% |
| Flat/Spread | | 4.5% | 4.5% | 4.5% | 4.5% | 4.5% | 4.5% | 4.5% | 4.5% | 4.5% | 4.5% |
| Total Interest | | 7.5% | 7.5% | 7.5% | 7.5% | 7.5% | 7.6% | 7.6% | 7.6% | 7.6% | 7.6% |
| | Total | | | | | | | | | | |
| Beginning Balance | | \$0 | \$28,129 | \$28,129 | \$28,129 | \$453,889 | \$1,014,643 | \$1,578,857 | \$2,146,995 | \$2,718,878 | \$3,293,373 |
| Proceeds | 12,938,654 | 28,129 | 0 | 0 | 425,760 | 560,754 | 564,213 | 568,138 | 571,884 | 574,494 | 579,409 |
| Interest Reserve | 771,417 | 0 | 182 | 182 | 176 | 2,950 | 6,409 | 10,333 | 14,080 | 16,690 | 21,605 |
| Interest Expense | (960,403) | 0 | (182) | (182) | (176) | (2,950) | (6,409) | (10,333) | (14,080) | (16,690) | (21,605) |
| Townhome Sale Paydown | (12,938,654) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Principal Repayment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance | | \$28,129 | \$28,129 | \$28,129 | \$453,889 | \$1,014,643 | \$1,578,857 | \$2,146,995 | \$2,718,878 | \$3,293,373 | \$3,872,782 |

| Equity | | | | | | | | | | | |
|----------------------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Equity | Total 2,812,885 | 2,812,885 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mezzanine Debt | | | | | | | | | | | |
| Fixed | | <u>12.0%</u> |
| Total Interest | Total | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% | 12.0% |
| Beginning Balance | | \$ 0 | \$251,808 | \$809,794 | \$1,367,780 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 |
| Proceeds | 1,500,000 | 251,808 | 557,986 | 557,986 | 132,220 | 0 | 0 | 0 | 0 | 0 | 0 |
| Beginning Interest Accrual | | 0 | 0 | 2,602 | 10,970 | 24,648 | 40,148 | 55,148 | 70,648 | 86,148 | 100,648 |
| Current Period Interest | 390,148 | 0 | 2,602 | 8,368 | 13,678 | 15,500 | 15,000 | 15,500 | 15,500 | 14,500 | 15,500 |
| Interest Payoff | (390,148) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Interest Accrual | | 0 | 2,602 | 10,970 | 24,648 | 40,148 | 55,148 | 70,648 | 86,148 | 100,648 | 116,148 |
| Principal Repayment | (1,500,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Balance | | \$251,808 | \$809,794 | \$1,367,780 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 | \$1,500,000 |

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| Townhome Project City, State | Construction Costs | Residential | Buyer Deposits |
|---------------------------------|--------------------|-------------|----------------|
| Annual CF | Unlevered | Levered | |

| | Year | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
|--|----------------------------|---------------|------------------|----------------------------|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|----------------|----------------|
| Unlevered Cash Flows | | | | | | | | | | | | | | |
| Construction Costs Land Purchase | Total (\$3,000,000) | (\$3,000,000) | \$ 0 | \$ 0 | \$0 | \$ 0 | \$0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$0 | \$ 0 | \$0 |
| Hard Costs | | | | | | | | | | | | | | |
| Sitework Offsite Costsutilities, etc. | (\$100,000) 0 | \$0 0 | (\$50,000) 0 | (\$50,000) 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 |
| Construction Costs | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Parking Podium Owner-Supplied Items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Permits and Fees | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| FF&E OSE for Kitchen / Meeting Rooms / Fitness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Food Service, Spa, Laundry & IT | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pool & Spa GC Contingency | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | Ő | Ũ | 0 | 0 | 0 | õ | 0 | 0 | 0 | õ | õ | 0 | 0 | Ő |
| Other Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | õ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Preliminary Construction Costs | (11,787,300) | 0 | (5,893,650) | (5,893,650) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Subtotal: Hard Costs | (\$11,887,300) | \$0 | (\$5,943,650) | (\$5,943,650) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Soft Costs | | - | | | | | | | | | | | | |
| Construction Management Fee Design, Engineering & Landscaping | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 |
| Development Management (includes CM) | Ő | 0 | 0 | 0 | 0 | õ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | Ű. |
| Advance Sales Commissions Sales & Marketing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal & Accounting General, Administrative and Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Real Property Taxes (current annual x 3 yrs) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Land Deposit #1 Land Deposit #2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Building Startup Budget | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Management Fee Developer Fee | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| On-Site Leasing Personnel | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Real Estate Taxes During Construction Permit Fees | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | ő | Ũ | õ | 0 | 0 | õ | õ | õ | Ŭ. | õ | õ | Ŭ. | õ | ŏ |
| Other Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Preliminary Soft Costs | (1,500,000) | 0 | (750,000) | (750,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Subtotal: Soft Costs | (\$1,500,000) | \$0 | (\$750,000) | (\$750,000) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Construction Costs | (\$13,387,300) | \$0 | (\$6,693,650) | (\$6,693,650) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Remaining Units BOP | 69 | 69 | 69 | 55 | 41 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Units Closed - Presale | 28 | 0 | 14 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Units Closed - Thereafter Remaining Units EOP | 41 | 0 69 | 0 55 | 0 41 | 41 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative Units Sold | 0 | 0 | 14 | 28 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 | 69 |
| Last Sale | | | | | | | | | | | | | | |
| Remaining SF BOP | 39,291 | 39,291 | 39,291 | 31,433 | 23,575 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SF Closed - Presale SF Closed - Thereafter | 15,716 | 0 | 7,858 | 7,858 | 0 23,575 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Remaining SF EOP | 23,575 0 | 39,291 | 31,433 | 23,575 | 0 | õ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative SF Sold | | 0 100.0% | 7,858 80.0% | 15,716 | 39,291 | 39,291 | 39,291 | 39,291 | 39,291 | 39,291 | 39,291 | 39,291 | 39,291 0.0% | 39,291 0.0% |
| % Remaining | | | | 60.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | | |
| Sales Price per SF - Presale Sales Price per SF - Thereafter | | 513 | 513 | 513 | 514 | 515 | 515 | 516 | 517 | 517 | 518 | 519 | 519 | 520 |
| Sales Price per St Thereafter Growth Rate | | 513 0.1% | 513 0.1% | 513 0.1% | 514 0.1% | 515 0.1% | 515 0.1% | 516 0.1% | 517 0.1% | 517 0.1% | 518 0.1% | 519 0.1% | 519 0.1% | 520 0.1% |
| Residential Sales | | | | | | | | | | | | | | |
| Townhome Presales | \$8,119,487 | \$0 | \$4,029,522 | \$4,089,965 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Townhome Sales Total Residential Sales | 12,453,943 \$20,573,430 | 0 \$0 | 0 \$4,029,522 | 0 \$4,089,965 | 12,453,943 \$12,453,943 | 0 \$0 | 0 \$0 | 0 \$0 | 0 \$0 | 0 \$0 | 0 \$0 | 0 | 0 \$0 | 0 \$0 |
| | | | . , . , | ,, | · · · · · · · | ** | ** | ** | | | ** | ** | ** | |
| Pre-Sales BoP Balance | | \$0 | \$0 | \$2,014,761 | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Pre-Sales in Period | 8,119,487 | 0 | 4,029,522 | 4,089,965 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pre-Sale Deposits Pre-Sale Balance at Delivery | (4,059,743) (4,059,743) | 0 | (2,014,761) | (2,044,982) (4,059,743) | 0 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 0 | 0 0 | 0 |
| EoP Balance | \$0 | \$0 | \$2,014,761 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | | | | | | | | | | | | | | |

| Townhome Project Construction Costs Residential Boyer De City, State Unlevered Levered | eposits | | | | | | | | | | | | | |
|--|---|---|---|--|--|--|--|---|---|---|---|---|---|---|
| Bayer Deposits BoP Balance Pre-Sale Deposits Deposits Borrowed for Equity Relass at Delivery EoP Balance Cosing Costs BOP Current Period Closing Costs Cosing Costs Paid Release Advance Closing Costs Closing Costs EOP Selling Costs Total Net Sales Total Net Sales Total Net Sales Total Universed Cash Flow Camalitati Universal Cash Flow Camalitati Universal Cash Flow Camalitati Universal Cash Flow Total Universed Cas | \$0 4,059,743 0 (4,059,743) \$0 (\$1,285,839) \$19,287,590 \$19,287,590 (\$13,387,300) 19,287,590 \$2,900,290 | \$0 0 0 \$0 \$0 0 0 0 \$0 \$0 \$0 \$ | \$0 2,014,761 0 (251,845) (251,845) 0 (251,845) 50 \$0 \$0 (251,845) 0 (251,845) 50 \$0 (251,845) (251,855) (2 | \$2,014,761 2,044,982 0 84,059,743 (\$251,845) (255,623) (255,623) 80 \$4,059,743 \$4,059,743 \$4,059,743 (\$6,693,650) 4,059,743 \$4,059,743 | \$4,059,743 0 0 (4,059,743) \$0 (\$07,483,71) 1,285,839 0 (\$1,285,839) \$15,227,847 \$15,227,847 \$15,227,847 \$15,227,847 | \$0 0 0 \$0 \$0 0 0 0 \$0 \$0 \$0 \$ | \$0 0 0 \$0 \$0 0 0 0 0 0 0 50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 | \$0 0 0 \$0 \$0 0 0 0 0 0 50 \$0 \$0 \$0 \$0 \$0 2,900,290 | \$0 0 0 \$0 \$0 0 0 0 \$0 \$0 \$0 \$0 | \$0 0 0 \$0 \$0 0 0 0 0 \$0 \$0 \$0 | \$0 0 0 \$0 \$0 0 0 0 0 \$0 \$0 \$0 | \$0 0 0 \$0 \$0 0 0 0 0 0 0 0 50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 | \$0 0 0 \$0 \$0 0 0 0 0 0 0 0 50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 | \$0 0 0 50 0 0 0 0 0 50 50 50 50 2,900,290 |
| Peak Capital \$15,829,496 Net Profit \$2,900,290 Levered Cash Flow Construction Loan Origination Fee Equity Placement Fee Construction Loan Proceeds Construction Loan Proceeds Construction Loan Parceds Mezz Debt Proceeds Mezz Debt Repayment Mezz Debt Interset Payoff NCF After Leverage Canulative NCF After Leverage Levered Summary IRR 22,1% Multiple 1.52x Peak Capital \$2,812,885 Net Profit | Total (\$64,693) (28,129) 12,938,654 (960,403) (12,938,654) (1,500,000) (1,500,000) (1,500,000) (399,148) \$1,456,918 | (\$64,693) (28,129) 28,129 0 251,808 0 0 (\$2,812,885) (2,812,885) | \$0 0 5,603,718 (158,260) 0 1,248,192 0 0 50 (2,812,885) | \$0 0 7,306,807 (691,883) (2,626,454) 0 0 0 81,354,563 (1,458,322) | \$0 0 (110,260) (10,312,200) (1,500,000) (390,148) \$2,915,239 1,456,918 | \$0 0 0 0 0 0 0 0 0 0 1,456,918 | \$0 0 0 0 0 0 0 0 0 0 0 0 0 1,456,918 | \$0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | \$0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | \$0 0 0 0 0 0 0 0 0 0 1,456,918 | \$0 0 0 0 0 0 0 0 0 0 1,456,918 | \$0 0 0 0 0 0 0 0 1,456,918 | \$0 0 0 0 0 0 0 0 1,456,918 | \$0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 |
| Construction Debt LIBOR Curve LIBOR Cap LIBOR Floor Flat/Spread Total Interest Beginning Balance Proceeds Interest Reserve In | Total 12,938,654 771,417 (960,403) (12,938,654) | 2.9% 3.5% 3.0% 4.5% 7.5% \$0 28,129 0 0 0 0 \$28,129 | 3.1% 3.5% 3.0% 4.5% 7.6% \$28,129 5,603,718 158,260 (158,260) 0 0 \$5,631,847 | 3.1% 3.5% 3.0% 4.5% 7.6% \$5,631,847 7,306,807 613,157 (613,883) (2,626,454) 0 \$10,312,200 | 3.1% 3.5% 4.5% 7.6% \$10,312,200 (110,260) (10,312,200) 0 (110,260) 50 | 3.1% 3.5% 3.4% 4.5% 7.6% 80 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | 3.1% 3.5% 3.0% 4.5% 7.6% (\$0) 0 0 0 0 0 0 0 (\$0) | 3.1% 3.5% 3.0% 4.5% 7.6% (\$0) 0 0 0 0 0 0 0 (\$0) | 3.2% 3.5% 3.0% 4.5% 7.7% (\$0) 0 0 0 0 0 0 0 0 (\$0) | 3.2% 3.5% 3.5% 4.5% 7.7% (\$0) 0 0 0 0 0 0 (\$0) | 3.2% 3.5% 3.5% 4.5% 7.7% (\$0) 0 0 0 0 0 0 (\$0) | 3.3% 3.5% 3.0% 4.5% 7.8% (\$0) 0 0 0 0 0 0 0 (\$9) | 3.4% 3.5% 3.0% 4.5% 7.9% (\$0) 0 0 0 0 0 0 0 0 0 0 (\$0) | 0.3% 3.5% 3.0% 4.5% 7.5% (\$0) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 |
| Mezzanine Debt <u>Fixed</u> Total Interest Beginning Balance Proceeds Beginning Interest Accrual Current Period Interest Interest Papoff Ending Interest Accrual Principal Repayment Ending Balance | Total 1,500,000 390,148 (390,148) (1,500,000) | 12.0% 12.0% \$0 0 0 0 0 0 0 \$0 \$251,808 | 12.0% 12.0% \$251,808 1,248,192 0 161,648 0 161,648 \$0 \$1,500,000 | 12.0% 12.0% \$1,500,000 0 161,648 182,500 0 344,148 \$0 \$1,500,000 | 12.0% 12.0% \$1,500,000 0 344,148 46,000 (390,148) (0) (\$1,500,000) (\$0) | 12.0% 12.0% (\$0) 0 (0) 0 0 0 (0) 0 (0) (0) (| 12.0% 12.0% (\$0) 0 (0) 0 0 (0) 0 0 (0) (0) 0 (0) (0) | 12.0% 12.0% (\$0) 0 (0) 0 0 0 (0) 0 0 (0) 0 (0) 0 (0) 0 (0) 0 (0) 0 (0) 0 (0) (0) | 12.0% 12.0% (\$0) 0 (0) 0 0 0 (0) 0 0 (0) 0 (0) (0) | 12.0% 12.0% (\$0) 0 (0) 0 0 (0) 0 (0) (0) (0) | 12.0% 12.0% (\$0) 0 (0) 0 0 (0) 0 0 (0) (0) (| 12.0% 12.0% (\$0) 0 (0) 0 0 (0) \$0 (\$0) (\$0) (\$0) | 12.0% 12.0% (\$0) 0 (0) 0 0 (0) 0 (0) \$0 (\$0) (\$0) (\$0) | 12.0% 12.0% (\$0) 0 0 0 0 0 0 (0) \$0 (\$0) (\$0) |

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Townhome Project City, State

| City, State | | | | | | | | | | | | | |
|--|-------------------------------------|-------------------------|-------------------------|------------------------|-------------------------|------------------------|-------------------------|------------------------|-------------------------|------------------------|------------------------|------------------------|-------------------------|
| Waterfall | 2019 0 | 2019 1 | 2019 1 | 2019 1 | 2019 1 | 2019 1 | 2019 1 | 2020 1 | 2020 1 | 2020 1 | 2020 1 | 2020 1 | 2020 1 |
| Month Date | 0 6/30/19 | 1 7/31/19 | 2 8/31/19 | 3 9/30/19 | 4 10/31/19 | 5 11/30/19 | 6 12/31/19 | 7 1/31/20 | 8 2/29/20 | 9 3/31/20 | 10 4/30/20 | 11 5/31/20 | 12 6/30/20 |
| Promote Splits Deal Cashflow | (\$2,812,885) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$ 0 | \$ 0 | \$0 | \$ 0 | \$0 |
| Future Cash Needs | (\$2,812,885) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) | (\$0) |
| Beginning Cash Balance Capital Called | \$0 2,812,885 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 | \$0 0 |
| Cash Reserved | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash Needs Ending Cash Balance | (2,812,885) 0 | 0 | 0 | 0 | 0 0 | 0 | 0 0 | 0 | 0 0 | 0 0 | 0 | 0 | 0 0 |
| Limited Partners = 85.0% Total Cash Flow Available | (\$2,812,885) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Limited Partners to First Hurdle (9.0%) IRR Check | (2,390,952) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General Partner to First Hurdle IRR Check | \$.0% (\$421,933) 9.0% | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 |
| First Promote Splits (30.0% Promote) Excess Cash Flow | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Limited Partners to Second Hurdle (12.0%) IRR Check | (2,390,952) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General Partner to Second Hurdle IRR Check | (\$421,933) 12.0% | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| First Promote | 12.0% | \$ 0 | \$0 | \$0 | \$0 | \$ 0 | \$ 0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Second Promote Splits (40.0% Promote) Excess Cash Flow | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Limited Partners to Third Hurdle (15.0%) IRR Check | (2,390,952) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General Partner to Third Hurdle IRR Check | (\$421,933) 15.0% | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$ 0 | \$0 | \$0 | \$0 |
| Second Promote | 15.070 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Third Promote Splits (45.0% Promote) Excess Cash Flow | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Limited Partners to Forth Hurdle (14.0%) IRR Check | (2,390,952) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| General Partner to Forth Hurdle IRR Check | (\$421,933) 14.0% | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$ 0 | \$0 | \$ 0 | \$0 | \$0 | \$0 |
| Third Promote | 71.078 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Final Promote Splits (50.0% Promote) Excess Cash Flow | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Limited Partner Final Equity Distribution General Partner Final Equity Distribution | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Forth Promote | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Limited Partner Analysis Total Investor Cash Flows | (\$2,390,952) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cumulative Capital to Limited Partner IRR Check | (2,390,952) (2,390,952) 16.9% | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) | (2,390,952) |
| Limited Partner Summary Statistics IRR | 16.9% | | | | | | | | | | | | |
| Peak Capital | \$2,390,952 | | | | | | | | | | | | |
| Net Profits Profit Multiple | \$917,764 1.4x | | | | | | | | | | | | |
| General Partner Analysis Total General Partner Cashflows | (\$421,933) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Promote Total General Partner Cashflows | (\$421,933) | 0 50 | 0 | 0 50 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative Cashflow to General Partner | (421,933) | \$0 (421,933) | \$0 (421,933) | 50 (421,933) | \$0 (421,933) | 50 (421,933) | \$0 (421,933) | 50 (421,933) | \$0 (421,933) | 50 (421,933) | 50 (421,933) | 50 (421,933) | \$0 (421,933) |
| IRR Check | 47.4% | | | | | | | | | | | | |
| General Partner Summary Statistics IRR | 47.4% | | | | | | | | | | | | |
| Peak Capital Net Profits | \$421,933 \$539,154 | | | | | | | | | | | | |
| Profit Multiple | 2.3x (\$421,933) | \$0 | \$0 | \$0 | \$ 0 | \$ 0 | \$0 | \$0 | \$ 0 | \$0 | \$ 0 | \$0 | \$0 |
| OK | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

1

Check to Cash Flows

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City, State

Sale Comps

| Include | d Properties | | | |
|----------------------|---|--|--|---|
| Property Name | Price/Unit | <u>SqFt</u> | Price/SF | <u>Year Built</u> |
| Top Shelf Townhomes | \$439,900 | 1,039 | \$450 | 2010 |
| 8th Street Townhomes | \$578,334 | 816 | \$500 | 2015 |
| 4th Street Townhomes | \$503,000 | 901 | \$550 | 2018 |
| | | | | |
| | | | | |
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| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | \$507,078 | 919 | \$500 | 2014 |
| | <u>Property Name</u> Top Shelf Townhomes 8th Street Townhomes | Top Shelf Townhomes\$439,9008th Street Townhomes\$578,3344th Street Townhomes\$503,000 | Property NamePrice/UnitSqFtTop Shelf Townhomes\$439,9001,0398th Street Townhomes\$578,3348164th Street Townhomes\$503,000901 | Property NamePrice/UnitSqFtPrice/SFTop Shelf Townhomes\$439,9001,039\$4508th Street Townhomes\$578,334816\$5004th Street Townhomes\$503,000901\$550 |

| As of: | 10/18/2018 | |
|------------|------------|-------|
| | 1 | |
| | 1 mo LIE | |
| 10/01/0010 | Date | Rate |
| 10/31/2018 | 10/18/2018 | 2.28% |
| 11/30/2018 | 11/19/2018 | 2.39% |
| 12/31/2018 | 12/18/2018 | 2.49% |
| 1/31/2019 | 1/18/2019 | 2.59% |
| 2/28/2019 | 2/19/2019 | 2.68% |
| 3/31/2019 | 3/18/2019 | 2.73% |
| 4/30/2019 | 4/18/2019 | 2.77% |
| 5/31/2019 | 5/20/2019 | 2.81% |
| 6/30/2019 | 6/18/2019 | 2.85% |
| 7/31/2019 | 7/18/2019 | 2.91% |
| 8/31/2019 | 8/19/2019 | 2.96% |
| 9/30/2019 | 9/18/2019 | 3.01% |
| 10/31/2019 | 10/18/2019 | 3.05% |
| 11/30/2019 | 11/18/2019 | 3.08% |
| 12/31/2019 | 12/18/2019 | 3.10% |
| 1/31/2020 | 1/21/2020 | 3.12% |
| 2/29/2020 | 2/18/2020 | 3.12% |
| 3/31/2020 | 3/18/2020 | 3.12% |
| 4/30/2020 | 4/20/2020 | 3.11% |
| 5/31/2020 | 5/18/2020 | 3.10% |
| 6/30/2020 | 6/18/2020 | 3.10% |
| 7/31/2020 | 7/20/2020 | 3.09% |
| 8/31/2020 | 8/18/2020 | 3.09% |
| 9/30/2020 | 9/18/2020 | 3.10% |
| 10/31/2020 | 10/19/2020 | 3.10% |
| 11/30/2020 | 11/18/2020 | 3.11% |
| 12/31/2020 | 12/18/2020 | 3.12% |
| 1/31/2021 | 1/19/2021 | 3.12% |
| 2/28/2021 | 2/18/2021 | 3.13% |
| 3/31/2021 | 3/18/2021 | 3.13% |
| 4/30/2021 | 4/19/2021 | 3.13% |
| 5/31/2021 | 5/18/2021 | 3.13% |
| 6/30/2021 | 6/18/2021 | 3.13% |
| 7/31/2021 | 7/19/2021 | 3.13% |
| 8/31/2021 | 8/18/2021 | 3.12% |

| 10/31/2018 | 2.2796% |
|------------|---------|
| 11/30/2018 | 2.3858% |
| 12/31/2018 | 2.4874% |
| 1/31/2019 | 2.5936% |
| 2/28/2019 | 2.6777% |
| 3/31/2019 | 2.7294% |
| 4/30/2019 | 2.7682% |
| 5/31/2019 | 2.8106% |
| 6/30/2019 | 2.8503% |
| 7/31/2019 | 2.9054% |
| 8/31/2019 | 2.9632% |
| 9/30/2019 | 3.0077% |
| 10/31/2019 | 3.0482% |
| 11/30/2019 | 3.0802% |
| 12/31/2019 | 3.1005% |
| 1/31/2020 | 3.1155% |
| 2/29/2020 | 3.1204% |
| 3/31/2020 | 3.1181% |
| 4/30/2020 | 3.1108% |
| 5/31/2020 | 3.1042% |
| 6/30/2020 | 3.0964% |
| 7/31/2020 | 3.0919% |
| 8/31/2020 | 3.0928% |
| 9/30/2020 | 3.0955% |
| 10/31/2020 | 3.1019% |
| 11/30/2020 | 3.1100% |
| 12/31/2020 | 3.1168% |
| 1/31/2021 | 3.1234% |
| 2/28/2021 | 3.1290% |
| 3/31/2021 | 3.1314% |
| 4/30/2021 | 3.1326% |
| 5/31/2021 | 3.1330% |
| 6/30/2021 | 3.1304% |
| 7/31/2021 | 3.1268% |
| 8/31/2021 | 3.1233% |
| | |