DEVELOPMENT BUDGET (at Const. Start)							
LAND			<u>Total</u>	<u>Per Unit</u>	Per/NRSF	<u>% of Total</u>	
Purchase Price			\$8,800,000	\$176,000	\$218.47	21.23%	
Acquisition Cost	S		355,040	7,101	8.81	0.86%	
SOFT COSTS							
Ad Valorem Taxe	es		94,304	1,886	2.34	0.23%	
Architectural &	Engineering		350,000	7,000	8.69	0.84%	
Construction Int	terest		976,829	19,537	24.25	2.36%	
Financing			442,356	8,847	10.98	1.07%	
Furniture, Fixtur	res & Equipment		100,000	2,000	2.48	0.24%	
Insurance			264,760	5,295	6.57	0.64%	
Marketing			100,000	2,000	2.48	0.24%	
Operating Defici	ts		66,433	1,329	1.65	0.16%	
Overhead & Administration Fees		1,965,947	39,319	48.81	4.74%		
Permits & Fees		399,929	7,999	9.93	0.96%		
Soft Cost Contingency (3.0%)			185,133	3,703	4.60	0.45%	
HARD COSTS							
Hard Costs (Inpu	t/GMP = \$431/\$431)		26,475,950	529,519	657.30	63.88%	
Hard Cost Contin	ngency (1.0%)		264,760	5,295	6.57	0.64%	
Commercial (TI, Leg	gal & Commissions)		605,615	12,112	15.04	1.46%	
TOTAL PROJECT CO	ST		\$41,447,054	\$828,941	\$1,028.97	100.00%	
INITIAL CAPITALIZATION							
	Construction	Mezz. Loan	<u>LP</u>	<u>GP</u>	CO-GP	<u>Total</u>	
Contribution	\$24,868,233	\$0	\$15,492,909	\$724,495	\$361,418	\$41,447,054	
LTC	60.00%	0.00%				60.00%	
Equity Contr. %			93.45%	4.37%	2.18%	100.00%	
Rate/Pref	8.50%	13.00%	9.00%	9.00%	9.00%	8.70%	

Description	<u>In-Place</u>	Constr. Start	<u>Stabilization</u>	<u>Sale</u>
Date	May-23	Aug-23	Jun-25	Jul-28
Month	Mo.(3)	Mo.1	Mo.23	Mo.60
GROSS POTENTIAL RENT	\$3,242,418	\$3,266,467	\$3,456,870	\$3,793,313
All-In Rent (Market Rate)	\$6.71	\$6.76	\$7.15	<i>\$7.96</i>
Vacancy & Collection Loss (3.50%)	(113,485)	(114,326)	(120,990)	(132,766)
Other Income	0	0	0	0
EFFECTIVE GROSS INCOME	\$3,128,933	\$3,152,141	\$3,335,879	\$3,660,547
Operating Expenses	(762,621)	(766,433)	(772,988)	(877,854)
per Unit per Year	(15,252)	(15,329)	(15,460)	(17,557)
Operating Expense Ratio	24.4%	24.3%	23.2%	24.0%
NET OPERATING INCOME	\$2,366,312	\$2,385,708	\$2,562,891	\$2,782,693
Commercial Income	317,364	317,364	317,364	344,364
Return on Cost	6.47%	6.52%	6.95%	7.54%
Debt Service (I%Yr 7.2%; N 30 Yrs; PV \$24.9M)	(\$1,694,389)	(1,694,389)	(1,694,389)	(1,694,389)
NOI AFTER DEBT SERVICE	\$989,287	\$1,008,683	\$1,185,865	\$1,432,668
Debt Coverage Ratio	1.58	1.60	1.70	1.85
Debt Yield	9.5%	9.6%	10.3%	11.2%
Below the Line Debits/Credits				(136,775)
NET CASH FLOW				\$1,295,892

PROJECT SUMMARY Land Summary (Net) **Delivery & Absorption** Commercial **Apartments** Square Feet: 26,035 First Units: Month 15 Density: 83.66 du/ac Acres: 0.60 Constr. Period: 21 Months **Parking Spaces:** 104 38 **Unit Delivery: Purchase Price:** \$8,800,000 7 Units/Mo Parking Ratio: 7.2/1kSF 0.76 to 1 Podium Per Acre: \$14,723,564 Absorption: 6 Units/Mo **Product Type:** Per SF: \$338.01 **Buildings:** 3 Stories: 4 **Growth** <u> 2024</u> 2023 2025 2026 Ш Constr. Type: Market Rent 3.00% 3.00% 3.00% 3.00% Exit Cap Rate: 5.25% 5.25% **Hard Costs** 0.00%

Unit Mix					
■Studio ■1BR ■2BR ■3BR					
6 4 % – 0%					
90%					

WATERFALLS

Summary Market Rate Units Amenity Premiums Monthly Recurring Charges	<u>Units</u> 50	<u>Unit Mix</u> 100.0%	<u>Total NRSF</u> 40,280	<u>Average NRSF</u> 806	Rent/Month \$3,915 103 1.385	Rent/NRSF \$4.86 0.13 1.72
All-In Market Rate Below Market Rate	0	0.0%	0	0	\$ 5,404	\$ 6.71
GRAND TOTAL	50	100%	40,280	806	\$5,404	\$6.71
Commercial	5		14,379	2,876	\$27,839	\$23.2

Preferred Return (9.00%) paid Pari Passu
Tier 1: After pref. to a 9.00% IRR, split
Tier 2: From a 9.00% IRR to a 12.00% IRR, split
Tier 3: From a 12.00% IRR to a 15.00% IRR, split
Residual: After a 15.00% IRR, split

RESIDUAL VALUE & PROFIT					
Date	Jul-28				
Month	Mo.60				
Gross Sales Proceeds	\$59,562,986				
Per Unit	\$1,191,260				
Closing Costs	(\$653,936)				
NET SALE PROCEEDS	\$58,909,050				
Debt Retirement	(\$39,715,847)				
NET CASH FROM SALE	\$19,193,203				
Return of Equity	(\$16,578,822)				
CASH TO DISTRIBUTE	\$2,614,382				

FEE SCHEDULE	
Property Mngmnt. Fee (3.00%):	0
Acquisition Fee (2.00%):	176,000
Asset Mgmt. Fee (0.33%):	398,928
Constr. Mgmt. Fee (0.00%):	0
Development Fee (5.00%):	1,965,947
Disposition Fee (0.00%):	0
TOTAL FEES	\$2,540,875

			KEY DATES		
<u>LP</u>	<u>GP</u>	CO-GP	JV Closing:	Aug-23	Mo.1
93.45%	4.37%	2.18%	Cnstr. Start:	Aug-23	Mo.1
93.45%	4.37%	2.18%	First Units:	Oct-24	Mo.15
90.00%	10.00%	0.00%	Final Units:	Apr-25	Mo.21
85.00%	15.00%	0.00%	Stabilization:	Jun-25	Mo.23
75.00%	20.00%	5.00%	Disposition:	Jul-28	Mo.60

PARTNERSHIP DISTRIBUTIONS & RETURNS							
<u>Distribution From Sale</u>	<u>LP</u>	<u>GP</u>	<u>CO-GP</u>	<u>Total</u>			
Preferred Return	\$772,492	\$36,124	\$18,021	\$826,637			
Promotes	11,517,669	2,600,171	491,767	14,609,607			
Subtotal	\$12,290,161	\$2,636,295	\$509,787	\$15,436,244			
Other Distributions							
Pref. From Operations	\$542,400	\$25,364	\$12,653	\$580,418			
Pref. From Refi.	3,243,780	151,689	75,671	3,471,140			
Cash Flow From Operations	(31,897)	(1,492)	(744)	(34,133)			
Subtotal	\$3,754,284	\$175,561	\$87,580	\$4,017,425			
TOTAL PROFIT	\$16,044,445	\$2,811,857	\$597,368	\$19,453,670			
Equity Multiplier	2.04 x	4.88 x	2.65 x	2.17 x			
Levered IRR	22.65%	46.71%	29.89%	24.45%			
Unlevered IRR		***************************************		14.33%			

Capital Stack & Profit

