

Income & Expenses

	2011		2010		2009	
Gross Income	230,626		284,081		242,372	
Rent	223,615		242,165		235,206	
Late Fees	3,109		3,619		3,292	
NSF Fees	0		90		30	
Pet Income	2,617		2,866		3,153	
Mobile Home Sales	1,250		700		0	
Application Fees	240		70		390	
Miscellaneous Income	75		34,571		297	
Interest Income	0		0		4	
Water & Sewer	-280		0		0	
Expenses						
Maintenance Repairs/Supplies	10,360	4.49%	16,195	5.70%	5,282	2.18%
Security, Life & Safety	78	0.03%	73	0.03%	576	0.24%
Plumbing	7,420	3.22%	16,367	5.76%	9,708	4.01%
Janitorial Supplies	0	0.00%	0	0.00%	11	0.00%
Rubbish Removal	13,366	5.80%	15,020	5.29%	17,868	7.37%
Electricity Common	6,670	2.89%	7,359	2.59%	6,954	2.87%
Gas	4,021	1.74%	4,438	1.56%	5,602	2.31%
Water & Sewer	16,782	7.28%	18,588	6.54%	39,863	16.45%
Grounds Expense	1,277	0.55%	359	0.13%	1,071	0.44%
Snow Removal	9,642	4.18%	6,035	2.12%	9,778	4.03%
Exterminator	0	0.00%	0	0.00%	11	0.00%
Advertising & Marketing	0	0.00%	0	0.00%	592	0.24%
Accounting & Auditing	75	0.03%	3,885	1.37%	61	0.03%
Legal Expense	2,000	0.87%	2,000	0.70%	2,000	0.83%
Telephone Expense	1,831	0.79%	1,639	0.58%	1,802	0.74%
Fees/Licenses/Permits	2,174	0.94%	2,219	0.78%	3,273	1.35%
Postage Expense	386	0.17%	262	0.09%	285	0.12%
Office Expense	1,500	0.65%	1,661	0.58%	1,795	0.74%
Auto Expense	0	0.00%	178	0.06%	0	0.00%
Travel & Lodging	74	0.03%	0	0.00%	2,121	0.88%
Meals & Entertainment	0	0.00%	0	0.00%	69	0.03%
Other Professional Fees	0	0.00%	7,500	2.64%	4,175	1.72%
Credit Reference Checks for Tenant	180	0.08%	90	0.03%	150	0.06%
Bank Charges	249	4.18%	250	2.12%	526	4.03%
Insurance	5,311	2.30%	6,068	2.14%	7,736	3.19%
Property Tax	24,073	10.44%	24,140	8.50%	49,993	20.63%
Trailer Tax	4,068	1.76%	4,068	1.43%	0	0.00%
Bad Debt Expense	1,855	0.80%	2,760	0.97%	0	0.00%
Payroll Expense	15,000	6.50%	56,940	20.04%	3,729	1.54%
Payroll Expense- Outside Labor	3,840	1.67%	0	0.00%	0	0.00%
Total Expenses	132,231	57.34%	198,092	69.73%	175,031	72.22%
Net Operating Income	98,395		85,989		67,341	

This information was furnished by Seller. Verification of its accuracy can be obtained during the due diligence period.