



**GENERAL INFORMATION:**

|                                |           |
|--------------------------------|-----------|
| CASH INVESTMENT:               | \$200,000 |
| Inflation for Yrs 1-5 per pad: | \$7.00    |
| <b>PARKS HAS CITY SEWER</b>    |           |
| <b>PARKS HAS CITY WATER</b>    |           |

**FINANCING:**

|                       |                  |
|-----------------------|------------------|
| TOTAL SALES PRICE     | \$800,000        |
| Debt                  | 75.00% \$600,000 |
| Interest Rate - Fixed | 5.50%            |
| Amortization (Months) | 240              |
| Monthly Payment       | \$4,127          |

**YR 1 FINANCIAL RESULTS:**

|                       |          |
|-----------------------|----------|
| GROSS RENT MULTIPLIER | 4.89     |
| CAP RATE              | 13.09%   |
| CASH ON CASH RETURN   | 27.58%   |
| DEBT COVERAGE RATIO   | 2.11     |
| PER PAD SALES PRICE   | \$25,000 |

**REVENUE:**

|  | Year 1         | Year 2         | Year 3         | Year 4         | Year 5         | Total          |                |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Gross Scheduled Revenues:                | 317            | 324            | 331            | 338            | 345            |                |                |
| 32 Pads @ avg rent of:                   | \$317.00       | 121,728        | 124,416        | 127,104        | 129,792        | 132,480        | 635,520        |
| Apts/Homes/Water/Sewer/Comm. Build       | \$64,680.00    | <u>64,680</u>  | <u>64,680</u>  | <u>64,680</u>  | <u>64,680</u>  | <u>64,680</u>  | <u>323,400</u> |
| <b>Total Gross Scheduled Revenues:</b>   | <b>186,408</b> | <b>189,096</b> | <b>191,784</b> | <b>194,472</b> | <b>197,160</b> | <b>958,920</b> |                |
| - Vacancy & Credit Loss -- PERCENT       | 18.75%         | 9.38%          | 3.12%          | 3.12%          | 3.12%          | 7.50%          |                |
| - Vacancy & Credit Loss -- NUMBER        | 6.00           | 3.00           | 1.00           | 1.00           | 1.00           | 2.40           |                |
| - Vacancy & Credit Loss -- DOLLAR AMOUNT | <u>22,824</u>  | <u>11,670</u>  | <u>3,966</u>   | <u>4,050</u>   | <u>4,133</u>   | <u>46,643</u>  |                |
| <b>NET MOBILE HOME RENTAL INCOME:</b>    | <b>163,584</b> | <b>177,426</b> | <b>187,818</b> | <b>190,422</b> | <b>193,027</b> | <b>912,277</b> |                |

**OPERATING EXPENSES:**

|                            |        |        |        |        |        |        |         |
|----------------------------|--------|--------|--------|--------|--------|--------|---------|
| Average Expense Per Year @ | 36.00% | 58,890 | 63,873 | 67,615 | 68,552 | 69,490 | 328,420 |
|----------------------------|--------|--------|--------|--------|--------|--------|---------|

**NET OPERATING INCOME:**

|                                 |         |         |         |         |         |         |  |
|---------------------------------|---------|---------|---------|---------|---------|---------|--|
|                                 | 104,694 | 113,552 | 120,204 | 121,870 | 123,537 | 583,857 |  |
| Annual Debt Service -- Mortgage | 49,528  | 49,528  | 49,528  | 49,528  | 49,528  | 247,639 |  |

**CASH FLOW BEFORE TAX:**

|                  |         |         |         |         |         |         |  |
|------------------|---------|---------|---------|---------|---------|---------|--|
|                  | 55,166  | 64,025  | 70,676  | 72,343  | 74,009  | 336,218 |  |
| CASH INVESTMENT: | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 |  |

|                      |        |        |        |        |        |        |     |
|----------------------|--------|--------|--------|--------|--------|--------|-----|
| CASH ON CASH RETURN: | 27.58% | 32.01% | 35.34% | 36.17% | 37.00% | 33.62% | avg |
|----------------------|--------|--------|--------|--------|--------|--------|-----|

|                         |        |        |        |        |        |        |     |
|-------------------------|--------|--------|--------|--------|--------|--------|-----|
| OVERALL CAPITALIZATION: | 13.09% | 14.19% | 15.03% | 15.23% | 15.44% | 14.60% | avg |
|-------------------------|--------|--------|--------|--------|--------|--------|-----|

|                       |      |      |      |      |      |      |     |
|-----------------------|------|------|------|------|------|------|-----|
| DEBT COVERAGE RATIO : | 2.11 | 2.29 | 2.43 | 2.46 | 2.49 | 2.36 | avg |
|-----------------------|------|------|------|------|------|------|-----|

|                        |      |      |      |      |      |      |     |
|------------------------|------|------|------|------|------|------|-----|
| GROSS RENT MULTIPLIER: | 4.89 | 4.51 | 4.26 | 4.20 | 4.14 | 4.40 | avg |
|------------------------|------|------|------|------|------|------|-----|

|                     |        |        |        |        |        |        |       |
|---------------------|--------|--------|--------|--------|--------|--------|-------|
| PRINCIPAL REDUCTION | 16,951 | 17,907 | 18,917 | 19,984 | 21,112 | 94,871 | total |
|---------------------|--------|--------|--------|--------|--------|--------|-------|

|  |        |        |        |        |        |        |     |
|--|--------|--------|--------|--------|--------|--------|-----|
| PRINCIPAL REDUCTION & CASH / CASH RETURN | 36.06% | 40.97% | 44.80% | 46.16% | 47.56% | 43.11% | avg |
|--|--------|--------|--------|--------|--------|--------|-----|