

## Annual Property Operating Data SAMPLE CASE STUDY

Property Information		Purchase Information	
Property Name	SAMPLE CASE STUDY	Purchase Price & Acquisition Costs	\$1,000,000
Address	Small Atrium Office	Plus Loan Points	\$7,500
City, State	Suburban Location, Second Tier City	Less Mortgages	<u>\$750,000</u>
Property Type	Office & Retail	Initial Investment	\$257,500
Analysis Date	September 1, 2000		
Property Size (SqFt/Units)	101,500		

Cash Flow	Year	2000	Annual Dollar Amount	\$/SqFt	% of EGR
<b>Base Rental Revenue</b>			<b>\$1,254,667</b>	<b>\$12.36</b>	<b>77.8%</b>
Additional Rental Revenue			\$143,161	\$1.41	8.9%
Miscellaneous Income			\$20,000	\$0.20	1.2%
Operating Expense Revenue			\$210,640	\$2.08	13.1%
Vacancy Loss			\$0	\$0.00	0.0%
Credit & Collection Loss			-\$16,285	-\$0.16	-1.0%
<b>Effective Gross Revenue</b>			<b>\$1,612,183</b>	<b>\$15.88</b>	<b>100.0%</b>
Common Area Maintenance			\$321,077	\$3.16	19.9%
Real Estate Taxes			\$150,000	\$1.48	9.3%
Administrative & General			\$25,000	\$0.25	1.6%
Insurance			\$38,570	\$0.38	2.4%
Property Management Fees			\$48,365	\$0.48	3.0%
<b>Total Operating Expenses</b>			<b>\$583,012</b>	<b>\$5.74</b>	<b>36.2%</b>
<b>Net Operating Income</b>			<b>\$1,029,171</b>	<b>\$10.14</b>	<b>63.8%</b>
Leasing and Capital Costs			\$271,730	\$2.68	16.9%
Debt Service			\$81,727	\$0.81	5.1%
<b>Cash Flow Before Taxes</b>			<b>\$675,714</b>	<b>\$6.66</b>	<b>41.9%</b>

Yield Information	
Cap Rate	10.0%
Market Value (NOI/Cap Rate)	\$10,291,710
Cash to Purchase Price	75.7%
NOI to Book Value	80.9%
Cash to Initial Equity	270.3%