

# Property Valuation/Return Projections Comparison Chart

ENTER CLIENT NAME

ENTER STATUS:  
**Property Name:**  
**Location:**  
**Units:**  
**Building Square Feet:**  
**PSF (price per sq. ft.) @ Target Price/Valuation:**

	INSERT PROPERTY PHOTO		INSERT PROPERTY PHOTO		INSERT PROPERTY PHOTO	
	PROSPECTIVE ACQUISITION		PROSPECTIVE ACQUISITION		PROSPECTIVE ACQUISITION	
	EXAMPLE 1 (Apartments)		EXAMPLE 2 (Apartments)		EXAMPLE 3 (Apartments)	
	Portland, Oregon		Wood Village, Oregon		Milwaukie, Oregon	
	13		16		20	
	16,250		14,000		24,000	
	\$166		\$179		\$131	
	Current In-Place	Year-1 Projected	Current In-Place	Year-1 Projected	Current In-Place	Year-1 Projected
Full Scheduled Rent Income (monthly) - \$	19,030	19,435 <sup>1</sup>	17,000 <sup>2</sup>	19,120 <sup>2</sup>	21,770 <sup>4</sup>	23,000 <sup>4</sup>
Full Scheduled Rent Income (annual) - \$	228,360	233,220	204,000	229,440	261,240	276,000
Average Monthly Rent Per Unit - \$	1,464	1,495	1,063	1,195	1,089	1,150
Other Income (monthly) - \$	900	1,100	1,300	1,500	350	500
Vacancy/Credit Loss - (%)	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
<b>Projected Effective Gross Income - \$</b>	<b>\$227,742</b>	<b>\$234,759</b>	<b>\$209,400</b>	<b>\$235,968</b>	<b>\$252,378</b>	<b>\$268,200</b>
Total Expenses & Reserves (see below detail) - \$	91,743	91,743	87,816	87,816	100,538	100,538
Expenses (% of EGI)	40.3%	39.1%	41.9%	37.2%	39.8%	37.5%
Expenses (\$ per unit)	7,057	7,057	5,489	5,489	5,027	5,027
<b>NET OPERATING INCOME - \$</b>	<b>\$135,999</b>	<b>\$143,016</b>	<b>\$121,584</b>	<b>\$148,152</b>	<b>\$151,840</b>	<b>\$167,662</b>
<b>NET INCOME (Loss) after Depreciation &amp; Interest Exp. - \$</b>	<b>\$1,815</b>	<b>\$8,832</b>	<b>\$869</b>	<b>\$27,437</b>	<b>-\$2,752</b>	<b>\$13,070</b>
Price Paid (if currently owned property) - \$	N/A	N/A	N/A	N/A	N/A	N/A
Date Acquired or Projected Closing - month/day/year	4/15/2021	4/15/2021	4/15/2021	4/15/2021	4/15/2021	4/15/2021
Years Owned - x.x	0.0	0.0	0.0	0.0	0.0	0.0
<b>Listing Price or Target Price/Valuation - \$</b>	<b>\$2,700,000</b>	<b>\$2,700,000</b>	<b>\$2,500,000</b>	<b>\$2,500,000</b>	<b>\$3,150,000</b>	<b>\$3,150,000</b>
Price Per Unit @ Target Price/Valuation - \$	\$207,692	\$207,692	\$156,250	\$156,250	\$157,500	\$157,500
Valuation Based on (Market) Capitalization Rate - \$	\$2,640,757	\$2,777,010	\$2,315,886	\$2,821,943	\$2,892,190	\$3,193,562
Annual Realized Compounded Appreciation Rate - %	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
Estimated Property (Market) Capitalization Rate - %	5.15%	5.15%	5.25%	5.25%	5.25%	5.25%
Down Payment or Invested Capital/Equity - \$	850,000	850,000	750,000	750,000	1,000,000	1,000,000
Loan Amount (current balance) - \$	1,850,000	1,850,000	1,750,000	1,750,000	2,150,000	2,150,000
Annual Debt Service Payment - \$	99,688	99,688	94,299	94,299	115,854	115,854
Monthly Debt Service Payment - \$	8,307	8,307	7,858	7,858	9,654	9,654
Annual Pre-tax Cash Flow - \$	<b>36,311</b>	<b>43,328</b>	<b>27,285</b>	<b>53,853</b>	<b>35,986</b>	<b>51,808</b>
Annual Pre-tax Cash Flow - %	4.27%	5.10%	3.64%	7.18%	3.60%	5.18%
Year-1 Income Taxes Saved (Paid) - \$	(363)	(1,766)	(174)	(5,487)	550	(2,614)
Annual After-tax Cash Flow - \$	<b>35,948</b>	<b>41,562</b>	<b>27,111</b>	<b>48,365</b>	<b>36,537</b>	<b>49,195</b>
Annual After-tax Cash Flow - %	4.23%	4.89%	3.61%	6.45%	3.65%	4.92%
Year-1 Loan Pay Down - \$	35,504	35,504	33,585	33,585	41,261	41,261
Year-1 Loan Interest Expense - \$	64,184	64,184	60,715	60,715	74,592	74,592
(Pre-tax Cash Flow + Loan Pay down) - \$	<b>71,815</b>	<b>78,832</b>	<b>60,869</b>	<b>87,437</b>	<b>77,248</b>	<b>93,070</b>
(Pre-tax Cash Flow + Loan Pay down) - %	8.45%	9.27%	8.12%	11.66%	7.72%	9.31%
(After-tax Cash Flow + Loan Pay Down) - \$	<b>71,452</b>	<b>77,066</b>	<b>60,695</b>	<b>81,950</b>	<b>77,798</b>	<b>90,456</b>
(After-tax Cash Flow + Loan Pay Down) - %	8.41%	9.07%	8.09%	10.93%	7.78%	9.05%
Total Return (After Tax + Loan Pay Down + Appreciation) - \$	<b>152,452</b>	<b>158,066</b>	<b>135,695</b>	<b>156,950</b>	<b>172,298</b>	<b>184,956</b>
Total Return (After Tax + Loan Pay Down + Appreciation) - %	17.94%	18.60%	18.09%	20.93%	17.23%	18.50%
<b>CAP RATE @ Listing Price or Target Price/Valuation - %</b>	<b>5.04%</b>	<b>5.30%</b>	<b>4.86%</b>	<b>5.93%</b>	<b>4.82%</b>	<b>5.32%</b>

\* Adjusted to appraisal/underwriting guidelines

	EXAMPLE 1 (Apartments) Portland, Oregon		EXAMPLE 2 (Apartments) Wood Village, Oregon		EXAMPLE 3 (Apartments) Milwaukie, Oregon	
	4/15/2021	4/15/2021	4/15/2021	4/15/2021	4/15/2021	4/15/2021
LOAN Origination Date - month/day/year	4/15/2021	4/15/2021	4/15/2021	4/15/2021	4/15/2021	4/15/2021
Original LOAN Amount - \$	1,850,000	1,850,000	1,750,000	1,750,000	2,150,000	2,150,000
Current LOAN Balance - \$	1,850,000	1,850,000	1,750,000	1,750,000	2,150,000	2,150,000
LOAN Amortization - Enter Years	30	30	30	30	30	30
Months Left on Loan - Enter Months	360	360	360	360	360	360
LOAN Term (fixed rate period) - Enter Years	5	5	5	5	5	5
LOAN Interest Rate - Enter % (x.xx)	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
Debt Service Coverage (DSC) Ratio:	1.36	1.43	1.29	1.57	1.31	1.45
Loan-to-Value (LTV) - %	68.5%	68.5%	70.0%	70.0%	68.3%	68.3%
<b>CASH REQUIRED or CURRENTLY INVESTED:</b>						
Down Payment or Invested Current Capital/Equity - \$	850,000	850,000	750,000	750,000	1,000,000	1,000,000
Estimated Closing Costs, 1031 Fees, Misc. - \$	3,000	3,000	3,000	3,000	3,000	3,000
Estimated Lender Processing & Appraisal Fees - \$	3,000	3,000	3,000	3,000	3,000	3,000
Estimated Origination and/or Mortgage Broker Fee - \$	15,000	15,000	15,000	15,000	15,000	15,000
<b>TOTAL CASH REQUIRED or CURRENTLY INVESTED - \$</b>	<b>\$871,000</b>	<b>\$871,000</b>	<b>\$771,000</b>	<b>\$771,000</b>	<b>\$1,021,000</b>	<b>\$1,021,000</b>
<b>OTHER INPUTS:</b>						
Annual Depreciation Expense (est.) - \$	70,000	70,000	60,000	60,000	80,000	80,000
Investor (est. "effective" tax rate) - %	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Projected Annual Appreciation - %	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
<b>EXPENSES:</b>						
	Current In-Place	Year-1 Projected	Current In-Place	Year-1 Projected	Current In-Place	Year-1 Projected
Real Estate Taxes - \$	18,193	18,193	15,316	15,316	22,538	22,538
Property Insurance - \$	2,500	2,500	4,500 <sup>3</sup>	4,500 <sup>3</sup>	4,500 <sup>5</sup>	4,500 <sup>5</sup>
Owner Paid Utilities - \$	32,000	32,000	25,000 <sup>3</sup>	25,000 <sup>3</sup>	24,500 <sup>5</sup>	24,500 <sup>5</sup>
Administrative, General & Misc. - \$	3,000	3,000	3,000 <sup>3</sup>	3,000 <sup>3</sup>	3,000 <sup>5</sup>	3,000 <sup>5</sup>
Repairs, Maintenance, Turnover & Cleaning - \$	15,000	15,000	15,000 <sup>3</sup>	15,000 <sup>3</sup>	18,000 <sup>5</sup>	18,000 <sup>5</sup>
Landscaping / Grounds Maintenance - \$	1,800	1,800	3,000 <sup>3</sup>	3,000 <sup>3</sup>	3,000 <sup>5</sup>	3,000 <sup>5</sup>
Management Fees - \$	16,000	16,000	18,000 <sup>3</sup>	18,000 <sup>3</sup>	20,000 <sup>5</sup>	20,000 <sup>5</sup>
Reserves, Capital & Replacement (budget amount) - \$	3,250	3,250	4,000	4,000	5,000	5,000
<b>TOTAL EXPENSES &amp; RESERVES - \$</b>	<b>\$91,743</b>	<b>\$91,743</b>	<b>\$87,816</b>	<b>\$87,816</b>	<b>\$100,538</b>	<b>\$100,538</b>
	<b>PROSPECTIVE ACQUISITION</b>		<b>PROSPECTIVE ACQUISITION</b>		<b>PROSPECTIVE ACQUISITION</b>	

**FOOTNOTES:**

- 1 Projected rents @ \$1,495 per unit (average).
- 2 Current "In-Place Rents" known as of Fall 2019 and "Year-1 Projected" based on estimated Market Rents as of 12/2020.
- 3 Estimated/Projected based on information from Fall 2019.
- 4 Current "In-Place Rents" known as of Fall 2020 and "Year-1 Projected" based on estimated Market Rents as of 2/2021.
- 5 Estimated/Projected based on 2019 actuals and 2020 Year-To-Date annualized (market-norm for like-kind properties).
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