

# AMENITY SUITES

## **Amenity Suites Project Plan**

Amenity Suites Denver CO One LLC

Denver, Colorado MSA

210 Units  
Multifamily / Mixed Use

Effective Date:  
February 23, 2023

*This is a preliminary analysis. By reading this report you are agreeing to the terms of the Material Disclosure and the Indemnification and Release contained herein.*

# AMENITY SUITES

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# AMENITY SUITES

The following Material Disclosure and the Indemnification and Release are in reference to this Amenity Suites Project Plan and all related research and discussions related to the proposed Amenity Suites development described in this report. Prospective investors should consult with tax and legal advisors before investing in the Company and should not rely on statements contained herein with respect to making an investment decision.

## MATERIAL DISCLOSURE

Statements and projections in this report and any related discussions concerning expectations regarding the project outlined herein are forward-looking. As such, these statements carry no guarantee of actual future events. A variety of unknown risks, uncertainties, and other factors are likely to cause actual results to differ materially from the projections contained herein.

This report contains financial estimates regarding the future. Those projections were developed based on a number of assumptions. These assumptions include, but are not limited to, the timing and success of the development efforts, rates and occupancy levels, market share, local economic and employment conditions, general industry conditions, and other matters. Although we believe that the assumptions that have been made are reasonable, they may be incomplete or incorrect, and unanticipated events and circumstances are likely to occur. Our assumptions involve elements of subjective judgment, and we provide no guarantees as to their validity.

The projections provided in this report were not prepared with a view to public disclosure and do not comply with the published guidelines of the SEC or any state securities commission or the guidelines established by the American Institute of Certified Public Accountants. This report is not to be interpreted as a solicitation for investment and provides no guarantees of returns to any present or future investors associated with the project outlined herein. The property valuations provided in this report were not completed by a certified appraiser and they were not developed to comply with the guidelines of the Appraisal Institute or any accounting standards. It should be assumed that future conditions and actual results of this project will vary significantly from the projections and the valuations, and the variations may be material and adverse.

Although we retain the right to make future revisions to this report, we are not obligated to make any further updates or changes. Therefore, it is not our responsibility to track future changes to project plans, market conditions, or any other factors related to the material contained in this report. The last date that any changes were made to this report are reflected in the Effective Date that is listed on the cover page.

Anyone considering an investment in this or any other Amenity Suites project should understand that none of the information contained in this report provides any guarantees of any future performance of any Amenity Suites project. Every investment includes risk, and investing in an Amenity Suite project means investing in real estate, which has many unknown and unpredictable factors that can lead to profit and loss. Potential investors in any Amenity Suites project should assume that a loss of investment is possible, and no investor should invest in an Amenity Suites project unless they can afford the loss of their entire investment.

# AMENITY SUITES

The decision of whether to invest in this project should not be based on the information contained in this report. Before investing in this or any other Amenity Suites project, an investor should consult with their accountant, financial advisors, and legal advisors. Any decision to invest should be made based on the investors own review and analysis of the project, with the aid of professional advisors.

## INDEMNIFICATION & RELEASE

By investing in an Amenity Suites project you agree to take full responsibility for your investment decision and any loss that may occur as the result of that investment. Investors understand that risk is involved in any investment and investing in an Amenity Suites project comes with the possibility of the partial or total loss of investment. Investor who invest in Amenity Suites projects do so at their own risk, and they agree to release, indemnify, defend and hold harmless those who have created this report and anyone who has provided any information about this or any other Amenity Suites project. Amenity Suites and its associates and affiliates, and any officers, directors, employees, and representatives provide no guarantees of the future performance of any Amenity Suites project and Investors in Amenity Suite projects take full responsibility for their own investment decision and hold harmless anyone other than themselves for any and all liabilities for losses, claims, injuries, and damages of whatever kind or nature as a result of investing in an Amenity Suites project.

# ***DATA & ASSUMPTIONS***

*SECTION 1*  
*APARTMENTS*

# AMENITY SUITES

## APARTMENTS: Target Demographics

The Amenity Suites brand is designed to attract the largest demographic among renters. Our choice of unit sizes, floorplans, and characteristics are based on renter demographic research. Below is information that defines the Amenity Suites target demographic. Amenity Suites takes a data driven approach to design, development, and operations, so we use data to guide and justify all of our decisions.

### Demographic - Age

According to a report by the Joint Center for Housing Studies at Harvard University, "Rentership rates decrease with age as housing needs change, with the steepest declines among the younger age groups." The study found that renter demographics have the following age characteristics:

- Among householders under age 25, approximately 85% are renters;
- Among householders between 25 and 34, approximately 61% are renters;
- Among householders between 35 and 44, approximately 42% are renters; and
- "the huge millennial generation are moving through their 20s and 30s, the ages when renting is most common."

Source: [www.jchs.harvard.edu/sites/default/files/reports/files/Harvard\\_JCHS\\_Americas\\_Rental\\_Housing\\_2022.pdf](http://www.jchs.harvard.edu/sites/default/files/reports/files/Harvard_JCHS_Americas_Rental_Housing_2022.pdf)

Target Age Demographic	18 - 34
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### Demographic - Occupancy

According to the same Harvard Study, renters are most likely to be single. The study found that renter demographics have the following occupancy characteristics:

- Two-thirds of renters are single persons, single-parent, and nonfamily households;
- A large share of all single-persons live in rental properties;
- 80 percent of married-couple households own their homes; and
- Married couples clearly prefer to buy (instead of rent).

Source: [www.jchs.harvard.edu/sites/default/files/reports/files/Harvard\\_JCHS\\_Americas\\_Rental\\_Housing\\_2022.pdf](http://www.jchs.harvard.edu/sites/default/files/reports/files/Harvard_JCHS_Americas_Rental_Housing_2022.pdf)

Target Occupancy Demographic	Single
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### Target Demographic - Lifestyle

According to various sources, pet ownership is on the rise. That trend is especially true among Millennials, which are a key target demographic for Amenity Suites.

- According to Statista.com, Gen Z (age 18-26) and Millennials (age 26-41) represented the biggest share of pet owners in the United States.

Source: [www.statista.com/statistics/1130651/pet-ownership-by-generation-us/](http://www.statista.com/statistics/1130651/pet-ownership-by-generation-us/)

- A survey by Consumer Affairs found that, "Millennials prefer pets to children."

Source: [www.consumeraffairs.com/pets/pets-are-family.html](http://www.consumeraffairs.com/pets/pets-are-family.html)

Target Lifestyle Demographic	Pet Owner
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# AMENITY SUITES

## APARTMENTS: Target Room Size & Layout

The following shows how we determined the size and dimensions of our apartments. Our units fit the needs of the largest apartment demographic: single individuals. Our unit sizes are based on long-term trends in decreasing unit sizes. The room dimensions in our units were designed to conform with typical consumer expectations of living areas.

### OVERALL SIZE

According to CNBC, “While all types of floor plans are shrinking, new studio apartments are minimizing most at an average of just 514 square feet”. Based on its research, RentCafe found that studios are now being built at around 500 square feet (SF), with 1-bedroom units averaging around 750 SF. Amenity Suites unites are a hybrid Studio / 1-Bedroom, and combining the average size of studios and 1-bedrooms results in an average of 625 SF.

Source: [cnbc.com/2018/11/27/renters-pay-more-for-less-space-as-apartments-shrink.html](http://cnbc.com/2018/11/27/renters-pay-more-for-less-space-as-apartments-shrink.html)

Source: [rentcafe.com/blog/rental-market/real-estate-news/us-average-apartment-size-trends-downward](http://rentcafe.com/blog/rental-market/real-estate-news/us-average-apartment-size-trends-downward)

	Target	Actual
<b>Apartment Size (sq.ft.)</b>	<b>625</b>	<b>630</b>

### BEDROOM

“An average bedroom has a bed, a wardrobe, a dressing table or a study desk, and two or a single bedside table... For a room to accommodate a whole wall wardrobe and a desk or a dressing table, a space that is 11 ft. 6 inches by 10 ft. 6 inches would be perfect.”

[designingidea.com/bedroom-size](http://designingidea.com/bedroom-size)

	Target	Actual
<b>Bedroom Dimensions</b>	<b>12 x 11</b>	<b>15 x 11</b>
<b>Bedroom Size (sq.ft.)</b>	<b>123</b>	<b>165</b>

### LIVING ROOM

According to research by Designing Idea, “Medium living rooms have dimensions of 18 feet by 12 feet”, which is 216 square feet.

[designingidea.com/living-room-dimensions/#Average\\_Living\\_Room\\_Size\\_in\\_The\\_US](http://designingidea.com/living-room-dimensions/#Average_Living_Room_Size_in_The_US)

	Target	Actual
<b>Living Room Dimensions</b>	<b>18 x 12</b>	<b>16 x 15</b>
<b>Living Room Size (sq.ft.)</b>	<b>216</b>	<b>240</b>

### KITCHEN

According to research by Designing Idea, “Mid-sized or medium-sized kitchens are the closest to the size of the standard kitchen. A kitchen this size could reach 100 square feet...”

[designingidea.com/kitchen-layout-dimensions](http://designingidea.com/kitchen-layout-dimensions)

	Target	Actual
<b>Kitchen Dimensions</b>	<b>15 x 7</b>	<b>15 x 10</b>
<b>Kitchen Size (sq.ft.)</b>	<b>105</b>	<b>150</b>



# AMENITY SUITES

## APARTMENTS: Target Room Size & Layout

### BATHROOM

According to research by Designing Idea, "Bathrooms with complete plumbing fixtures average from 41 to 110 square feet." The average of that range is 75.5 square feet.

[designingidea.com/bathroom-sizes/#Average\\_Bathroom\\_Size](http://designingidea.com/bathroom-sizes/#Average_Bathroom_Size)

	Target	Actual
<b>Bathroom Size (sq.ft.)</b>	<b>75</b>	<b>75</b>

### WATER HEATER

"1-2 people need a 30-gallon water heater". We chose a 40-gallon water heater to insure that tenants have plenty of hot water. 40-gallon heaters also tend to be more readily available, with little difference in cost between 30 and 40-gallon water heaters.

[plumbingsource.net/what-size-hot-water-heater-do-you-need](http://plumbingsource.net/what-size-hot-water-heater-do-you-need)

	Target	Actual
<b>Water Heater Size</b>	<b>30 gal</b>	<b>40 gal</b>

### PTAC Unit

We use PTAC units instead of furnaces and condensers, because it eliminates the cost of ductwork and condenser lines. PTAC systems are also less expensive. We chose to put 2 PTAC units in every apartment for redundancy - a unit always has backup heating and air, even if one unit is being serviced. We also chose to oversize the units, so that there is plenty of heating and air available even during the hottest and coldest times of the year.

According to PTACinc.com, it is recommended to use a "5,000 BTU PTAC for a room between 100-150 square feet. For each 50 square foot increment, add 1,000 BTUs." Our units are approximately 650 SF, so that is a minimum requirement of 15,000 BTUs.

[ptacinc.com/academy/choosing-the-right-ptac-unit-for-your-room-size](http://ptacinc.com/academy/choosing-the-right-ptac-unit-for-your-room-size)

	Target	Actual
<b># of PTAC Units</b>	<b>1</b>	<b>2</b>
<b>Total PTAC Capacity</b>	<b>15000</b>	<b>24000</b>

2 PTAC units with a capacity of 12000 BTUs each

### IN-UNIT WASHER & DRYER

According to a Business Journal article, renters are "demanding" in-unit washers and dryers, but that amenity "is the hardest to find". Of the relatively small number of apartment complexes that offer in-unit washer and dryers, a number of those complexes charge an additional rental fee for the machines. All Amenity Suites apartments come standard with an in-unit washer and dryer - there are no additional costs or fees for the tenant.

[bizjournals.com/Denver/news/2018/06/28/denver-renters-are-demanding-and-want-in-unit.html](http://bizjournals.com/Denver/news/2018/06/28/denver-renters-are-demanding-and-want-in-unit.html)

# AMENITY SUITES

## APARTMENTS: Target Apartment Rate

Amenity Suites is focused on minimizing project risk, by keeping upfront costs low to minimize long-term debt service. When calculating rent rates we look at both the average rent per unit and the average square foot rent. The average rent per unit is based on the rents of Studio and 1-Bedroom units. Since Amenity Suites' apartments are hybrids of Studio and 1-Bedroom designs, taking the average provides a comparable rate. The per square foot rate is also used, because Amenity Suites has both Micro and Standard units, which vary in size.

### Comparable Rent Rates

Property	Type	SF	Rent	\$/SF
Arbour Square	Studio	599	\$1,611	\$2.69
Arbour Commons	Studio	635	\$1,500	\$2.36
PARK40	1-bed	660	\$1,627	\$2.47
Curate	1-bed	693	\$1,787	\$2.58
Enclave Vista Ridge	1-bed	692	\$1,725	\$2.49
Average Comparable Rent Rate			\$1,650.00	\$2.52

Source: [apartments.com/apartments/wichita-ks/max-1-bedrooms](https://apartments.com/apartments/wichita-ks/max-1-bedrooms)

### Target Rent Rate Calculations - Micro Units

Average Comparable Rent Rate (PSF)	\$2.52
Micro Unit Apartment Unit Size	450
Micro Unit - based on \$/PSF	\$1,132
Average Comparable Rent Rate	\$1,650
Micro Unit - Average (Rent & \$/PSF)	\$1,391
<b>Micro Units Rent Rate Used in Calculations</b>	<b>\$1,100</b>

### Target Rent Rate Calculations - Standard Units

Average Comparable Rent Rate (PSF)	\$2.52
Standard Unit Apartment Unit Size	740
Standard Unit - based on \$/PSF	\$1,862
Average Comparable Rent Rate	\$1,650
Standard Unit - Average (Rent & \$/PSF)	\$1,756
<b>Standard Units Rent Rate Used in Calculations</b>	<b>\$1,600</b>

# AMENITY SUITES

## APARTMENTS: Rent Rate Growth Analysis

The purpose of the following Rent Growth Rate analysis is to establish the rate at which rents typically change over time for markets similar to Denver. The data below was taken from U.S. Census data for various types of multifamily housing. The data sets that were used represented nationwide rental rates (U.S.), and rates broken down by region of the country (i.e., NorthEast, MidWest, South, West). Given the variation in rent rate changes in different areas, the rate used was the combined average of the U.S. and the Midwest.

The data on the left-hand side is the source data from the Census Bureau. The data on the right-hand side is the annual change in rent rates that has been calculated based on the source data. Below the tables is the 20-Year Average Annual Rent Growth Rate, which is the average of the U.S. rate and the MidW rate. This number (4%) is the rate that was used in the Financial Projections section to calculate the average annual increase in rent rates each year.

Year	U.S.	NE	MidW	South	West		Δ	U.S.	NE	MidW	South	West
2003	589	705	533	556	710							
2004	615	719	551	575	781		Δ 4.4%	2.0%	3.4%	3.4%	10.0%	
2005	605	730	534	560	775		Δ -1.6%	1.5%	-3.1%	-2.6%	-0.8%	
2006	633	770	566	597	777		Δ 4.6%	5.5%	6.0%	6.6%	0.3%	
2007	665	787	569	640	838		Δ 5.1%	2.2%	0.5%	7.2%	7.9%	
2008	696	808	579	676	848		Δ 4.7%	2.7%	1.8%	5.6%	1.2%	
2009	708	857	590	671	871		Δ 1.7%	6.1%	1.9%	-0.7%	2.7%	
2010	698	861	605	657	863		Δ -1.4%	0.5%	2.5%	-2.1%	-0.9%	
2011	694	879	591	655	845		Δ -0.6%	2.1%	-2.3%	-0.3%	-2.1%	
2012	717	886	602	666	870		Δ 3.3%	0.8%	1.9%	1.7%	3.0%	
2013	734	945	601	686	875		Δ 2.4%	6.7%	-0.2%	3.0%	0.6%	
2014	762	962	655	725	886		Δ 3.8%	1.8%	9.0%	5.7%	1.3%	
2015	813	963	721	783	959		Δ 6.7%	0.1%	10.1%	8.0%	8.2%	
2016	856	995	722	835	1081		Δ 5.3%	3.3%	0.1%	6.6%	12.7%	
2017	896	1134	721	885	1181		Δ 4.7%	14.0%	-0.1%	6.0%	9.3%	
2018	964	1209	758	927	1360		Δ 7.6%	6.6%	5.1%	4.7%	15.2%	
2019	1005	1215	762	957	1415		Δ 4.3%	0.5%	0.5%	3.2%	4.0%	
2020	1108	1477	889	1027	1592		Δ 10.2%	21.6%	16.7%	7.3%	12.5%	
2021	1216	1530	950	1064	1682		Δ 9.7%	3.6%	6.9%	3.6%	5.7%	
2022	1301	1355.7	1039	1238	1741.3		Δ 7.0%	-11.4%	9.4%	16.4%	3.5%	
							Δ	4.3%	3.7%	3.7%	4.4%	5.0%
<b>20-Year Average Annual Rent Growth Rate:</b>								<b>4.00%</b>				

Source: [www.census.gov/housing/hvs/data/histtab11.xlsx](http://www.census.gov/housing/hvs/data/histtab11.xlsx)

### Data Based Assumption Used in Calculations

Annual Growth Rate of Apartment Rents	<b>4.00%</b>
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# AMENITY SUITES

## APARTMENTS: Occupancy Rate Analysis

The purpose of the following Comparable Vacancy Rates analysis is to establish an estimated occupancy rate for this project. The data below is from the U.S. Census data for various types of multifamily housing. The numbers in the table are in terms of vacancy rates, because that is how the Census reports the numbers. However, the averages are converted to occupancy rates, because that is the rate used in the financial projections.

Of the 9 Census areas that were compiled and reviewed, 3 were seen as being most similar / comparable to this project. Based on that data, the Present Average Annual Occupancy Rate of 93.99%, is the number that is used during the first year of operations (before being adjusted for lease up). The 20-Year Average Annual Occupancy Rate 91.36%, is the target occupancy used to calculate the estimated change in occupancy over the next 20 years.

Year	U.S.	MSAs	Urban	Rural	nMSAs	NE	MidW	South	West
2003	9.8	9.6	10.0	9.3	10.6	6.6	10.8	12.5	7.7
2004	10.2	10.2	10.8	9.5	10.2	7.3	12.2	12.6	7.6
2005	9.9	9.7	10.0	9.4	10.5	6.5	12.6	11.8	7.3
2006	9.7	9.7	10.0	9.3	10.0	7.1	12.4	11.6	6.8
2007	9.8	9.8	10.0	9.6	9.3	7.1	11.5	12.3	6.7
2008	10.0	10.0	10.2	9.7	10.4	6.9	10.8	13.0	7.5
2009	10.6	10.7	11.1	10.2	10.4	7.2	10.7	13.7	9.0
2010	10.2	10.3	10.7	9.8	9.9	7.7	10.9	12.7	8.3
2011	9.5	9.5	9.9	9.0	9.5	7.4	10.2	12.0	7.0
2012	8.7	8.6	8.8	8.4	9.4	7.3	9.3	10.8	6.4
2013	8.3	8.1	8.4	7.7	10.2	7.1	9.1	10.0	6.3
2014	7.6	7.4	7.5	7.2	9.0	6.0	8.0	9.5	5.6
2015	7.1	6.8	7.2	6.4	8.9	5.5	7.6	8.9	5.1
2016	6.9	6.6	6.8	6.3	9.4	5.3	7.5	8.8	4.7
2017	7.2	7.1	7.4	6.7	8.5	5.5	7.9	9.0	5.3
2018	6.9	6.6	6.9	6.3	8.6	5.3	7.5	8.6	5.0
2019	6.8	6.6	6.9	6.1	8.3	5.2	7.1	8.8	4.7
2020	6.3	6.1	6.5	5.6	8.0	5.3	7.2	7.7	4.4
2021	6.1	6.0	6.6	5.3	7.2	5.3	7.0	7.1	4.5
2022	5.8	5.7	6.0	5.4	6.8	4.2	6.5	7.1	4.5
Ave	8.4	8.2	8.6	7.9	9.3	6.3	9.3	10.4	6.2
Present Average Annual Vacancy Rate									6.01%
<b>Present Average Annual Occupancy Rate</b>									<b>93.99%</b>
20-Year Average Annual Vacancy Rate									8.64%
<b>20-Year Average Annual Occupancy Rate</b>									<b>91.36%</b>

Source: [www.census.gov/housing/hvs/data/histtab1.xlsx](http://www.census.gov/housing/hvs/data/histtab1.xlsx)

### Data Based Assumption Used in Calculations

Starting Occupancy Rate	<b>93.99%</b>
Long-Term Occupancy Rate	<b>91.36%</b>

*SECTION 2*  
*HOTEL ROOMS*

# AMENITY SUITES

## HOTEL ROOMS: Target Hotel Rate

The hotel units at Amenity Suites provide apartment residents with a spare room for family and friends to rent when they visit town. We also have hotel units to increase property revenue. Hotel units are designed primarily as executive stay rentals that appeal to local companies needing a place for out-of-town customers and employees.

As a corporate housing product, the hotel units at Amenity Suites have a competitive advantage over other apartment or hotels that try to attract corporate clients. We offer lower rates, because our cost per unit to develop and manage is lower than comparable hotels. We also offer better corporate amenities.

In addition to a high quality and affordable hotel rooms, Amenity Suites offers corporate clients free access to the 24-hour fitness facility and free access to the 24-hour coworking space. The fitness facility is 5000 square feet, so it is much nicer than the small fitness rooms at hotels. The coworking facility is 5000 square feet, and it offers corporate customers a place to work and host meetings.

### Comparable Hotels

Hotel	Rate
Holiday Inn Express Denver Ne - Brighton	\$129
Candlewood Suites Denver NE - Brighton	\$121
Best Western Brighton Inn	\$118
Fairfield Inn and Suites Denver NE Brighton	\$125
Quality Inn	\$112
<b>Average Comparable Hotel Rate</b>	<b>\$121</b>

Source: [www.hotels.com](http://www.hotels.com)

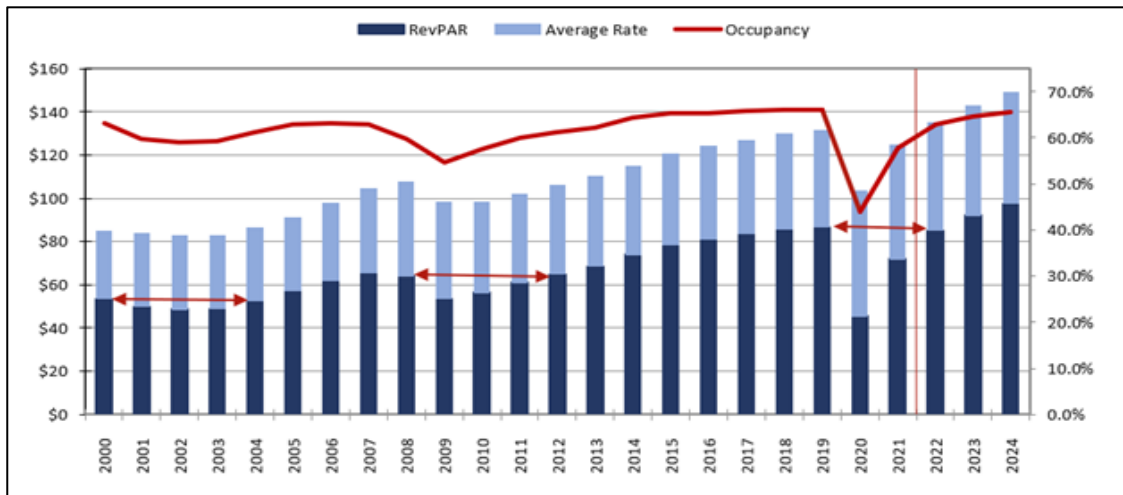
### Data Based Assumption Used in Calculations

<b>Hotel Rate Used in Calculations</b>	<b>\$99</b>
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# AMENITY SUITES

## HOTEL ROOMS: Room Rate Growth Analysis

The chart below shows data from STR and HVS that was compiled by Boston University. STR and HVS are leading hotel industry researchers, whose data is relied upon by most major hotel companies. The data shows that the average room rate for hotels has risen from around \$80 to \$150 over the last 20 years. That represents a 20-year growth rate of 87.5%, which averages to an annual growth rate of 4.38%



Source: Boston University using data from STR – Historical (Through 2021), HVS – Projected (2022-24)

Source: [www.bu.edu/bhr/2022/03/29/revpar-may-be-back-this-year-but-the-industry-looks-much-different-than-it-used-t](http://www.bu.edu/bhr/2022/03/29/revpar-may-be-back-this-year-but-the-industry-looks-much-different-than-it-used-t)

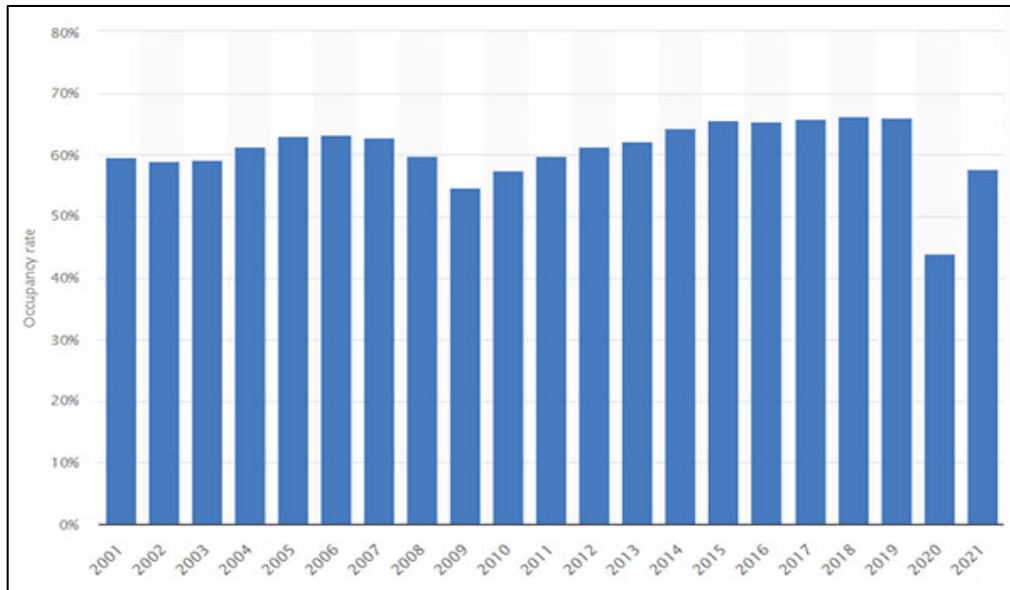
### Data Based Assumption Used in Calculations

Annual Growth Rate of Hotel Rents	4.38%
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# AMENITY SUITES

## HOTEL ROOMS: Occupancy Rate Analysis

The following is based on data from Statista.com. The chart and the table below show the average occupancy rates for hotels in the United States over two decades. Ignoring the downturn due to COVID in 2020 and 2021, the average occupancy rate over a 20-year period is 62%.



Source: [www.statista.com/statistics/200161/us-annual-accomodation-and-lodging-occupancy-rate](http://www.statista.com/statistics/200161/us-annual-accomodation-and-lodging-occupancy-rate)

2001	59.7%	2008	59.8%	2015	65.6%
2002	59.0%	2009	54.6%	2016	65.5%
2003	59.2%	2010	57.5%	2017	65.9%
2004	61.3%	2011	59.9%	2018	66.2%
2005	63.0%	2012	61.3%	2019	66.1%
2006	63.2%	2013	62.3%	2020	44.0%
2007	62.9%	2014	64.4%	2021	57.6%
Long-term Average Hotel Occupancy:					62.0%

### Data Based Assumption Used in Calculations

Long-Term Hotel Occupancy Rate	61.97%
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*SECTION 3*  
*AMENITIES*

# AMENITY SUITES

## AMENITIES: Target Amenities

The Amenity Suites brand is designed to provide a living experience that fits the expectations and needs of our target demographic. Given our data driven approach to decision making, a lot of data was analyzed during the process of choosing the amenity mix for our apartments. Below is a sampling of the information that led to those choices.

### Fitness Center

According to a survey by rentcafe.com, fitness amenities are important to renters. According to the study:

- 47% of respondents said they were interested in renting in a community with a gym or fitness center;
- for 28% of these renters, the lack of a gym is a real deal-breaker; and
- 90% of new apartment communities have fitness amenities.

Source: [rentcafe.com/blog/apartmentliving/lifestyle/apartment-buildings-with-gyms-fitness-amenities/](http://rentcafe.com/blog/apartmentliving/lifestyle/apartment-buildings-with-gyms-fitness-amenities/)

Target Amenity	Gym
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### Co-Working Center

According to Forbes magazine, "Millennials Are Flocking To Shared Office Spaces."

According to the article:

- "One of the biggest drivers of (the co-working) trend is the emergence of millennials in the professional world";
- co-working office spaces "thrive" with the millennial population; and
- shared office spaces are quickly becoming the dominant choice in work.

Source: [www.forbes.com/sites/larryalton/2017/05/09/why-more-millennials-are-flocking-to-shared-office-spaces](http://www.forbes.com/sites/larryalton/2017/05/09/why-more-millennials-are-flocking-to-shared-office-spaces)

Target Amenity	Co-Working
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### Pet Care Center

According to research by Apartments.com, "Pet owners are having a big impact on the apartment rental market." According to the research:

- 68% of households have pets and 71% of those are dogs;
- 74% of renters looking for "pet friendly" apartments are looking for dog friendly; and
- a dog park and pet washing station are the most popular pet-friendly amenities.

Source: [www.apartments.com/grow/learning-center/fetching-edge-pet-friendly-apartment-amenities](http://www.apartments.com/grow/learning-center/fetching-edge-pet-friendly-apartment-amenities)

Target Amenity	Pet Center
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# AMENITY SUITES

## AMENITIES: Fitness Center

The fitness center is designed to provide a competitive advantage over other apartments. Research shows that fitness amenities are popular, with 90% of new apartments including fitness amenity. To gain a competitive advantage, Amenity Suites will offer a full sized, state of the art, fitness center, which is designed to compete with the most popular national gym.

Amenity Suites is unique, because our amenities are offered separate from a tenant's base rent. That keeps rents low and allows tenants to only pay for the amenities that they use. In the case of the fitness center, we will also sell membership to the public, so the amenity becomes a profit center that increases revenue.

When making design, pricing, and membership decisions, we build the fitness center to compete with Anytime Fitness. "With more than 4,000 franchise locations on all seven continents – more than half outside the U.S. in more than 30 countries – Anytime Fitness is the #1 fitness franchise in the world."

Source: [www.anytimefitness.com/ranked-a-top-global-franchise](http://www.anytimefitness.com/ranked-a-top-global-franchise)

### Fitness Center Size

An Anytime Fitness gym is "typically 5,000 sq. ft.".

Source: [www.anytimefitness.com/wp-content/uploads/2016/06/Top-Global-Franchise-2016.pdf](http://www.anytimefitness.com/wp-content/uploads/2016/06/Top-Global-Franchise-2016.pdf)

	Anytime Fitness	Amenity Suites
<b>Fitness Center Size</b>	<b>5,000</b>	<b>5,000</b>

### Fitness Center Pricing

At Anytime Fitness, "the average cost of monthly membership is \$41".

Source: [www.anytimefitness.com/faqs](http://www.anytimefitness.com/faqs)

	Anytime Fitness	Amenity Suites
<b>Monthly Dues</b>	<b>41</b>	<b>\$25</b>

### Fitness Center Terms

Anytime Fitness typically offers "6, 12 and 18-month options" for memberships.

Source: [www.anytimefitness.com/faqs](http://www.anytimefitness.com/faqs)

	Anytime Fitness	Amenity Suites
<b>Membership Terms</b>	<b>6 months</b>	<b>monthly</b>

### Target Membership

The typical Anytime Fitness has an "average of 825 members per gym".

Source: [www.anytimefitness.com/faqs](http://www.anytimefitness.com/faqs)

	Anytime Fitness	Amenity Suites
<b>Target Memberships (year 1)</b>	<b>825</b>	<b>100</b>
<b>Target Memberships (year 2)</b>		<b>200</b>
<b>Target Memberships (year 3)</b>		<b>300</b>
<b>Target Memberships (year 4)</b>		<b>400</b>

# AMENITY SUITES

## AMENITIES: Coworking Center

The coworking center is designed to provide a competitive advantage over other apartments, by providing one of the amenities identified in our "target amenities" research. Research shows co-working spaces are thriving as young professionals look for more flexible work environments. To gain a competitive advantage over other apartments and hotels, Amenity Suites will offer a full sized, state of the art co-working center.

Our coworking center will be designed to compete with other coworking offices, by providing competitive pricing and extra amenities. Our coworking facility will come with unique amenities like access to the self-serve cafe and a free membership to the fitness center. We will also price our memberships to be highly competitive, given the average membership rates of typical coworking offices.

### Coworking Center Size

For coworking centers, "the global average square footage is approximately 7,244 sq. ft."

Source: [coworker.com/mag/new-report-compares-average-sizing-of-coworking-spaces-globally](http://coworker.com/mag/new-report-compares-average-sizing-of-coworking-spaces-globally)

	National Average	Amenity Suites
<b>Coworking Center Size</b>	<b>7,244</b>	<b>7,000</b>

### Coworking Center Pricing

According to the US Chamber of Commerce, for coworking memberships the "average costs are around \$300-\$400" per month.

Source: [uschamber.com/co/run/finance/coworking-spaces-benefits-and-cost](http://uschamber.com/co/run/finance/coworking-spaces-benefits-and-cost)

	National Average	Amenity Suites
<b>Coworking Memberships</b>	<b>\$300 - \$400</b>	<b>\$149</b>

### Fitness Center Terms

Most coworking businesses offer memberships on a monthly basis.

Source: multiple sources

	National Average	Amenity Suites
<b>Membership Terms</b>	<b>monthly</b>	<b>monthly</b>

### Target Memberships

In 2019, coworking spaces (worldwide) averaged around 190, and that number has been growing significantly every year for a decade.

Source: [www.statista.com/statistics/554447/number-of-members-per-coworking-space](http://www.statista.com/statistics/554447/number-of-members-per-coworking-space)

	National Average	Amenity Suites
<b>Target Memberships (year 1)</b>	<b>190</b>	<b>25</b>
<b>Target Memberships (year 2)</b>		<b>50</b>
<b>Target Memberships (year 3)</b>		<b>75</b>
<b>Target Memberships (year 4)</b>		<b>100</b>

# AMENITY SUITES

## AMENITIES: Pets & Pet Care Center

All Amenity Suites properties are pet friendly, which is inline with the desires of today's renter and our target demographic. According to research by apartments.com, the #1 top amenity that tenants are searching for are flexible pet policies with amenities like on-site dog parks and doggy bag stations. Amenity Suites offers those amenities, and our pet care center also offers pet washing stations and a grooming center.

### Pet Deposit

"Pet deposits and fees vary, but typically range from \$200 to \$500."

Source: [www.zillow.com/rental-manager/resources/pet-rent-and-pet-fees](http://www.zillow.com/rental-manager/resources/pet-rent-and-pet-fees)

	National Average	Amenity Suites
<b>Pet Rent</b>	<b>\$200 - \$500</b>	<b>\$0</b>

### Pet Rent

Landlords can typically "charge a monthly rate of \$25 to \$100 for pet rent".

Source: [www.zillow.com/rental-manager/resources/pet-rent-and-pet-fees](http://www.zillow.com/rental-manager/resources/pet-rent-and-pet-fees)

According to the American Humane society, "72% of renters have pets".

Source: [www.humanesociety.org/resources/increasing-housing-options-renters-pets](http://www.humanesociety.org/resources/increasing-housing-options-renters-pets)

	National Average	Amenity Suites
<b>Pet Rent</b>	<b>\$25 - \$100</b>	<b>\$50</b>
<b>Renters with Pets</b>	<b>72%</b>	<b>72%</b>

### Pet Care Center

Like all amenities at an Amenity Suites property, the Pet Care Center is available for a monthly membership. The membership includes access to the pet park, a pet friendly grilling area, and the pet washing facility. Memberships are available on a monthly basis through the Amenity Mobile app. The primary pet owner who is expected to join the Pet Care Center are dog owners.

According to the American Veterinary Medical Association, 38% of households own dogs.

Source: [www.avma.org/resources-tools/reports-statistics/us-pet-ownership-statistics](http://www.avma.org/resources-tools/reports-statistics/us-pet-ownership-statistics)

	National Average	Amenity Suites
<b>Monthly Membership</b>	<b>N/A</b>	<b>\$20</b>
<b>Renters with Memberships</b>	<b>N/A</b>	<b>38%</b>

# AMENITY SUITES

## AMENITIES: Service Amenities

The two primary service amenities that will be provided at Amenity Suites properties are apartment cleaning and pet walking services. Both services will be provided by the management staff, and the entire staff is cross-trained in apartment management, hotel management, maintenance, managing the amenity facilities, and providing amenity services. The service amenities that have been chosen are based on experimenting with various services at the proof of concept project.

### Apartment Cleaning

"The cost to clean a one-bed, one-bath apartment runs between \$60 and \$110."

Source: [www.homeadvisor.com/cost/cleaning-services/apartment](http://www.homeadvisor.com/cost/cleaning-services/apartment)

	National Average	Amenity Suites
Price per Cleaning	\$60 - \$100	\$50

### Dog Walking

Nationally, the average rate for dog walking ranges from \$11.75 to \$17.25 per hour.

Source: [www.care.com/c/how-much-does-a-dog-walker-cost](http://www.care.com/c/how-much-does-a-dog-walker-cost)

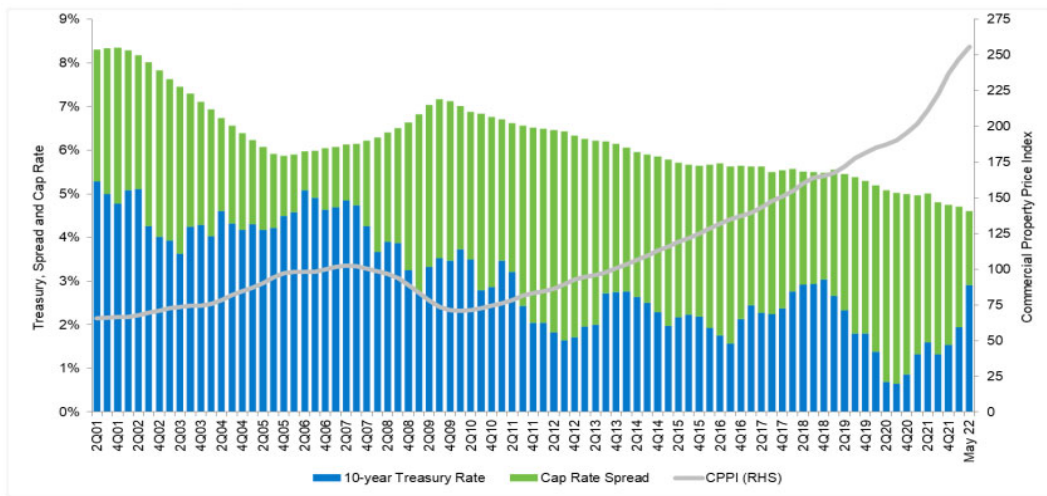
	National Average	Amenity Suites
Dog Walking Service	\$11 - \$17	\$10

*SECTION 4*  
*ECONOMIC RATES*

# AMENITY SUITES

## ECONOMIC RATES: Cap Rate Analysis

Below is a chart that shows the range of cap rates (shown in green) for multifamily housing over the last 20 years. The data comes from the "Freddie Mac 2022 Multifamily Midyear Outlook". Freddie Mac, also known as the Federal Home Loan Mortgage Corporation, is a government sponsored organization that buys mortgages, pools them, and sells them as mortgage-backed securities (MBS) to private investors. The purpose of this Cap Rate Analysis is to determine a present and long-term Cap Rate for this project.



Source: [mf.freddie.com/docs/2022-multifamily-midyear-outlook.pdf](https://mf.freddie.com/docs/2022-multifamily-midyear-outlook.pdf)

According to the report, recent cap rates have "averaged 4.6%". Cap rates typically have a 1% range of variation across different markets. Given the placement of this project in a secondary market, the Freddie Mac rate was discounted by 1% (to 5.6%), before being applied as the cap rate in this report. To keep the estimates in this report conservative, in the 25-Year Cash Flow Analysis, the cap rate starts at 5.6% but rises to 8.25% over the next 20 years. That reflects the range of cap rates seen over the last 20 years.

National Multifamily Cap Rate	<b>4.60%</b>
Market Discount Rate	<b>1.00%</b>
Estimated Starting Cap Rate	<b>5.60%</b>
Long-term (10-year) Cap Rate	<b>8.25%</b>



# AMENITY SUITES

## ECONOMIC RATES: Inflation Rate Analysis

The table below is a detailed analysis of the monthly and annual rates of inflation over the last 20 years. The purpose of this Inflation Rate Analysis is to determine an average historical rate of inflation. Once established, this rate is used to estimate the rate at which the operating expenses will likely increase. To calculate that rate, the annual inflation rates (based on the monthly rates) were calculated, then the 20-year average (based on the annual rates) was calculated.

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Ann
2003	1.90%	1.70%	1.70%	1.50%	1.60%	1.50%	1.50%	1.30%	1.20%	1.30%	1.10%	1.10%	1.45%
2004	1.10%	1.20%	1.60%	1.80%	1.70%	1.90%	1.80%	1.70%	2.00%	2.00%	2.20%	2.20%	1.77%
2005	2.30%	2.40%	2.30%	2.20%	2.20%	2.00%	2.10%	2.10%	2.00%	2.10%	2.10%	2.20%	2.17%
2006	2.10%	2.10%	2.10%	2.30%	2.40%	2.60%	2.70%	2.80%	2.90%	2.70%	2.60%	2.60%	2.49%
2007	2.70%	2.70%	2.50%	2.30%	2.20%	2.20%	2.20%	2.10%	2.10%	2.20%	2.30%	2.40%	2.33%
2008	2.50%	2.30%	2.40%	2.30%	2.30%	2.40%	2.50%	2.50%	2.50%	2.20%	2.00%	1.80%	2.31%
2009	1.70%	1.80%	1.80%	1.90%	1.80%	1.70%	1.50%	1.40%	1.50%	1.70%	1.70%	1.80%	1.69%
2010	1.60%	1.30%	1.10%	0.90%	0.90%	0.90%	0.90%	0.90%	0.80%	0.60%	0.80%	0.80%	0.96%
2011	1.00%	1.10%	1.20%	1.30%	1.50%	1.60%	1.80%	2.00%	2.00%	2.10%	2.20%	2.20%	1.67%
2012	2.30%	2.20%	2.30%	2.30%	2.30%	2.20%	2.10%	1.90%	2.00%	2.00%	1.90%	1.90%	2.12%
2013	1.90%	2.00%	1.90%	1.70%	1.70%	1.60%	1.70%	1.80%	1.70%	1.70%	1.70%	1.70%	1.76%
2014	1.60%	1.60%	1.70%	1.80%	2.00%	1.90%	1.90%	1.70%	1.70%	1.80%	1.70%	1.60%	1.75%
2015	1.60%	1.70%	1.80%	1.80%	1.70%	1.80%	1.80%	1.80%	1.90%	1.90%	2.00%	2.10%	1.83%
2016	2.20%	2.30%	2.20%	2.10%	2.20%	2.20%	2.20%	2.30%	2.20%	2.10%	2.10%	2.20%	2.19%
2017	2.30%	2.20%	2.00%	1.90%	1.70%	1.70%	1.70%	1.70%	1.70%	1.80%	1.70%	1.80%	1.85%
2018	1.80%	1.80%	2.10%	2.10%	2.20%	2.30%	2.40%	2.20%	2.20%	2.10%	2.20%	2.20%	2.13%
2019	2.20%	2.10%	2.00%	2.10%	2.00%	2.10%	2.20%	2.40%	2.40%	2.30%	2.30%	2.30%	2.20%
2020	2.30%	2.40%	2.10%	1.40%	1.20%	1.20%	1.60%	1.70%	1.70%	1.60%	1.60%	1.60%	1.70%
2021	1.40%	1.30%	1.60%	3.00%	3.80%	4.50%	4.30%	4.00%	4.00%	4.60%	4.90%	5.50%	3.58%
2022	6.00%	6.40%	6.50%	6.20%	6.00%	5.90%	5.90%	6.30%	6.60%	6.30%	6.00%	5.70%	6.15%
<b>20-Year Average Inflation Rate</b>													<b>2.20%</b>

Source: [data.bls.gov/timeseries/CUUR0000SA0L1E?output\\_view=pct\\_12mths](https://data.bls.gov/timeseries/CUUR0000SA0L1E?output_view=pct_12mths)

***ESTIMATES &  
PROJECTIONS***

*SECTION 5*  
*CONSTRUCTION*

# AMENITY SUITES

## CONSTRUCTION: Project Budget

Below is the Project Budget. The Income section outlines the sources of funding for the project development. The Expenses section outlines the expenses and lists (out to the right-hand side) the timing of those expenses in terms of the month(s) during which they are likely to occur. The "timing" of the income and expenses during the construction period is shown in more detail in the Project Income and Cost Schedule, which begins on the next page.

<u>Item</u>	<u>Amount</u>
<b>Income</b>	
Cash from Investors	\$15,927,045
Construction Loan	\$23,890,567
<b>Total Funding</b>	<b>\$39,817,611</b>
<b>Expense</b>	
Land - Purchase Price	\$1,568,160
Land - Closing Costs	\$0
Bank Loan Origination Fee	\$119,453
Construction Costs	\$33,299,279
GC - General Conditions	\$312,000
GC - Insurance	\$30,000
GC - Bonding	\$249,745
GC - Contractor Fee (3.5%)	\$1,165,475
Design Services (3%)	\$998,978
Development Services (3%)	\$998,978
Structural Engineering	\$70,000
MEP Engineering	\$80,000
Civil Engineering	\$80,000
Geotechnical / Survey / Environ.	\$15,000
Accounting Services	\$5,000
Legal Services	\$5,000
Appraisal	\$5,000
Furniture, Fixtures, and Equipment	\$774,784
Taxes & Specials	\$20,759
Additional Insurance	\$0
Lease-Up Marketing Budget	\$20,000
<b>Total Costs</b>	<b>\$39,817,611</b>
<b>Surplus / (Shortage)</b>	<b>\$0</b>

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

The following pages provide the Project Income and Cost (PIC) Schedule. Based on the project budget, the PIC Schedule shows the anticipated flow of money during the construction period. For this project the construction period is estimated to last approximately 12 months.

<u>Month 0</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Nov-1	Investor Cash	1,692,613
Nov-1	Bank Financing	-
		Subtotal: \$ 1,692,613
Uses:		
Nov-1	Land - Purchase Price	1,568,160
Nov-1	Land - Closing Costs	-
Nov-1	Bank Loan Origination Fee	119,453
Nov-1	Construction Costs	-
Nov-1	GC - General Conditions	-
Nov-1	GC - Insurance	-
Nov-1	GC - Bonding	-
Nov-1	GC - Contractor Fee (3.5%)	-
Nov-1	Design Services (3%)	-
Nov-1	Development Services (3%)	-
Nov-1	Structural Engineering	-
Nov-1	MEP Engineering	-
Nov-1	Civil Engineering	-
Nov-1	Geotechnical / Survey / Environ.	-
Nov-1	Accounting Services	-
Nov-1	Legal Services	-
Nov-1	Appraisal	5,000
Nov-1	Furniture, Fixtures, and Equipment	-
Nov-1	Taxes & Specials	-
Nov-1	Additional Insurance	-
Nov-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 1,692,613
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 1</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Dec-1	Investor Cash	3,921,197
Dec-1	Bank Financing	-
		Subtotal: \$3,921,197
Uses:		
Dec-1	Land - Purchase Price	-
Dec-1	Land - Closing Costs	-
Dec-1	Bank Loan Origination Fee	-
Dec-1	Construction Costs	1,664,964
Dec-1	GC - General Conditions	26,000
Dec-1	GC - Insurance	30,000
Dec-1	GC - Bonding	249,745
Dec-1	GC - Contractor Fee (3.5%)	97,123
Dec-1	Design Services (3%)	799,183
Dec-1	Development Services (3%)	799,183
Dec-1	Structural Engineering	70,000
Dec-1	MEP Engineering	80,000
Dec-1	Civil Engineering	80,000
Dec-1	Geotechnical / Survey / Environ.	15,000
Dec-1	Accounting Services	5,000
Dec-1	Legal Services	5,000
Dec-1	Appraisal	-
Dec-1	Furniture, Fixtures, and Equipment	-
Dec-1	Taxes & Specials	-
Dec-1	Additional Insurance	-
Dec-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 3,921,197
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 2</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Jan-1	Investor Cash	2,157,406
Jan-1	Bank Financing	-
		Subtotal: \$2,157,406
Uses:		
Jan-1	Land - Purchase Price	-
Jan-1	Land - Closing Costs	-
Jan-1	Bank Loan Origination Fee	-
Jan-1	Construction Costs	1,997,957
Jan-1	GC - General Conditions	26,000
Jan-1	GC - Insurance	-
Jan-1	GC - Bonding	-
Jan-1	GC - Contractor Fee (3.5%)	97,123
Jan-1	Design Services (3%)	\$18,163
Jan-1	Development Services (3%)	\$18,163
Jan-1	Structural Engineering	-
Jan-1	MEP Engineering	-
Jan-1	Civil Engineering	-
Jan-1	Geotechnical / Survey / Environ.	-
Jan-1	Accounting Services	-
Jan-1	Legal Services	-
Jan-1	Appraisal	-
Jan-1	Furniture, Fixtures, and Equipment	-
Jan-1	Taxes & Specials	-
Jan-1	Additional Insurance	-
Jan-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 2,157,406
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 3</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Feb-1	Investor Cash	2,823,392
Feb-1	Bank Financing	-
		Subtotal: \$2,823,392
Uses:		
Feb-1	Land - Purchase Price	-
Feb-1	Land - Closing Costs	-
Feb-1	Bank Loan Origination Fee	-
Feb-1	Construction Costs	2,663,942
Feb-1	GC - General Conditions	26,000
Feb-1	GC - Insurance	-
Feb-1	GC - Bonding	-
Feb-1	GC - Contractor Fee (3.5%)	97,123
Feb-1	Design Services (3%)	\$18,163
Feb-1	Development Services (3%)	\$18,163
Feb-1	Structural Engineering	-
Feb-1	MEP Engineering	-
Feb-1	Civil Engineering	-
Feb-1	Geotechnical / Survey / Environ.	-
Feb-1	Accounting Services	-
Feb-1	Legal Services	-
Feb-1	Appraisal	-
Feb-1	Furniture, Fixtures, and Equipment	-
Feb-1	Taxes & Specials	-
Feb-1	Additional Insurance	-
Feb-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 2,823,392
Difference between sources and uses:		\$0



# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 4</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Mar-1	Investor Cash	3,489,377
Mar-1	Bank Financing	-
		Subtotal: \$3,489,377
Uses:		
Mar-1	Land - Purchase Price	-
Mar-1	Land - Closing Costs	-
Mar-1	Bank Loan Origination Fee	-
Mar-1	Construction Costs	3,329,928
Mar-1	GC - General Conditions	26,000
Mar-1	GC - Insurance	-
Mar-1	GC - Bonding	-
Mar-1	GC - Contractor Fee (3.5%)	97,123
Mar-1	Design Services (3%)	\$18,163
Mar-1	Development Services (3%)	\$18,163
Mar-1	Structural Engineering	-
Mar-1	MEP Engineering	-
Mar-1	Civil Engineering	-
Mar-1	Geotechnical / Survey / Environ.	-
Mar-1	Accounting Services	-
Mar-1	Legal Services	-
Mar-1	Appraisal	-
Mar-1	Furniture, Fixtures, and Equipment	-
Mar-1	Taxes & Specials	-
Mar-1	Additional Insurance	-
Mar-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 3,489,377
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 5</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Apr-1	Investor Cash	1,843,060
Apr-1	Bank Financing	1,979,310
		Subtotal: \$3,822,370
Uses:		
Apr-1	Land - Purchase Price	-
Apr-1	Land - Closing Costs	-
Apr-1	Bank Loan Origination Fee	-
Apr-1	Construction Costs	3,662,921
Apr-1	GC - General Conditions	26,000
Apr-1	GC - Insurance	-
Apr-1	GC - Bonding	-
Apr-1	GC - Contractor Fee (3.5%)	97,123
Apr-1	Design Services (3%)	\$18,163
Apr-1	Development Services (3%)	\$18,163
Apr-1	Structural Engineering	-
Apr-1	MEP Engineering	-
Apr-1	Civil Engineering	-
Apr-1	Geotechnical / Survey / Environ.	-
Apr-1	Accounting Services	-
Apr-1	Legal Services	-
Apr-1	Appraisal	-
Apr-1	Furniture, Fixtures, and Equipment	-
Apr-1	Taxes & Specials	-
Apr-1	Additional Insurance	-
Apr-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 3,822,370
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 6</u>	<u>Item</u>	<u>Amount</u>
Sources:		
May-1	Investor Cash	-
May-1	Bank Financing	4,509,115
		Subtotal: \$4,509,115
Uses:		
May-1	Land - Purchase Price	-
May-1	Land - Closing Costs	-
May-1	Bank Loan Origination Fee	-
May-1	Construction Costs	4,328,906
May-1	GC - General Conditions	26,000
May-1	GC - Insurance	-
May-1	GC - Bonding	-
May-1	GC - Contractor Fee (3.5%)	97,123
May-1	Design Services (3%)	\$18,163
May-1	Development Services (3%)	\$18,163
May-1	Structural Engineering	-
May-1	MEP Engineering	-
May-1	Civil Engineering	-
May-1	Geotechnical / Survey / Environ.	-
May-1	Accounting Services	-
May-1	Legal Services	-
May-1	Appraisal	-
May-1	Furniture, Fixtures, and Equipment	-
May-1	Taxes & Specials	20,759
May-1	Additional Insurance	-
May-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 4,509,115
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 7</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Jun-1	Investor Cash	-
Jun-1	Bank Financing	4,488,356
		Subtotal: \$4,488,356
Uses:		
Jun-1	Land - Purchase Price	-
Jun-1	Land - Closing Costs	-
Jun-1	Bank Loan Origination Fee	-
Jun-1	Construction Costs	4,328,906
Jun-1	GC - General Conditions	26,000
Jun-1	GC - Insurance	-
Jun-1	GC - Bonding	-
Jun-1	GC - Contractor Fee (3.5%)	97,123
Jun-1	Design Services (3%)	\$18,163
Jun-1	Development Services (3%)	\$18,163
Jun-1	Structural Engineering	-
Jun-1	MEP Engineering	-
Jun-1	Civil Engineering	-
Jun-1	Geotechnical / Survey / Environ.	-
Jun-1	Accounting Services	-
Jun-1	Legal Services	-
Jun-1	Appraisal	-
Jun-1	Furniture, Fixtures, and Equipment	-
Jun-1	Taxes & Specials	-
Jun-1	Additional Insurance	-
Jun-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 4,488,356
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 8</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Jul-1	Investor Cash	-
Jul-1	Bank Financing	3,822,370
		Subtotal: \$3,822,370
Uses:		
Jul-1	Land - Purchase Price	-
Jul-1	Land - Closing Costs	-
Jul-1	Bank Loan Origination Fee	-
Jul-1	Construction Costs	3,662,921
Jul-1	GC - General Conditions	26,000
Jul-1	GC - Insurance	-
Jul-1	GC - Bonding	-
Jul-1	GC - Contractor Fee (3.5%)	97,123
Jul-1	Design Services (3%)	\$18,163
Jul-1	Development Services (3%)	\$18,163
Jul-1	Structural Engineering	-
Jul-1	MEP Engineering	-
Jul-1	Civil Engineering	-
Jul-1	Geotechnical / Survey / Environ.	-
Jul-1	Accounting Services	-
Jul-1	Legal Services	-
Jul-1	Appraisal	-
Jul-1	Furniture, Fixtures, and Equipment	-
Jul-1	Taxes & Specials	-
Jul-1	Additional Insurance	-
Jul-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 3,822,370
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 9</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Aug-1	Investor Cash	-
Aug-1	Bank Financing	3,489,377
		Subtotal: \$3,489,377
Uses:		
Aug-1	Land - Purchase Price	-
Aug-1	Land - Closing Costs	-
Aug-1	Bank Loan Origination Fee	-
Aug-1	Construction Costs	3,329,928
Aug-1	GC - General Conditions	26,000
Aug-1	GC - Insurance	-
Aug-1	GC - Bonding	-
Aug-1	GC - Contractor Fee (3.5%)	97,123
Aug-1	Design Services (3%)	\$18,163
Aug-1	Development Services (3%)	\$18,163
Aug-1	Structural Engineering	-
Aug-1	MEP Engineering	-
Aug-1	Civil Engineering	-
Aug-1	Geotechnical / Survey / Environ.	-
Aug-1	Accounting Services	-
Aug-1	Legal Services	-
Aug-1	Appraisal	-
Aug-1	Furniture, Fixtures, and Equipment	-
Aug-1	Taxes & Specials	-
Aug-1	Additional Insurance	-
Aug-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 3,489,377
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 10</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Sep-1	Investor Cash	-
Sep-1	Bank Financing	2,490,399
		Subtotal: \$2,490,399
Uses:		
Sep-1	Land - Purchase Price	-
Sep-1	Land - Closing Costs	-
Sep-1	Bank Loan Origination Fee	-
Sep-1	Construction Costs	2,330,950
Sep-1	GC - General Conditions	26,000
Sep-1	GC - Insurance	-
Sep-1	GC - Bonding	-
Sep-1	GC - Contractor Fee (3.5%)	97,123
Sep-1	Design Services (3%)	\$18,163
Sep-1	Development Services (3%)	\$18,163
Sep-1	Structural Engineering	-
Sep-1	MEP Engineering	-
Sep-1	Civil Engineering	-
Sep-1	Geotechnical / Survey / Environ.	-
Sep-1	Accounting Services	-
Sep-1	Legal Services	-
Sep-1	Appraisal	-
Sep-1	Furniture, Fixtures, and Equipment	-
Sep-1	Taxes & Specials	-
Sep-1	Additional Insurance	-
Sep-1	Lease-Up Marketing Budget	-
		Subtotal: \$ 2,490,399
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 11</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Oct-1	Investor Cash	-
Oct-1	Bank Financing	2,609,197
		<hr/>
		Subtotal: \$2,609,197
Uses:		
Oct-1	Land - Purchase Price	-
Oct-1	Land - Closing Costs	-
Oct-1	Bank Loan Origination Fee	-
Oct-1	Construction Costs	1,664,964
Oct-1	GC - General Conditions	26,000
Oct-1	GC - Insurance	-
Oct-1	GC - Bonding	-
Oct-1	GC - Contractor Fee (3.5%)	97,123
Oct-1	Design Services (3%)	\$18,163
Oct-1	Development Services (3%)	\$18,163
Oct-1	Structural Engineering	-
Oct-1	MEP Engineering	-
Oct-1	Civil Engineering	-
Oct-1	Geotechnical / Survey / Environ.	-
Oct-1	Accounting Services	-
Oct-1	Legal Services	-
Oct-1	Appraisal	-
Oct-1	Furniture, Fixtures, and Equipment	774,784
Oct-1	Taxes & Specials	-
Oct-1	Additional Insurance	-
Oct-1	Lease-Up Marketing Budget	10,000
		<hr/>
		Subtotal: \$ 2,609,197
Difference between sources and uses:		\$0



# AMENITY SUITES

## CONSTRUCTION: Project Income & Cost Schedule

<u>Month 12</u>	<u>Item</u>	<u>Amount</u>
Sources:		
Nov-1	Investor Cash	-
Nov-1	Bank Financing	502,442
		<hr/>
		Subtotal: \$502,442
Uses:		
Nov-1	Land - Purchase Price	-
Nov-1	Land - Closing Costs	-
Nov-1	Bank Loan Origination Fee	-
Nov-1	Construction Costs	332,993
Nov-1	GC - General Conditions	26,000
Nov-1	GC - Insurance	-
Nov-1	GC - Bonding	-
Nov-1	GC - Contractor Fee (3.5%)	97,123
Nov-1	Design Services (3%)	\$18,163
Nov-1	Development Services (3%)	\$18,163
Nov-1	Structural Engineering	-
Nov-1	MEP Engineering	-
Nov-1	Civil Engineering	-
Nov-1	Geotechnical / Survey / Environ.	-
Nov-1	Accounting Services	-
Nov-1	Legal Services	-
Nov-1	Appraisal	-
Nov-1	Furniture, Fixtures, and Equipment	-
Nov-1	Taxes & Specials	-
Nov-1	Additional Insurance	-
Nov-1	Lease-Up Marketing Budget	10,000
		<hr/>
		Subtotal: \$ 502,442
Difference between sources and uses:		\$0

# AMENITY SUITES

## CONSTRUCTION: Financing Terms

The target terms for the bank financing will be dividing into two phases of financing. The first phase will be the construction loan, which will take the project through the 12-month construction and the first 6 months of lease-up. The project will then transition into long-term permanent financing. During construction, when there is no income, the project will seek to have no payments with the interest compounded. During lease up, when income is limited, the project will seek terms that provide for interest only payments. The table below calculates the compounded interest and increased loan balance during construction.

Month	Funding from Cash	Funding from Loan	Interest Carry	Loan Balance
Month 0	\$ 1,692,613	\$ -	\$ -	\$ -
Month 1	\$ 3,921,197	\$ -	\$ -	\$ -
Month 2	\$ 2,157,406	\$ -	\$ -	\$ -
Month 3	\$ 2,823,392	\$ -	\$ -	\$ -
Month 4	\$ 3,489,377	\$ -	\$ -	\$ -
Month 5	\$ -	\$ 1,979,310	\$ -	\$ 1,979,310
Month 6	\$ -	\$ 4,509,115	\$ 13,608	\$ 6,502,033
Month 7	\$ -	\$ 4,488,356	\$ 44,608	\$ 11,034,997
Month 8	\$ -	\$ 3,822,370	\$ 75,465	\$ 14,932,832
Month 9	\$ -	\$ 3,489,377	\$ 101,744	\$ 18,523,954
Month 10	\$ -	\$ 2,490,399	\$ 125,734	\$ 21,140,086
Month 11	\$ -	\$ 2,609,197	\$ 142,855	\$ 23,892,139
Month 12	\$ -	\$ 502,442	\$ 160,793	\$ 24,555,374
<b>Total Loan Draw / Final (mini perm) Loan Amount:</b>				<b>\$ 24,555,374</b>

# AMENITY SUITES

## CONSTRUCTION: Financing Terms

Below are the anticipated terms of the bank financing for the project. The terms are based on a construction loan at a rate of Prime + 0.5%. Upon the completion of construction, the loan will transition to permanent financing. Both loans will be with the same bank, and the terms for both loans will be finalized with the bank before construction begins.

The length of the construction loan will be 18 months and based on a 25-year amortization. The permanent financing will be for 23.5 years and based on a 23.5-year amortization. Those terms will allow the bank debt to be paid off in 25 years. The interest rate will be based on Prime + 0.50%.

The bank will be allowed to reevaluate the interest rate every 3 years, and the loan will include a Second Advance Feature. That feature will allow the project to secure additional future cash if needed. The Second Advance Feature will become available once the project exceeds a 1.20 debt service coverage ratio for the trailing 12 months. The loan will also include provisions that eliminate any prepayment penalty after the first 2 years.

Construction Loan	
Start date of loan	11/1/2023
Loan amount	\$23,890,567
Interest rate	8.25%
Term (yrs)	1.5
Term (months)	18
Amortization Period (years)	25
Interest Payment	\$164,248

Below are the anticipated loan terms for the cash investors.

Permanent Loan	
Start date of loan	5/1/2025
Loan amount	\$24,719,622
Interest rate	8.25%
Loan Period (years)	23.5
Loan Period (months)	282
Amortization Period (years)	23.5
Payment	\$198,732

*SECTION 6*  
*LEASE-UP & STABILIZATION*

# AMENITY SUITES

## LEASE-UP & STABILIZATION: Income Analysis

Below is the breakdown of monthly and annual income for the project. This page includes the income from the apartment and hotel units. The next page provides a breakdown of the income from amenities.

### APARTMENTS

#### Income from Micro Apartment Units

#REF!	#REF!
# of Micro Unit Apartments	66
Gross Monthly Revenue - Micro Units	\$72,600
Gross Annual Revenue - Micro Units	\$871,200

#### Income from Standard Apartment Units

#REF!	#REF!
# of Studio Apartments	132
Gross Monthly Revenue - Standard Units	\$211,200
Gross Annual Revenue - Standard Units	\$2,534,400

#### Total Monthly Income from Apartments

Gross Monthly Revenue - Micro Units	\$72,600
Gross Monthly Revenue - Standard Units	\$211,200
Gross Monthly Revenue - All Apartments	\$3,405,600

#### Total Annual Income from Apartments

Gross Annual Revenue - Micro Units	\$871,200
Gross Annual Revenue - Standard Units	\$2,534,400
Gross Annual Revenue - All Apartments	\$3,405,600

### HOTEL

#### Income from Hotel Units

Hotel Rate Used in Calculations	\$99
# of Hotel Rooms	12
Gross Monthly Revenue - Hotel	\$22,392
Gross Annual Revenue - Hotel	\$268,707

# AMENITY SUITES

## LEASE-UP & STABILIZATION: Income Analysis

### AMENITIES - FITNESS CENTER

Below are the calculations for income based on the fitness center memberships. The number of tenant memberships is based on the average number of apartment tenants who are typically "interested in renting in a community with a gym or fitness center". The number of public memberships is based on the fitness facility ramping up, over 4 years, to half the average membership of an Anytime Fitness. Anytime Fitness is the "#1 fitness franchise in the world." The Amenity Suites fitness facilities are designed to be larger and higher quality than the typical Anytime Fitness.

Source: [www.rentcafe.com/blog/apartmentliving/lifestyle/apartment-buildings-with-gyms-fitness-amenities](http://www.rentcafe.com/blog/apartmentliving/lifestyle/apartment-buildings-with-gyms-fitness-amenities)

Source: [www.anytimefitness.com/wp-content/uploads/2016/06/Top-Global-Franchise-2016.pdf](http://www.anytimefitness.com/wp-content/uploads/2016/06/Top-Global-Franchise-2016.pdf)

Monthly Membership Dues	\$25
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TENANT MEMBERSHIPS	
Gym Memberships - Tenant %	47%
Gym Memberships - # of Tenants	62
Gym Memberships - Monthly Income from Tenants	\$1,551
Gym Memberships - Annual Income from Tenants	\$18,612

PUBLIC MEMBERSHIPS	
Year 1 - Public Memberships	100
Year 1 - Public Income	\$30,000
Year 2 - Public Memberships	200
Year 2 - Public Income	\$60,000
Year 3 - Public Memberships	300
Year 3 - Public Income	\$90,000
Year 4 - Public Memberships	400
Year 4 - Public Income	\$120,000

TOTAL INCOME	
Year 1 - Total Income	\$48,612
Year 2 - Total Income	\$78,612
Year 3 - Total Income	\$108,612
Year 4 - Total Income	\$138,612

# AMENITY SUITES

## LEASE-UP & STABILIZATION: Income Analysis

### AMENITIES - COWORKING

Below are the calculations for income, based on estimated coworking memberships. The monthly membership rate has been chosen to be highly competitive with comparable coworking facilities in the same market. The number of expected memberships is based on ramping up, over 4 years, to the estimated membership level that was calculated in Section 3.

Source: [www.statista.com/statistics/554447/number-of-members-per-coworking-space](http://www.statista.com/statistics/554447/number-of-members-per-coworking-space)

#### Comparable Market Rates

The Hive	\$95
Labor Party	\$199
Groover Labs	\$138
Clockwork	\$250
Regus	\$319
Strategic Workspace	\$99
Average Monthly Coworking Membership	\$183

<b>Coworking Membership Rate Used in Calculations</b>	<b>\$149</b>
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COWORKING MEMBERSHIPS	
Year 1 - Co-Working Memberships	25
Year 1 - Annual Income	\$44,700
Year 2 - Co-Working Memberships	50
Year 2 - Annual Income	\$89,400
Year 3 - Co-Working Memberships	75
Year 3 - Annual Income	\$134,100
Year 4 - Co-Working Memberships	100
Year 4 - Annual Income	\$178,800

# AMENITY SUITES

## LEASE-UP & STABILIZATION: Income Analysis

### AMENITIES - SERVICE AMENITIES

Amenity Suites will offer a number of service amenities that appeal to our target demographic (see Target Demographics section). The service amenities are primarily designed to help attract tenants, by providing a higher level of amenities than other apartments. However, they will also add an additional layer of income to the project.

Income is not the primary purpose of the service amenities, because they cannot generate a significant level of income compared to amenities like the fitness facility and the coworking center. The income from the service amenities will be generated by on demand services that are paid for by apartment tenants. The two main services that will be provided will include pet walking and apartment cleaning.

Below is a breakdown of the expected demand for service amenities and the income generated. The demand for the services and their pricing are set at very conservative estimates. Those estimates are based on the demand that was experienced at the "proof of concept" property.

#### Apartment Cleaning Service

Apartment Cleaning - Price per Month	\$50
Apartment Cleaning - % of Tenants	10%
Apartment Cleaning - # of Tenants	20
Apartment Cleaning - Total Income	\$990

#### Dog Walking Service

Dog Walking - Price Per Half Hour	\$5
Dog Walking - Average Walks Per Week	5
Dog Walking - % of Tenants	10%
Dog Walking - # of Tenants	20
Dog Walking - Total Income	\$1,980

Ameinty Services - Total Income (monthly)	\$2,970
Ameinty Services - Total Income (annual)	\$35,640



# AMENITY SUITES

## LEASE-UP & STABILIZATION: Operating Expenses

The following is an overview of estimated operating expenses. The management fee in year 1 is set to 0%, because Amenity Suites will not charge a management fee until after the initial lease-up period. The "Ongoing Management Fee" will begin in year 3 (year 2 of operations).

Management Fee		<u>Monthly</u>	<u>Annually</u>
Initial Management Fee	0.00%	\$ -	\$ -
Ongoing Management Fee	3.00%	9,573.72	\$ 114,885

### Office Expenses

Office - Supplies	\$ 35	\$ 420
Office - Software Subscriptions	\$ 100	\$ 1,200
Office - Cell Phone	\$ 100	\$ 1,200
Office - Travel / Mileage	\$ 50	\$ 600
Office - Internet (commercial & hotel)	\$ 1,100	\$ 13,200
Office - Cable	\$ 1,400	\$ 16,800
Office - Accounting	\$ 200	\$ 2,400
<b>Total Office Expenses</b>	<b>\$ 2,985</b>	<b>\$ 35,820</b>

### Leasing Expenses

Leasing - Online Advertising	\$ 1,000	\$ 12,000
Leasing - Resident Retention	\$ 100	\$ 1,200
Leasing - Tenant Credit Checks	\$ 238	\$ 2,851
<b>Total Leasing Expenses</b>	<b>\$ 1,338</b>	<b>\$ 16,051</b>

### Payroll Expenses

Management Staff (#)	\$ 2	
Hourly Pay	\$ 15	
Staff Payroll	\$ 5,200	\$ 62,400
Payroll Taxes %	10%	\$ 1
Payroll Taxes \$	\$ 520	\$ 6,240
Workers Comp Insurance %	1.0%	
Workers Comp Insurance \$	\$ 49	\$ 593
AS Property & Asset Management	\$ -	\$ -
<b>Total Payroll Expenses</b>	<b>\$ 5,769</b>	<b>\$ 69,233</b>

# AMENITY SUITES

## LEASE-UP & STABILIZATION: Operating Expenses

### Repairs and Maintenance

R&M - Electrical	\$ 100	\$ 1,200
R&M - Plumbing	\$ 500	\$ 6,000
R&M - Locks & Hardware	\$ 100	\$ 1,200
R&M - Appliances	\$ 200	\$ 2,400
R&M - HVAC	\$ 500	\$ 6,000
Maint Exterior Repairs & Supplies	\$ 500	\$ 6,000
Commons Area Cleaning	\$ -	\$ -
Commons Area Maint	\$ -	\$ -
Lawn Care	\$ -	\$ -
Snow Removal	\$ 300	\$ 3,600
Painting	\$ 100	\$ 1,200
Exterminating	\$ 20	\$ 240
<b>Total R&amp;M Expenses</b>	<b>\$ 2,320</b>	<b>\$ 27,840</b>

### Apartment Turnover

Annual Apartment Turnover Rate (%)	36%	
Apartment Turnover - Painting	\$ 10	\$ 120
Total Monthly Turnover Cost - Painting	\$ 713	\$ 8,554
Apartment Turnover - Carpet Cleaning	\$ 10	\$ 120
Total Monthly Turnover Cost - Carpet	\$ 713	\$ 8,554
<b>Total Turnover Expenses</b>	<b>\$ 1,426</b>	<b>\$ 17,107</b>

### Utilities and Services

Electricity (hotel)	\$ 600	\$ 7,200
Water (hotel)	\$ 600	\$ 7,200
Electricity (commercial)	\$ 2,500	\$ 30,000
Water & Sewer - House	\$ 600	\$ 7,200
Trash Removal Service	\$ 1,500	\$ 18,000
Security Services	\$ -	\$ -
<b>Total Utilities &amp; Services</b>	<b>\$ 5,800</b>	<b>\$ 69,600</b>

### Taxes & Insurance

Taxes & Specials	\$ 36,735	\$ 440,820
Property / Liability Insurance	\$ 8,000	\$ 96,000
<b>Total Taxes &amp; Insurance</b>	<b>\$ 44,735</b>	<b>\$ 536,820</b>

<b>Total Operating Expenses</b>	<b>\$ 64,373</b>	<b>\$ 772,471</b>
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# AMENITY SUITES

## LEASE-UP & STABILIZATION: Occupancy Ramp-Up Schedule

The table below outlines the projected occupancy rates during construction (year 1) and ramp-up (year 2). The occupancy ramps up to the "Present Average Annual Occupancy Rate" (94%), which was calculated in the Occupancy Rate Analysis section. However, in the 25-Year Cash Flow Analysis, starting with year 3 the occupancy changes are adjusted over the next 20 years to trend toward the 20-Year Average Annual Occupancy Rate.

### Monthly Income

Apartment Income	\$283,800
Hotel Income	\$22,392
Amenity Income	\$14,231
Total Income	\$320,423
Construction Period (months):	12
Ramp-Up Period (months):	6
Year-1 Target Occupancy Rate	94.0%

	% Occ.	Rental Income	Amenity Income	Total	
Year 1 - Construction	Month 1	0.0%	\$0	\$0	\$0
	Month 2	0.0%	\$0	\$0	\$0
	Month 3	0.0%	\$0	\$0	\$0
	Month 4	0.0%	\$0	\$0	\$0
	Month 5	0.0%	\$0	\$0	\$0
	Month 6	0.0%	\$0	\$0	\$0
	Month 7	0.0%	\$0	\$0	\$0
	Month 8	0.0%	\$0	\$0	\$0
	Month 9	0.0%	\$0	\$0	\$0
	Month 10	0.0%	\$0	\$0	\$0
	Month 11	0.0%	\$0	\$0	\$0
	Month 12	0.0%	\$0	\$0	\$0
Year 2 - Lease Up	Month 13	15.7%	\$48,021	\$2,232	\$50,253
	Month 14	31.4%	\$96,042	\$4,464	\$100,506
	Month 15	47.1%	\$144,063	\$6,696	\$150,759
	Month 16	62.7%	\$192,085	\$8,927	\$201,012
	Month 17	78.4%	\$240,106	\$11,159	\$251,265
	Month 18	94.1%	\$288,127	\$13,391	\$301,518
	Month 19	94.1%	\$288,127	\$13,391	\$301,518
	Month 20	94.1%	\$288,127	\$13,391	\$301,518
	Month 21	94.1%	\$288,127	\$13,391	\$301,518
	Month 22	94.1%	\$288,127	\$13,391	\$301,518
	Month 23	94.1%	\$288,127	\$13,391	\$301,518
	Month 24	94.1%	\$288,127	\$13,391	\$301,518

*SECTION 7*  
*FINANCIAL PROJECTIONS*

# AMENITY SUITES

## FINANCIAL PROJECTIONS: 25-Year Cash Flow Analysis

	YEAR 1 BUILD	YEAR 2 RAMP-UP	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9
<b>Income - Apartment Units</b>									
Gross Rents - Apartments	3,405,600	3,541,706	3,683,251	3,830,453	3,983,538	4,142,742	4,308,307	4,480,490	
Pet Rent	85,536	88,954	92,510	96,207	100,052	104,050	108,209	112,533	
Occupancy Rate	74.50%	93.84%	93.70%	93.55%	93.40%	93.26%	93.11%	92.97%	
Income (apartments)	2,600,751	3,407,114	3,537,766	3,673,419	3,814,263	3,960,499	4,112,331	4,269,973	

<b>Income - Hotel Units</b>									
Gross Rents - Hotel	268,707	280,477	292,762	305,585	318,969	332,940	347,523	362,744	
Occupancy Rate	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	
Total Revenue (Suites)	166,514	173,807	181,420	189,366	197,660	206,318	215,354	224,787	

<b>Income - Amenity Subscriptions</b>									
Gym Lease	48,612	78,612	108,612	138,612	144,152	149,913	155,904	162,135	
Co-Working Lease	44,700	89,400	134,100	115,000	119,596	124,376	129,346	134,516	
Pet Care Center	18,058	18,779	19,530	20,310	21,122	21,966	22,844	23,757	
Cafe Revenue	23,760	24,710	25,697	26,724	27,792	28,903	30,058	31,259	
Service Amenities	35,640	37,064	38,546	40,086	41,688	43,354	45,087	46,889	
Total Revenue (Amenities)	170,770	248,565	326,485	340,733	354,350	368,512	383,239	398,556	

<b>Expenses</b>									
Management Fee @ 3%	-	114,885	121,370	126,106	130,988	136,060	141,328	146,799	
Operating Expenses	772,471	789,494	806,893	824,674	842,848	861,422	880,406	899,808	
Total Expenses	772,471	904,379	928,263	950,780	973,836	997,482	1,021,734	1,046,607	

<b>NOI (rental units only)</b>	1,994,794	2,676,543	2,790,923	2,912,005	3,038,087	3,169,334	3,305,951	3,448,152	
<b>NOI (rentals &amp; amenities)</b>	2,165,564	2,925,108	3,117,408	3,252,737	3,392,437	3,537,846	3,689,191	3,846,708	

Debt Service (Bank)	2,177,878	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	
Debt Service (Investors)	NA	NA	NA	NA	NA	NA	NA	NA	
Capital Improv. Reserve @ 4%	-	-	-	-	-	-	-	-	

<b>Cash Flow (rentals only)</b>	(183,084)	291,759	406,139	527,220	653,303	784,550	921,167	1,063,368	
<b>CF (rentals &amp; amenities)</b>	(12,315)	540,324	732,623	867,953	1,007,653	1,153,062	1,304,406	1,461,923	

<b>Property Sale Analysis</b>									
Capitalization Rate	NA	5.74%	5.88%	6.02%	6.16%	6.30%	6.44%	6.58%	
Projected Sale Price	NA	50,964,743	53,026,629	54,046,354	55,090,861	56,179,751	57,313,673	58,493,355	
Mortgage Payoff + Sale Expenses	NA	27,227,966	26,945,807	26,566,339	26,150,597	25,696,522	25,200,640	24,659,180	
Income from Sale	NA	23,736,777	26,080,822	27,480,015	28,940,264	30,483,229	32,113,033	33,834,175	

<b>Financial Ratios</b>									
Debt Coverage Ratio (DCR)	NA	1.23	1.31	1.36	1.42	1.48	1.55	1.61	
Cash-on-Cash (Cash Yield)	NA	3.39%	4.60%	5.45%	6.33%	7.24%	8.19%	9.18%	
ROI from Property Sale	NA	49.03%	63.75%	72.54%	81.71%	91.39%	101.63%	112.43%	
Annualized ROI	NA	16.34%	15.94%	14.51%	13.62%	13.06%	12.70%	12.49%	
Combined Return (Cash & Sale)	NA	19.74%	20.54%	19.96%	19.94%	20.30%	20.89%	21.67%	

# AMENITY SUITES

## FINANCIAL PROJECTIONS: 25-Year Cash Flow Analysis

	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17
<b>Income - Apartment Units</b>								
Gross Rents - Apartments	4,659,554	4,845,774	5,039,437	5,240,840	5,450,291	5,668,114	5,894,642	6,130,223
Pet Rent	117,031	121,708	126,572	131,630	136,891	142,362	148,051	153,968
Occupancy Rate	92.82%	92.67%	92.53%	92.38%	92.24%	92.09%	91.94%	91.80%
Income (apartments)	4,433,647	4,603,583	4,780,021	4,963,209	5,153,405	5,350,876	5,555,899	5,768,764

<b>Income - Hotel Units</b>								
Gross Rents - Hotel	378,633	395,217	412,527	430,596	449,456	469,142	489,691	511,139
Occupancy Rate	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%
Total Revenue (Suites)	234,633	244,910	255,637	266,834	278,521	290,720	303,454	316,745

<b>Income - Amenity Subscriptions</b>								
Gym Lease	168,615	175,353	182,361	189,649	197,229	205,111	213,308	221,833
Co-Working Lease	139,892	145,483	151,297	157,343	163,632	170,171	176,972	184,045
Pet Care Center	24,706	25,694	26,721	27,789	28,899	30,054	31,255	32,504
Cafe Revenue	32,509	33,808	35,159	36,564	38,025	39,545	41,125	42,769
Service Amenities	48,763	50,712	52,738	54,846	57,038	59,317	61,688	64,153
Total Revenue (Amenities)	414,484	431,049	448,276	466,191	484,823	504,199	524,349	545,305

<b>Expenses</b>								
Management Fee @ 3%	152,483	158,386	164,518	170,887	177,502	184,374	191,511	198,924
Operating Expenses	919,637	939,904	960,617	981,787	1,003,423	1,025,536	1,048,136	1,071,234
Total Expenses	1,072,120	1,098,290	1,125,135	1,152,674	1,180,925	1,209,910	1,239,647	1,270,159

<b>NOI (rental units only)</b>	3,596,159	3,750,203	3,910,523	4,077,369	4,251,000	4,431,686	4,619,706	4,815,350
<b>NOI (rentals &amp; amenities)</b>	4,010,643	4,181,252	4,358,799	4,543,561	4,735,823	4,935,885	5,144,055	5,360,655

Debt Service (Bank)	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784
Debt Service (Investors)	NA	NA	NA	NA	NA	NA	NA	NA
Capital Improv. Reserve @ 4%	-	-	219,357	227,849	236,670	245,832	255,348	265,233

<b>Cash Flow (rentals only)</b>	1,211,375	1,365,418	1,525,739	1,692,585	1,866,216	2,046,902	2,234,921	2,430,565
<b>CF (rentals &amp; amenities)</b>	1,625,859	1,796,467	1,974,015	2,158,776	2,351,039	2,551,101	2,759,271	2,975,871

<b>Property Sale Analysis</b>								
Capitalization Rate	6.72%	6.86%	6.99%	7.13%	7.27%	7.41%	7.55%	7.69%
Projected Sale Price	59,719,605	60,993,305	62,315,408	63,686,943	65,109,005	66,582,759	68,109,439	69,690,349
Mortgage Payoff + Sale Expenses	24,068,050	23,422,806	22,718,627	21,950,272	21,112,056	20,197,800	19,200,799	18,113,767
Income from Sale	35,651,555	37,570,498	39,596,782	41,736,671	43,996,949	46,384,958	48,908,640	51,576,582

<b>Financial Ratios</b>								
Debt Coverage Ratio (DCR)	1.68	1.75	1.83	1.91	1.99	2.07	2.16	2.25
Cash-on-Cash (Cash Yield)	10.21%	11.28%	12.39%	13.55%	14.76%	16.02%	17.32%	18.68%
ROI from Property Sale	123.84%	135.89%	148.61%	162.05%	176.24%	191.23%	207.08%	223.83%
Annualized ROI	12.38%	12.35%	12.38%	12.47%	12.59%	12.75%	12.94%	13.17%
Combined Return (Cash & Sale)	22.59%	23.63%	24.78%	26.02%	27.35%	28.77%	30.27%	31.85%

# AMENITY SUITES

## FINANCIAL PROJECTIONS: 25-Year Cash Flow Analysis

	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25
<b>Income - Apartment Units</b>								
Gross Rents - Apartments	6,375,219	6,630,006	6,894,976	7,170,536	7,457,108	7,755,134	8,065,070	8,387,392
Pet Rent	160,122	166,521	173,176	180,097	187,295	194,780	202,565	210,660
Occupancy Rate	91.65%	91.51%	91.36%	91.36%	91.36%	91.36%	91.36%	91.36%
Income (apartments)	5,989,769	6,219,225	6,457,454	6,715,528	6,983,916	7,263,030	7,553,299	7,855,169

<b>Income - Hotel Units</b>								
Gross Rents - Hotel	533,527	556,895	581,288	606,748	633,323	661,063	690,018	720,240
Occupancy Rate	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%	61.97%
Total Revenue (Suites)	330,618	345,099	360,215	375,992	392,461	409,650	427,593	446,322

<b>Income - Amenity Subscriptions</b>								
Gym Lease	230,699	239,919	249,507	259,479	269,849	280,634	291,849	303,513
Co-Working Lease	191,400	199,050	207,005	215,278	223,881	232,829	242,134	251,811
Pet Care Center	33,803	35,154	36,559	38,021	39,540	41,120	42,764	44,473
Cafe Revenue	44,478	46,256	48,104	50,027	52,026	54,106	56,268	58,517
Service Amenities	66,717	69,384	72,157	75,040	78,040	81,158	84,402	87,775
Total Revenue (Amenities)	567,099	589,763	613,333	637,845	663,337	689,847	717,417	746,089

<b>Expenses</b>								
Management Fee @ 3%	206,625	214,623	222,930	231,881	241,191	250,876	260,949	271,427
Operating Expenses	1,094,842	1,118,969	1,143,629	1,168,831	1,194,589	1,220,915	1,247,821	1,275,320
Total Expenses	1,301,466	1,333,592	1,366,559	1,400,712	1,435,781	1,471,791	1,508,770	1,546,747

<b>NOI (rental units only)</b>	5,018,921	5,230,732	5,451,110	5,690,808	5,940,596	6,200,889	6,472,122	6,754,743
<b>NOI (rentals &amp; amenities)</b>	5,586,019	5,820,495	6,064,443	6,328,653	6,603,932	6,890,736	7,189,539	7,500,832

Debt Service (Bank)	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784	2,384,784
Debt Service (Investors)	NA	NA	NA	NA	NA	NA	NA	NA
Capital Improv. Reserve @ 4%	275,499	286,163	297,240	309,175	321,589	334,501	347,932	361,903

<b>Cash Flow (rentals only)</b>	2,634,136	2,845,948	3,066,326	3,306,024	3,555,811	3,816,105	4,087,338	4,369,959
<b>CF (rentals &amp; amenities)</b>	3,201,235	3,435,711	3,679,659	3,943,868	4,219,148	4,505,952	4,804,754	5,116,047

<b>Property Sale Analysis</b>								
Capitalization Rate	7.83%	7.97%	8.11%	8.25%	8.25%	8.25%	8.25%	8.25%
Projected Sale Price	71,326,857	73,020,404	74,772,496	76,710,942	80,047,664	83,524,078	87,145,923	90,919,173
Mortgage Payoff + Sale Expenses	16,928,792	15,637,282	14,229,906	12,704,101	11,121,477	9,394,460	7,510,303	5,455,150
Income from Sale	54,398,065	57,383,121	60,542,590	64,006,841	68,926,187	74,129,618	79,635,621	85,464,023

<b>Financial Ratios</b>								
Debt Coverage Ratio (DCR)	2.34	2.44	2.54	2.65	2.77	2.89	3.01	3.15
Cash-on-Cash (Cash Yield)	20.10%	21.57%	23.10%	24.76%	26.49%	28.29%	30.17%	32.12%
ROI from Property Sale	241.55%	260.29%	280.12%	301.88%	332.76%	365.43%	400.00%	436.60%
Annualized ROI	13.42%	13.70%	14.01%	14.38%	15.13%	15.89%	16.67%	17.46%
Combined Return (Cash & Sale)	33.52%	35.27%	37.11%	39.14%	41.62%	44.18%	46.83%	49.59%

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Valuation at Stabilization

Below is the calculated valuation of the project based on income at stabilization. This valuation is an important metric, because the Amenity Suites development prototype has been value engineered to decrease construction costs and increase income. The increased in valuation, from construction to stabilized income, is provided at the bottom of the page.

### Estimated Value Based on Cost

Land - Purchase Price	\$1,568,160
Land - Closing Costs	\$0
Bank Loan Origination Fee	\$119,453
Construction Costs	\$33,299,279
GC - General Conditions	\$312,000
GC - Insurance	\$30,000
GC - Bonding	\$249,745
GC - Contractor Fee (3.5%)	\$1,165,475
Design Services (3%)	\$998,978
Development Services (3%)	\$998,978
Structural Engineering	\$70,000
MEP Engineering	\$80,000
Civil Engineering	\$80,000
Geotechnical / Survey / Environ.	\$15,000
Accounting Services	\$5,000
Legal Services	\$5,000
Appraisal	\$5,000
Furniture, Fixtures, and Equipment	\$774,784
Taxes & Specials	\$20,759
Additional Insurance	\$0
Lease-Up Marketing Budget	\$20,000
<b>Total Costs</b>	<b>\$39,817,611</b>

### Estimated Value Based on Income

Annual rental income	\$ 3,580,921
Annual Amenity Income	\$ 173,807
<b>Total Income</b>	<b>\$ 3,754,729</b>
Annual Operating Expenses	\$ 904,379
<b>Net Operating Income</b>	<b>\$ 2,925,108</b>
Capitalization Rate	5.88%
<b>Estimated Value Based on Income</b>	<b>\$49,755,642</b>

### Increase in Valuation at Stabilization

<b>Increase in Valuation at Stabilization</b>	<b>\$ 9,938,031</b>
<b>% Increase in Valuation</b>	<b>25%</b>



# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Below are the loan terms that are expected for the project. The first loan is the 18-month Construction Loan, which will cover the 12-month construction period and the 6-month lease-up. Starting in month 19, the project will transition to permanent financing. The expected amortization period for the project is 25 years.

### Construction Loan

Start date of loan	11/1/2023
Loan amount	\$23,890,567
Interest rate	8.25%
Term (yrs)	1.5
Interest Payment	\$164,247.65

### Permanent Loan

Start date of loan	5/1/2025
Loan amount	\$24,719,622
Interest rate	8.25%
Amortization (yrs)	\$ 23.5
Payment	\$ 198,732

Month	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 1							
1	5/1/2025	23,890,567	0	0	0	23,890,567	0.00
2	6/1/2025	23,890,567	0	0	0	23,890,567	0.00
3	7/1/2025	23,890,567	0	0	0	23,890,567	0.00
4	8/1/2025	23,890,567	0	0	0	23,890,567	0.00
5	9/1/2025	23,890,567	0	0	0	23,890,567	0.00
6	10/1/2025	23,890,567	0	0	13,608	23,904,175	13,607.76
7	11/1/2025	23,904,175	0	0	44,608	23,948,782	58,215.68
8	12/1/2025	23,948,782	0	0	75,465	24,024,248	133,681.05
9	1/1/2026	24,024,248	0	0	101,744	24,125,992	235,425.22
10	2/1/2026	24,125,992	0	0	125,734	24,251,726	361,158.85
11	3/1/2026	24,251,726	0	0	142,855	24,394,581	504,013.98
12	4/1/2026	24,394,581	0	0	160,793	24,555,374	664,807.33
Year 2							
13	5/1/2026	24,719,622	164,248	0	164,248	24,719,622	829,054.98
14	6/1/2026	24,719,622	164,248	0	164,248	24,719,622	993,302.63
15	7/1/2026	24,719,622	164,248	0	164,248	24,719,622	1,157,550.27
16	8/1/2026	24,719,622	164,248	0	164,248	24,719,622	1,321,797.92
17	9/1/2026	24,719,622	164,248	0	164,248	24,719,622	1,486,045.57
18	10/1/2026	24,719,622	164,248	0	164,248	24,719,622	1,650,293.21
19	11/1/2026	24,719,622	198,732	28,785	169,947	24,690,837	1,820,240.61
20	12/1/2026	24,690,837	198,732	28,983	169,750	24,661,855	1,989,990.12
21	1/1/2027	24,661,855	198,732	29,182	169,550	24,632,673	2,159,540.37
22	2/1/2027	24,632,673	198,732	29,382	169,350	24,603,290	2,328,889.99
23	3/1/2027	24,603,290	198,732	29,584	169,148	24,573,706	2,498,037.62
24	4/1/2027	24,573,706	198,732	29,788	168,944	24,543,918	2,666,981.84

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 3							
25	5/1/2027	24,543,918	198,732	29,993	168,739	24,513,926	2,835,721.28
26	6/1/2027	24,513,926	198,732	30,199	168,533	24,483,727	3,004,254.52
27	7/1/2027	24,483,727	198,732	30,406	168,326	24,453,320	3,172,580.14
28	8/1/2027	24,453,320	198,732	30,615	168,117	24,422,705	3,340,696.72
29	9/1/2027	24,422,705	198,732	30,826	167,906	24,391,879	3,508,602.82
30	10/1/2027	24,391,879	198,732	31,038	167,694	24,360,841	3,676,296.99
31	11/1/2027	24,360,841	198,732	31,251	167,481	24,329,590	3,843,777.77
32	12/1/2027	24,329,590	198,732	31,466	167,266	24,298,124	4,011,043.70
33	1/1/2028	24,298,124	198,732	31,682	167,050	24,266,441	4,178,093.30
34	2/1/2028	24,266,441	198,732	31,900	166,832	24,234,541	4,344,925.09
35	3/1/2028	24,234,541	198,732	32,120	166,612	24,202,422	4,511,537.56
36	4/1/2028	24,202,422	198,732	32,340	166,392	24,170,081	4,677,929.21
Year 4							
37	5/1/2028	24,170,081	198,732	32,563	166,169	24,137,519	4,844,098.52
38	6/1/2028	24,137,519	198,732	32,787	165,945	24,104,732	5,010,043.96
39	7/1/2028	24,104,732	198,732	33,012	165,720	24,071,720	5,175,763.99
40	8/1/2028	24,071,720	198,732	33,239	165,493	24,038,481	5,341,257.07
41	9/1/2028	24,038,481	198,732	33,467	165,265	24,005,014	5,506,521.62
42	10/1/2028	24,005,014	198,732	33,698	165,034	23,971,316	5,671,556.09
43	11/1/2028	23,971,316	198,732	33,929	164,803	23,937,387	5,836,358.89
44	12/1/2028	23,937,387	198,732	34,162	164,570	23,903,224	6,000,928.43
45	1/1/2029	23,903,224	198,732	34,397	164,335	23,868,827	6,165,263.09
46	2/1/2029	23,868,827	198,732	34,634	164,098	23,834,193	6,329,361.28
47	3/1/2029	23,834,193	198,732	34,872	163,860	23,799,321	6,493,221.36
48	4/1/2029	23,799,321	198,732	35,112	163,620	23,764,210	6,656,841.69
Year 5							
49	5/1/2029	23,764,210	198,732	35,353	163,379	23,728,856	6,820,220.63
50	6/1/2029	23,728,856	198,732	35,596	163,136	23,693,260	6,983,356.52
51	7/1/2029	23,693,260	198,732	35,841	162,891	23,657,419	7,146,247.68
52	8/1/2029	23,657,419	198,732	36,087	162,645	23,621,332	7,308,892.44
53	9/1/2029	23,621,332	198,732	36,335	162,397	23,584,997	7,471,289.10
54	10/1/2029	23,584,997	198,732	36,585	162,147	23,548,412	7,633,435.95
55	11/1/2029	23,548,412	198,732	36,837	161,895	23,511,575	7,795,331.28
56	12/1/2029	23,511,575	198,732	37,090	161,642	23,474,485	7,956,973.36
57	1/1/2030	23,474,485	198,732	37,345	161,387	23,437,140	8,118,360.45
58	2/1/2030	23,437,140	198,732	37,602	161,130	23,399,538	8,279,490.78
59	3/1/2030	23,399,538	198,732	37,860	160,872	23,361,678	8,440,362.61
60	4/1/2030	23,361,678	198,732	38,120	160,612	23,323,558	8,600,974.15

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 6							
61	5/1/2030	23,323,558	198,732	38,383	160,349	23,285,175	8,761,323.61
62	6/1/2030	23,285,175	198,732	38,646	160,086	23,246,529	8,921,409.18
63	7/1/2030	23,246,529	198,732	38,912	159,820	23,207,617	9,081,229.07
64	8/1/2030	23,207,617	198,732	39,180	159,552	23,168,437	9,240,781.43
65	9/1/2030	23,168,437	198,732	39,449	159,283	23,128,988	9,400,064.44
66	10/1/2030	23,128,988	198,732	39,720	159,012	23,089,268	9,559,076.23
67	11/1/2030	23,089,268	198,732	39,993	158,739	23,049,274	9,717,814.94
68	12/1/2030	23,049,274	198,732	40,268	158,464	23,009,006	9,876,278.70
69	1/1/2031	23,009,006	198,732	40,545	158,187	22,968,461	10,034,465.62
70	2/1/2031	22,968,461	198,732	40,824	157,908	22,927,637	10,192,373.79
71	3/1/2031	22,927,637	198,732	41,105	157,628	22,886,533	10,350,001.29
72	4/1/2031	22,886,533	198,732	41,387	157,345	22,845,145	10,507,346.21
Year 7							
73	5/1/2031	22,845,145	198,732	41,672	157,060	22,803,474	10,664,406.58
74	6/1/2031	22,803,474	198,732	41,958	156,774	22,761,516	10,821,180.46
75	7/1/2031	22,761,516	198,732	42,247	156,485	22,719,269	10,977,665.88
76	8/1/2031	22,719,269	198,732	42,537	156,195	22,676,732	11,133,860.86
77	9/1/2031	22,676,732	198,732	42,829	155,903	22,633,903	11,289,763.39
78	10/1/2031	22,633,903	198,732	43,124	155,608	22,590,779	11,445,371.47
79	11/1/2031	22,590,779	198,732	43,420	155,312	22,547,358	11,600,683.07
80	12/1/2031	22,547,358	198,732	43,719	155,013	22,503,639	11,755,696.16
81	1/1/2032	22,503,639	198,732	44,020	154,713	22,459,620	11,910,408.68
82	2/1/2032	22,459,620	198,732	44,322	154,410	22,415,298	12,064,818.57
83	3/1/2032	22,415,298	198,732	44,627	154,105	22,370,671	12,218,923.74
84	4/1/2032	22,370,671	198,732	44,934	153,798	22,325,737	12,372,722.10
Year 8							
85	5/1/2032	22,325,737	198,732	45,243	153,489	22,280,494	12,526,211.54
86	6/1/2032	22,280,494	198,732	45,554	153,178	22,234,941	12,679,389.94
87	7/1/2032	22,234,941	198,732	45,867	152,865	22,189,074	12,832,255.16
88	8/1/2032	22,189,074	198,732	46,182	152,550	22,142,892	12,984,805.04
89	9/1/2032	22,142,892	198,732	46,500	152,232	22,096,392	13,137,037.42
90	10/1/2032	22,096,392	198,732	46,819	151,913	22,049,573	13,288,950.12
91	11/1/2032	22,049,573	198,732	47,141	151,591	22,002,432	13,440,540.94
92	12/1/2032	22,002,432	198,732	47,465	151,267	21,954,966	13,591,807.65
93	1/1/2033	21,954,966	198,732	47,792	150,940	21,907,175	13,742,748.05
94	2/1/2033	21,907,175	198,732	48,120	150,612	21,859,055	13,893,359.87
95	3/1/2033	21,859,055	198,732	48,451	150,281	21,810,604	14,043,640.87
96	4/1/2033	21,810,604	198,732	48,784	149,948	21,761,819	14,193,588.77

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 9							
97	5/1/2033	21,761,819	198,732	49,120	149,613	21,712,700	14,343,201.28
98	6/1/2033	21,712,700	198,732	49,457	149,275	21,663,243	14,492,476.10
99	7/1/2033	21,663,243	198,732	49,797	148,935	21,613,445	14,641,410.89
100	8/1/2033	21,613,445	198,732	50,140	148,592	21,563,306	14,790,003.33
101	9/1/2033	21,563,306	198,732	50,484	148,248	21,512,822	14,938,251.05
102	10/1/2033	21,512,822	198,732	50,831	147,901	21,461,990	15,086,151.70
103	11/1/2033	21,461,990	198,732	51,181	147,551	21,410,809	15,233,702.89
104	12/1/2033	21,410,809	198,732	51,533	147,199	21,359,277	15,380,902.20
105	1/1/2034	21,359,277	198,732	51,887	146,845	21,307,390	15,527,747.23
106	2/1/2034	21,307,390	198,732	52,244	146,488	21,255,146	15,674,235.53
107	3/1/2034	21,255,146	198,732	52,603	146,129	21,202,543	15,820,364.66
108	4/1/2034	21,202,543	198,732	52,965	145,767	21,149,579	15,966,132.14
Year 10							
109	5/1/2034	21,149,579	198,732	53,329	145,403	21,096,250	16,111,535.50
110	6/1/2034	21,096,250	198,732	53,695	145,037	21,042,555	16,256,572.21
111	7/1/2034	21,042,555	198,732	54,064	144,668	20,988,490	16,401,239.78
112	8/1/2034	20,988,490	198,732	54,436	144,296	20,934,054	16,545,535.65
113	9/1/2034	20,934,054	198,732	54,810	143,922	20,879,244	16,689,457.27
114	10/1/2034	20,879,244	198,732	55,187	143,545	20,824,056	16,833,002.07
115	11/1/2034	20,824,056	198,732	55,567	143,165	20,768,490	16,976,167.45
116	12/1/2034	20,768,490	198,732	55,949	142,783	20,712,541	17,118,950.82
117	1/1/2035	20,712,541	198,732	56,333	142,399	20,656,208	17,261,349.54
118	2/1/2035	20,656,208	198,732	56,721	142,011	20,599,487	17,403,360.97
119	3/1/2035	20,599,487	198,732	57,111	141,621	20,542,377	17,544,982.44
120	4/1/2035	20,542,377	198,732	57,503	141,229	20,484,873	17,686,211.28
Year 11							
121	5/1/2035	20,484,873	198,732	57,899	140,834	20,426,975	17,827,044.79
122	6/1/2035	20,426,975	198,732	58,297	140,435	20,368,678	17,967,480.24
123	7/1/2035	20,368,678	198,732	58,697	140,035	20,309,981	18,107,514.90
124	8/1/2035	20,309,981	198,732	59,101	139,631	20,250,880	18,247,146.02
125	9/1/2035	20,250,880	198,732	59,507	139,225	20,191,373	18,386,370.82
126	10/1/2035	20,191,373	198,732	59,916	138,816	20,131,456	18,525,186.51
127	11/1/2035	20,131,456	198,732	60,328	138,404	20,071,128	18,663,590.27
128	12/1/2035	20,071,128	198,732	60,743	137,989	20,010,385	18,801,579.28
129	1/1/2036	20,010,385	198,732	61,161	137,571	19,949,225	18,939,150.68
130	2/1/2036	19,949,225	198,732	61,581	137,151	19,887,643	19,076,301.59
131	3/1/2036	19,887,643	198,732	62,004	136,728	19,825,639	19,213,029.14
132	4/1/2036	19,825,639	198,732	62,431	136,301	19,763,208	19,349,330.41

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 12							
133	5/1/2036	19,763,208	198,732	62,860	135,872	19,700,348	19,485,202.47
134	6/1/2036	19,700,348	198,732	63,292	135,440	19,637,056	19,620,642.36
135	7/1/2036	19,637,056	198,732	63,727	135,005	19,573,329	19,755,647.12
136	8/1/2036	19,573,329	198,732	64,165	134,567	19,509,163	19,890,213.76
137	9/1/2036	19,509,163	198,732	64,607	134,125	19,444,557	20,024,339.26
138	10/1/2036	19,444,557	198,732	65,051	133,681	19,379,506	20,158,020.59
139	11/1/2036	19,379,506	198,732	65,498	133,234	19,314,008	20,291,254.69
140	12/1/2036	19,314,008	198,732	65,948	132,784	19,248,060	20,424,038.50
141	1/1/2037	19,248,060	198,732	66,402	132,330	19,181,659	20,556,368.91
142	2/1/2037	19,181,659	198,732	66,858	131,874	19,114,800	20,688,242.82
143	3/1/2037	19,114,800	198,732	67,318	131,414	19,047,483	20,819,657.07
144	4/1/2037	19,047,483	198,732	67,781	130,951	18,979,702	20,950,608.51
Year 13							
145	5/1/2037	18,979,702	198,732	68,247	130,485	18,911,455	21,081,093.96
146	6/1/2037	18,911,455	198,732	68,716	130,016	18,842,740	21,211,110.22
147	7/1/2037	18,842,740	198,732	69,188	129,544	18,773,552	21,340,654.05
148	8/1/2037	18,773,552	198,732	69,664	129,068	18,703,888	21,469,722.22
149	9/1/2037	18,703,888	198,732	70,143	128,589	18,633,745	21,598,311.45
150	10/1/2037	18,633,745	198,732	70,625	128,107	18,563,120	21,726,418.44
151	11/1/2037	18,563,120	198,732	71,111	127,621	18,492,009	21,854,039.89
152	12/1/2037	18,492,009	198,732	71,599	127,133	18,420,410	21,981,172.46
153	1/1/2038	18,420,410	198,732	72,092	126,640	18,348,318	22,107,812.77
154	2/1/2038	18,348,318	198,732	72,587	126,145	18,275,731	22,233,957.46
155	3/1/2038	18,275,731	198,732	73,086	125,646	18,202,644	22,359,603.11
156	4/1/2038	18,202,644	198,732	73,589	125,143	18,129,056	22,484,746.29
Year 14							
157	5/1/2038	18,129,056	198,732	74,095	124,637	18,054,961	22,609,383.55
158	6/1/2038	18,054,961	198,732	74,604	124,128	17,980,357	22,733,511.40
159	7/1/2038	17,980,357	198,732	75,117	123,615	17,905,240	22,857,126.35
160	8/1/2038	17,905,240	198,732	75,634	123,099	17,829,606	22,980,224.88
161	9/1/2038	17,829,606	198,732	76,153	122,579	17,753,453	23,102,803.42
162	10/1/2038	17,753,453	198,732	76,677	122,055	17,676,776	23,224,858.40
163	11/1/2038	17,676,776	198,732	77,204	121,528	17,599,571	23,346,386.23
164	12/1/2038	17,599,571	198,732	77,735	120,997	17,521,836	23,467,383.29
165	1/1/2039	17,521,836	198,732	78,269	120,463	17,443,567	23,587,845.91
166	2/1/2039	17,443,567	198,732	78,808	119,925	17,364,759	23,707,770.44
167	3/1/2039	17,364,759	198,732	79,349	119,383	17,285,410	23,827,153.16
168	4/1/2039	17,285,410	198,732	79,895	118,837	17,205,515	23,945,990.35

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 15							
169	5/1/2039	17,205,515	198,732	80,444	118,288	17,125,071	24,064,278.27
170	6/1/2039	17,125,071	198,732	80,997	117,735	17,044,074	24,182,013.13
171	7/1/2039	17,044,074	198,732	81,554	117,178	16,962,520	24,299,191.14
172	8/1/2039	16,962,520	198,732	82,115	116,617	16,880,405	24,415,808.47
173	9/1/2039	16,880,405	198,732	82,679	116,053	16,797,726	24,531,861.25
174	10/1/2039	16,797,726	198,732	83,248	115,484	16,714,478	24,647,345.62
175	11/1/2039	16,714,478	198,732	83,820	114,912	16,630,658	24,762,257.66
176	12/1/2039	16,630,658	198,732	84,396	114,336	16,546,262	24,876,593.44
177	1/1/2040	16,546,262	198,732	84,976	113,756	16,461,286	24,990,348.99
178	2/1/2040	16,461,286	198,732	85,561	113,171	16,375,725	25,103,520.33
179	3/1/2040	16,375,725	198,732	86,149	112,583	16,289,576	25,216,103.44
180	4/1/2040	16,289,576	198,732	86,741	111,991	16,202,835	25,328,094.27
Year 16							
181	5/1/2040	16,202,835	198,732	87,338	111,394	16,115,497	25,439,488.76
182	6/1/2040	16,115,497	198,732	87,938	110,794	16,027,559	25,550,282.81
183	7/1/2040	16,027,559	198,732	88,543	110,189	15,939,017	25,660,472.28
184	8/1/2040	15,939,017	198,732	89,151	109,581	15,849,866	25,770,053.02
185	9/1/2040	15,849,866	198,732	89,764	108,968	15,760,101	25,879,020.85
186	10/1/2040	15,760,101	198,732	90,381	108,351	15,669,720	25,987,371.54
187	11/1/2040	15,669,720	198,732	91,003	107,729	15,578,717	26,095,100.87
188	12/1/2040	15,578,717	198,732	91,628	107,104	15,487,089	26,202,204.55
189	1/1/2041	15,487,089	198,732	92,258	106,474	15,394,831	26,308,678.29
190	2/1/2041	15,394,831	198,732	92,893	105,839	15,301,938	26,414,517.75
191	3/1/2041	15,301,938	198,732	93,531	105,201	15,208,407	26,519,718.58
192	4/1/2041	15,208,407	198,732	94,174	104,558	15,114,233	26,624,276.37
Year 17							
193	5/1/2041	15,114,233	198,732	94,822	103,910	15,019,411	26,728,186.72
194	6/1/2041	15,019,411	198,732	95,474	103,258	14,923,938	26,831,445.17
195	7/1/2041	14,923,938	198,732	96,130	102,602	14,827,808	26,934,047.24
196	8/1/2041	14,827,808	198,732	96,791	101,941	14,731,017	27,035,988.42
197	9/1/2041	14,731,017	198,732	97,456	101,276	14,633,560	27,137,264.16
198	10/1/2041	14,633,560	198,732	98,126	100,606	14,535,434	27,237,869.89
199	11/1/2041	14,535,434	198,732	98,801	99,931	14,436,633	27,337,801.00
200	12/1/2041	14,436,633	198,732	99,480	99,252	14,337,153	27,437,052.85
201	1/1/2042	14,337,153	198,732	100,164	98,568	14,236,989	27,535,620.78
202	2/1/2042	14,236,989	198,732	100,853	97,879	14,136,136	27,633,500.08
203	3/1/2042	14,136,136	198,732	101,546	97,186	14,034,590	27,730,686.02
204	4/1/2042	14,034,590	198,732	102,244	96,488	13,932,346	27,827,173.82

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 18							
205	5/1/2042	13,932,346	198,732	102,947	95,785	13,829,399	27,922,958.70
206	6/1/2042	13,829,399	198,732	103,655	95,077	13,725,744	28,018,035.82
207	7/1/2042	13,725,744	198,732	104,368	94,364	13,621,376	28,112,400.31
208	8/1/2042	13,621,376	198,732	105,085	93,647	13,516,291	28,206,047.27
209	9/1/2042	13,516,291	198,732	105,808	92,925	13,410,484	28,298,971.77
210	10/1/2042	13,410,484	198,732	106,535	92,197	13,303,949	28,391,168.85
211	11/1/2042	13,303,949	198,732	107,267	91,465	13,196,681	28,482,633.49
212	12/1/2042	13,196,681	198,732	108,005	90,727	13,088,677	28,573,360.68
213	1/1/2043	13,088,677	198,732	108,747	89,985	12,979,929	28,663,345.33
214	2/1/2043	12,979,929	198,732	109,495	89,237	12,870,434	28,752,582.34
215	3/1/2043	12,870,434	198,732	110,248	88,484	12,760,186	28,841,066.58
216	4/1/2043	12,760,186	198,732	111,006	87,726	12,649,181	28,928,792.86
Year 19							
217	5/1/2043	12,649,181	198,732	111,769	86,963	12,537,412	29,015,755.98
218	6/1/2043	12,537,412	198,732	112,537	86,195	12,424,874	29,101,950.68
219	7/1/2043	12,424,874	198,732	113,311	85,421	12,311,563	29,187,371.70
220	8/1/2043	12,311,563	198,732	114,090	84,642	12,197,473	29,272,013.69
221	9/1/2043	12,197,473	198,732	114,874	83,858	12,082,599	29,355,871.32
222	10/1/2043	12,082,599	198,732	115,664	83,068	11,966,935	29,438,939.19
223	11/1/2043	11,966,935	198,732	116,459	82,273	11,850,476	29,521,211.87
224	12/1/2043	11,850,476	198,732	117,260	81,472	11,733,216	29,602,683.89
225	1/1/2044	11,733,216	198,732	118,066	80,666	11,615,149	29,683,349.74
226	2/1/2044	11,615,149	198,732	118,878	79,854	11,496,271	29,763,203.90
227	3/1/2044	11,496,271	198,732	119,695	79,037	11,376,576	29,842,240.76
228	4/1/2044	11,376,576	198,732	120,518	78,214	11,256,058	29,920,454.72
Year 20							
229	5/1/2044	11,256,058	198,732	121,347	77,385	11,134,712	29,997,840.12
230	6/1/2044	11,134,712	198,732	122,181	76,551	11,012,531	30,074,391.27
231	7/1/2044	11,012,531	198,732	123,021	75,711	10,889,510	30,150,102.42
232	8/1/2044	10,889,510	198,732	123,867	74,865	10,765,643	30,224,967.80
233	9/1/2044	10,765,643	198,732	124,718	74,014	10,640,925	30,298,981.59
234	10/1/2044	10,640,925	198,732	125,576	73,156	10,515,349	30,372,137.95
235	11/1/2044	10,515,349	198,732	126,439	72,293	10,388,910	30,444,430.98
236	12/1/2044	10,388,910	198,732	127,308	71,424	10,261,602	30,515,854.74
237	1/1/2045	10,261,602	198,732	128,184	70,549	10,133,419	30,586,403.25
238	2/1/2045	10,133,419	198,732	129,065	69,667	10,004,354	30,656,070.50
239	3/1/2045	10,004,354	198,732	129,952	68,780	9,874,402	30,724,850.44
240	4/1/2045	9,874,402	198,732	130,846	67,887	9,743,556	30,792,736.95

# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 21							
241	5/1/2045	9,743,556	198,732	131,745	66,987	9,611,811	30,859,723.90
242	6/1/2045	9,611,811	198,732	132,651	66,081	9,479,160	30,925,805.10
243	7/1/2045	9,479,160	198,732	133,563	65,169	9,345,597	30,990,974.33
244	8/1/2045	9,345,597	198,732	134,481	64,251	9,211,116	31,055,225.31
245	9/1/2045	9,211,116	198,732	135,406	63,326	9,075,711	31,118,551.73
246	10/1/2045	9,075,711	198,732	136,337	62,396	8,939,374	31,180,947.25
247	11/1/2045	8,939,374	198,732	137,274	61,458	8,802,101	31,242,405.44
248	12/1/2045	8,802,101	198,732	138,218	60,514	8,663,883	31,302,919.89
249	1/1/2046	8,663,883	198,732	139,168	59,564	8,524,715	31,362,484.08
250	2/1/2046	8,524,715	198,732	140,125	58,607	8,384,590	31,421,091.50
251	3/1/2046	8,384,590	198,732	141,088	57,644	8,243,503	31,478,735.56
252	4/1/2046	8,243,503	198,732	142,058	56,674	8,101,445	31,535,409.64
Year 22							
253	5/1/2046	8,101,445	198,732	143,035	55,697	7,958,410	31,591,107.07
254	6/1/2046	7,958,410	198,732	144,018	54,714	7,814,392	31,645,821.14
255	7/1/2046	7,814,392	198,732	145,008	53,724	7,669,384	31,699,545.08
256	8/1/2046	7,669,384	198,732	146,005	52,727	7,523,379	31,752,272.10
257	9/1/2046	7,523,379	198,732	147,009	51,723	7,376,370	31,803,995.33
258	10/1/2046	7,376,370	198,732	148,019	50,713	7,228,351	31,854,707.87
259	11/1/2046	7,228,351	198,732	149,037	49,695	7,079,314	31,904,402.78
260	12/1/2046	7,079,314	198,732	150,062	48,670	6,929,252	31,953,073.06
261	1/1/2047	6,929,252	198,732	151,093	47,639	6,778,158	32,000,711.67
262	2/1/2047	6,778,158	198,732	152,132	46,600	6,626,026	32,047,311.51
263	3/1/2047	6,626,026	198,732	153,178	45,554	6,472,848	32,092,865.44
264	4/1/2047	6,472,848	198,732	154,231	44,501	6,318,617	32,137,366.27
Year 23							
265	5/1/2047	6,318,617	198,732	155,292	43,440	6,163,325	32,180,806.76
266	6/1/2047	6,163,325	198,732	156,359	42,373	6,006,966	32,223,179.62
267	7/1/2047	6,006,966	198,732	157,434	41,298	5,849,532	32,264,477.52
268	8/1/2047	5,849,532	198,732	158,516	40,216	5,691,016	32,304,693.05
269	9/1/2047	5,691,016	198,732	159,606	39,126	5,531,409	32,343,818.78
270	10/1/2047	5,531,409	198,732	160,704	38,028	5,370,706	32,381,847.22
271	11/1/2047	5,370,706	198,732	161,808	36,924	5,208,897	32,418,770.82
272	12/1/2047	5,208,897	198,732	162,921	35,811	5,045,976	32,454,581.99
273	1/1/2048	5,045,976	198,732	164,041	34,691	4,881,936	32,489,273.08
274	2/1/2048	4,881,936	198,732	165,169	33,563	4,716,767	32,522,836.39
275	3/1/2048	4,716,767	198,732	166,304	32,428	4,550,463	32,555,264.16
276	4/1/2048	4,550,463	198,732	167,448	31,284	4,383,015	32,586,548.59



# AMENITY SUITES

## FINANCIAL PROJECTIONS: Amortization Table

Pmt	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance	Cumulative Interest
Year 24							
277	5/1/2048	4,383,015	198,732	168,599	30,133	4,214,416	32,616,681.82
278	6/1/2048	4,214,416	198,732	169,758	28,974	4,044,658	32,645,655.93
279	7/1/2048	4,044,658	198,732	170,925	27,807	3,873,733	32,673,462.95
280	8/1/2048	3,873,733	198,732	172,100	26,632	3,701,633	32,700,094.87
281	9/1/2048	3,701,633	198,732	173,283	25,449	3,528,350	32,725,543.60
282	10/1/2048	3,528,350	198,732	174,475	24,257	3,353,875	32,749,801.00
283	11/1/2048	3,353,875	198,732	175,674	23,058	3,178,201	32,772,858.89
284	12/1/2048	3,178,201	198,732	176,882	21,850	3,001,319	32,794,709.03
285	1/1/2049	3,001,319	198,732	178,098	20,634	2,823,221	32,815,343.10
286	2/1/2049	2,823,221	198,732	179,322	19,410	2,643,899	32,834,752.74
287	3/1/2049	2,643,899	198,732	180,555	18,177	2,463,344	32,852,929.55
288	4/1/2049	2,463,344	198,732	181,797	16,935	2,281,547	32,869,865.03
Year 25							
289	5/1/2049	2,281,547	198,732	183,046	15,686	2,098,501	32,885,550.67
290	6/1/2049	2,098,501	198,732	184,305	14,427	1,914,196	32,899,977.86
291	7/1/2049	1,914,196	198,732	185,572	13,160	1,728,624	32,913,137.96
292	8/1/2049	1,728,624	198,732	186,848	11,884	1,541,776	32,925,022.25
293	9/1/2049	1,541,776	198,732	188,132	10,600	1,353,644	32,935,621.96
294	10/1/2049	1,353,644	198,732	189,426	9,306	1,164,218	32,944,928.26
295	11/1/2049	1,164,218	198,732	190,728	8,004	973,490	32,952,932.26
296	12/1/2049	973,490	198,732	192,039	6,693	781,451	32,959,625.01
297	1/1/2050	781,451	198,732	193,360	5,372	588,091	32,964,997.48
298	2/1/2050	588,091	198,732	194,689	4,043	393,402	32,969,040.61
299	3/1/2050	393,402	198,732	196,027	2,705	197,375	32,971,745.25
300	4/1/2050	197,375	198,732	197,375	1,357	0	32,973,102.21