

REAL ESTATE INVESTMENT ANALYSIS FORM  
(Data Entry Page)

(Page 1 of 7)

#####

Property Address: 2709 E Columbus Drive

Purchase Price:	75,000
Down Payment:	7,500
Interest Rate on Loan:	10.00 %
Term of Loan:	15 yrs.
Improvement Ratio:	75 %
No. Yrs. of Depreciation:	39.5 yrs.
Scheduled Gross Income:	33,000
Vacancy Rate:	10.00 %
(Operating Expenses)	xxxxxxxxxx
R. E. Taxes:	1,100
Insurance:	2,200
Electricity:	0
Gas:	0
Oil:	0
Water:	2,700
Garbage:	0
Management:	0.00 %
Repairs/Maintenance:	20.00 %
Advertising:	200
Telephone:	0
Other:	0
Other:	0
Other:	0
Other:	0
Annual Growth Rate of Income:	5.00 %
Annual Growth Rate of Expense	5.00 %
Annual Appreciation Rate:	5.00 %
Investor's Tax Bracket:	30.00 %
Capital Gain Tax Rate:	28.00 %
Projected Capital Improvements	2,000
Estimated Buying Costs:	2.00 %
Estimated Sales Costs:	6.00 %

REAL ESTATE INVESTMENT ANALYSIS FORM

(Page 2 of 7)

ACQUISITION DATA		FINANCE SUMMARY		DEPRECIATION (Cost Recovery)							
Price	75,000	Interest %	10.00%	Land	25%	18,750					
Dn. Pymt	7,500	No. Yrs.	15	Improvem	75%	59,750					
Loan Amt	67,500	Mo. P & I	725	No. Yrs.	39.5						
Buy Cost	1,500	Yr. P & I	8,704	Yr. Depr.	1,513						
Cap Impr	2,000										
ANNUAL OPERATING INCOME		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
(Growth Rate)	5.00%		5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Scheduled Gross Income		33,000	34,650	36,383	38,202	40,112	42,117	44,223	46,434	48,756	51,194
- Vacancy Allowanc	10.00%	3,300	3,465	3,638	3,820	4,011	4,212	4,422	4,643	4,876	5,119
EFFECTIVE GROSS INCOME		29,700	31,185	32,744	34,381	36,101	37,906	39,801	41,791	43,880	46,074
ANNUAL OPERATING EXPENSE		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
(Growth Rate)	5.00%		5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
R.E. Taxes		1,100	1,155	1,213	1,273	1,337	1,404	1,474	1,548	1,625	1,706
Insurance		2,200	2,310	2,426	2,547	2,674	2,808	2,948	3,096	3,250	3,413
Electricity		0	0	0	0	0	0	0	0	0	0
Gas		0	0	0	0	0	0	0	0	0	0
Oil		0	0	0	0	0	0	0	0	0	0
Water		2,700	2,835	2,977	3,126	3,282	3,446	3,618	3,799	3,989	4,189
Garbage		0	0	0	0	0	0	0	0	0	0
Management	0.00%	0	0	0	0	0	0	0	0	0	0
Repairs/Maintenan	20.00%	5,940	6,237	6,549	6,876	7,220	7,581	7,960	8,358	8,776	9,215
Advertising		200	210	221	232	243	255	268	281	295	310
Telephone		0	0	0	0	0	0	0	0	0	0
Other		0	0	0	0	0	0	0	0	0	0
Other		0	0	0	0	0	0	0	0	0	0
Other		0	0	0	0	0	0	0	0	0	0
TOTAL OPERATING EXPENSE		12,140	12,747	13,384	14,054	14,756	15,494	16,269	17,082	17,936	18,833
Operating Expense Ratio		40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%
NET OPERATING INCOME		17,560	18,438	19,360	20,328	21,344	22,412	23,532	24,709	25,944	27,241
CAPITALIZATION RATE		23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%

CASH FLOW (BEFORE TAXES)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Net Operating Income	17,560	18,438	19,360	20,328	21,344	22,412	23,532	24,709	25,944	27,241
-Yrly. P & I	8,704	8,704	8,704	8,704	8,704	8,704	8,704	8,704	8,704	8,704
CASH FLOW (BEFORE TAXES)	8,856	9,734	10,656	11,624	12,640	13,707	14,828	16,004	17,240	18,537

TAX BENEFIT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Net Operating Income	17,560	18,438	19,360	20,328	21,344	22,412	23,532	24,709	25,944	27,241
-Annual Interest	6,658	6,444	6,207	5,945	5,656	5,337	4,985	4,595	4,165	3,690
-Annual Depreciation	1,513	1,513	1,513	1,513	1,513	1,513	1,513	1,513	1,513	1,513
Taxable Income	9,389	10,482	11,640	12,870	14,175	15,562	17,035	18,601	20,266	22,039
x Investor's Tax Br	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
TOTAL TAX BENEFIT	-2,817	-3,145	-3,492	-3,861	-4,253	-4,668	-5,110	-5,580	-6,080	-6,612

DEBT REDUCTION	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Beginning Balance	67,500	65,454	63,193	60,695	57,937	54,889	51,522	47,802	43,693	39,154
-Ending Balance	65,454	63,193	60,695	57,937	54,889	51,522	47,802	43,693	39,154	34,139
TOTAL DEBT REDUCTION	2,046	2,261	2,497	2,759	3,048	3,367	3,720	4,109	4,539	5,015

APPRECIATION		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
(Growth Rate)	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Beginning of Year Value		75,000	78,750	82,688	86,822	91,163	95,721	100,507	105,533	110,809	116,350
End of Year Value		78,750	82,688	86,822	91,163	95,721	100,507	105,533	110,809	116,350	122,167
TOTAL APPRECIATION		3,750	3,938	4,134	4,341	4,558	4,786	5,025	5,277	5,540	5,817

REAL ESTATE INVESTMENT ANALYSIS FORM

(Page 4 of 7)

RETURN ON INITIAL EQUITY (Assuming Initial Equity = Down Payment)

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Cash Flow (Before Taxes)	8,856	9,734	10,656	11,624	12,640	13,707	14,828	16,004	17,240	18,537
Tax Benefit	-2,817	-3,145	-3,492	-3,861	-4,253	-4,668	-5,110	-5,580	-6,080	-6,612
Debt Reduction	2,046	2,261	2,497	2,759	3,048	3,367	3,720	4,109	4,539	5,015
Appreciation	3,750	3,938	4,134	4,341	4,558	4,786	5,025	5,277	5,540	5,817
\$ RETURN ON INITIAL EQUITY	11,835	12,787	13,795	14,863	15,993	17,192	18,462	19,810	21,240	22,757
INITIAL EQUITY:										
Down Payment	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
% RETURN ON INITIAL EQUITY	157.80%	170.50%	183.94%	198.17%	213.25%	229.22%	246.16%	264.13%	283.20%	303.43%

RETURN ON TOTAL EQUITY (Assuming Total Equity = Beginning of Year Value - Beginning of Year Loan Balance)

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Cash Flow (Before Taxes)	8,856	9,734	10,656	11,624	12,640	13,707	14,828	16,004	17,240	18,537
Tax Benefit	-2,817	-3,145	-3,492	-3,861	-4,253	-4,668	-5,110	-5,580	-6,080	-6,612
Debt Reduction	2,046	2,261	2,497	2,759	3,048	3,367	3,720	4,109	4,539	5,015
Appreciation	3,750	3,938	4,134	4,341	4,558	4,786	5,025	5,277	5,540	5,817
\$ RETURN ON TOTAL EQUITY	11,835	12,787	13,795	14,863	15,993	17,192	18,462	19,810	21,240	22,757
TOTAL EQUITY:										
Beginning of Year Value	75,000	78,750	82,688	86,822	91,163	95,721	100,507	105,533	110,809	116,350
Beginning of Year Balance	67,500	65,454	63,193	60,695	57,937	54,889	51,522	47,802	43,693	39,154
TOTAL EQUITY	7,500	13,296	19,495	26,126	33,226	40,832	48,985	57,730	67,116	77,196
% RETURN ON TOTAL EQUITY	157.80%	96.17%	70.76%	56.89%	48.13%	42.10%	37.69%	34.31%	31.65%	29.48%

REAL ESTATE INVESTMENT ANALYSIS FORM

(Page 5 of 7)

# ESTIMATED NET SALE PROCEEDS (AFTER TAXES)

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
<b>ADJUSTED COST BASIS</b>										
Original Basis	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500	76,500
+ Capital Improvements`	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
+ Sales Costs 6.00%	4,725	4,961	5,209	5,470	5,743	6,030	6,332	6,649	6,981	7,330
- Accum. Depreciation	1,513	3,025	4,538	6,051	7,563	9,076	10,589	12,101	13,614	15,127
= ADJUSTED COST BASIS	81,712	80,436	79,171	77,919	76,680	75,454	74,243	73,047	71,867	70,703
<b>CAPITAL GAIN</b>										
Sales Price	78,750	82,688	86,822	91,163	95,721	100,507	105,533	110,809	116,350	122,167
- Adjusted Cost Basis	81,712	80,436	79,171	77,919	76,680	75,454	74,243	73,047	71,867	70,703
= CAPITAL GAIN	-2,962	2,252	7,651	13,244	19,041	25,053	31,289	37,762	44,483	51,464
<b>CAPITAL GAIN TAX</b>										
Capital Gain	-2,962	2,252	7,651	13,244	19,041	25,053	31,289	37,762	44,483	51,464
x Capital Gain Tax   28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%
= Tax on Capital Gain	-829	630	2,142	3,708	5,332	7,015	8,761	10,573	12,455	14,410
<b>EST. NET SALE PROCEEDS A/T</b>										
Sales Price	78,750	82,688	86,822	91,163	95,721	100,507	105,533	110,809	116,350	122,167
- Sales Costs	4,725	4,961	5,209	5,470	5,743	6,030	6,332	6,649	6,981	7,330
- Ending Loan Balance	65,454	63,193	60,695	57,937	54,889	51,522	47,802	43,693	39,154	34,139
= Proceeds Before Taxes	8,571	14,533	20,917	27,757	35,089	42,955	51,398	60,467	70,215	80,698
- Capital Gain Tax	-829	630	2,142	3,708	5,332	7,015	8,761	10,573	12,455	14,410
= EST NET SALE PROCEEDS /	9,401	13,903	18,775	24,048	29,758	35,940	42,637	49,894	57,760	66,288

## INTERNAL RATE OF RETURN

INTERNAL RATE OF RETURN	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
INTERNAL RATE OF RETURN	40.36%	66.67%	70.80%	70.61%	69.47%	68.22%	67.11%	66.20%	65.48%	64.92%

## 'DEBT COVERAGE RATIO

DEBT COVERAGE RATIO	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Net Operating Income	17,560	18,438	19,360	20,328	21,344	22,412	23,532	24,709	25,944	27,241
÷ Debt Service (Yr. P & I)	8,704	8,704	8,704	8,704	8,704	8,704	8,704	8,704	8,704	8,704
= DEBT COVERAGE RATIO	2.02	2.12	2.22	2.34	2.45	2.57	2.70	2.84	2.98	3.13

REAL ESTATE INVESTMENT ANALYSIS FORM  
(Summary Report)

(Page 7 of 7)

Date: 15-Oct-99  
Prepared For:  
Prepared By: Norman Linton, The Mahr Co. (813)867-5691  
Property Address: 2709 E Columbus Drive

ACQUISITION DATA	FINANCE SUMMARY			DEPRECIATION (Cost Recovery)						
Price 75,000	Interest %	10.00%		Land 25%	18,750					
Dn. Pymt 7,500	No. Yrs.	15		Improvem 75%	59,750					
Loan Amt 67,500	Mo. P & I	725		No. Yrs.	39.5					
Buy Cost 1,500	Yr. P & I	8,704		Yr. Depr.	1,513					
Cap Impr 2,000										
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
EFFECTIVE GROSS INCOME	29,700	31,185	32,744	34,381	36,101	37,906	39,801	41,791	43,880	46,074
TOTAL OPER. EXPENSES	12,140	12,747	13,384	14,054	14,756	15,494	16,269	17,082	17,936	18,833
Oper. Expense Ratio	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%	40.88%
NET OPERATING INCOME	17,560	18,438	19,360	20,328	21,344	22,412	23,532	24,709	25,944	27,241
CAPITALIZATION RATE	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%	23.41%
CASH FLOW (BEF. TAXES)	8,856	9,734	10,656	11,624	12,640	13,707	14,828	16,004	17,240	18,537
TAX BENEFIT	-2,817	-3,145	-3,492	-3,861	-4,253	-4,668	-5,110	-5,580	-6,080	-6,612
DEBT REDUCTION	2,046	2,261	2,497	2,759	3,048	3,367	3,720	4,109	4,539	5,015
APPRECIATION	3,750	3,938	4,134	4,341	4,558	4,786	5,025	5,277	5,540	5,817
\$ RETURN ON INIT. EQUITY	11,835	12,787	13,795	14,863	15,993	17,192	18,462	19,810	21,240	22,757
CASH FLOW (BEF. TAXES)	118.08%	129.78%	142.07%	154.98%	168.53%	182.76%	197.70%	213.39%	229.86%	247.16%
TAX BENEFIT	-37.56%	-41.93%	-46.56%	-51.48%	-56.70%	-62.25%	-68.14%	-74.40%	-81.07%	-88.16%
DEBT REDUCTION	27.29%	30.14%	33.30%	36.79%	40.64%	44.89%	49.59%	54.79%	60.52%	66.86%
APPRECIATION	50.00%	52.50%	55.13%	57.88%	60.78%	63.81%	67.00%	70.36%	73.87%	77.57%
% RETURN ON INIT. EQUITY	157.80%	170.50%	183.94%	198.17%	213.25%	229.22%	246.16%	264.13%	283.20%	303.43%
% RETURN ON TOT. EQUITY	157.80%	96.17%	70.76%	56.89%	48.13%	42.10%	37.69%	34.31%	31.65%	29.48%

ADJUSTED COST BASIS	81,712	80,436	79,171	77,919	76,680	75,454	74,243	73,047	71,867	70,703
CAPITAL GAIN	-2,962	2,252	7,651	13,244	19,041	25,053	31,289	37,762	44,483	51,464
CAPITAL GAIN TAX	-829	630	2,142	3,708	5,332	7,015	8,761	10,573	12,455	14,410
EST. NET SALE PROCEEDS	9,401	13,903	18,775	24,048	29,758	35,940	42,637	49,894	57,760	66,288
INTERNAL RATE OF RETURN	40.36%	66.67%	70.80%	70.61%	69.47%	68.22%	67.11%	66.20%	65.48%	64.92%
DEBT COVERAGE RATIO	2.02	2.12	2.22	2.34	2.45	2.57	2.70	2.84	2.98	3.13

Note: The information contained in this report is based on certain assumptions, as well as on information which may have been supplied by the client, customer, and/or user of this program. The resulting projections should be considered as estimates only, not as exact results which will be produced. Anyone using or relying on this report or the software program which was used to create the report is advised to seek competent legal, financial, and/or tax advice.