

**CASH FLOW ANALYSIS**



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# Units	Address	City	Zip	Map Code
4	6233-41 Mary Lane Dr 2 houses + 2 ADUs on 2 Parcels	San Diego	92115	
Price	GRM		CAP Rate	
	Current	Market	Current	Market
\$2,798,000	15.2	14.4	4.6%	5.0%
				\$/Unit
				\$699,500
\$/Square Foot (Approx.)	Gross Sq. Ft. (Approx.)	Parcel Size (Approx.)		Yr. Built (Approx.)
\$761.57	3674	12,000	SqFt	1949
		0.28	Acres	

Income Detail				Estimated Annual Operating Expenses				
# Units	Type	Rent	Total	Unit				
<b>Estimated Actual Average Rents</b>				<b>Unit</b>	Advertising	\$0	Management (6% Off Site)	\$11,016
1	7br/3ba	\$7,800	\$7,800	6241-39	Elevator	\$0	Management (On Site)	\$0
1	7br/3ba	\$7,500	\$7,500	6233-35	Gas & Electric	tenant	Licenses & Fees	\$150
					Water & Sewer	tenant	Miscellaneous	\$800
					Landscaping	\$1,920	Pool	\$0
					Trash Removal	tenant	Insurance	\$4,000
					Pest Control	\$360	Taxes	\$31,617
					Maintenance & Re	\$2,400		
<b>Total Monthly Income</b>			<b>\$15,300</b>		<b>Total Annual Operating Expenses (estimated):</b>			<b>\$52,263</b>
<b>Estimated Market Rents</b>				<b>Unit</b>	<b>Expenses Per:</b>			
2	7br/3ba	\$8,100	\$16,200			<b>Unit</b>	<b>\$13,066</b>	
						<b>% of Actual GSI</b>	<b>28%</b>	
						<b>% of Market GSI</b>	<b>27%</b>	
<b>Total Monthly Income</b>			<b>\$16,200</b>					

Estimated Annual Operating Proforma				Financing Summary	
		Actual	Market		
Gross Scheduled Income		\$183,600	\$194,400	<b>Downpayment:</b>	\$400,000
Less: Vacancy Factor	1.5%	\$2,754	\$2,916		<b>14.3%</b>
Gross Operating Income		\$180,846	\$191,484	<b>Interest Rate:</b>	<b>3.500%</b>
Less: Expenses	28%	\$52,263	\$52,263	<b>Amortized over:</b>	<b>30 Years</b>
Net Operating Income		\$128,583	\$139,221	<b>Proposed Loan Amount:</b>	<b>\$2,398,000</b>
Less: 1st TD Payments		(\$129,217)	(\$129,217)	<b>Debt Coverage Ratio:</b>	
Pre-Tax Cash Flow		-\$634	\$10,004	Current:	1.00
Cash On Cash Return		-0.2%	2.5%	Market:	1.08
Principal Reduction		\$46,021	\$46,021		
Total Potential Return (End of Year One)		11.35%	14.0%		

**Comments**

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