

Annual Property Operating Data (APOD) Pro-forma. (ESTIMATE ONLY)

Property Address: 426 Towner Ave NW

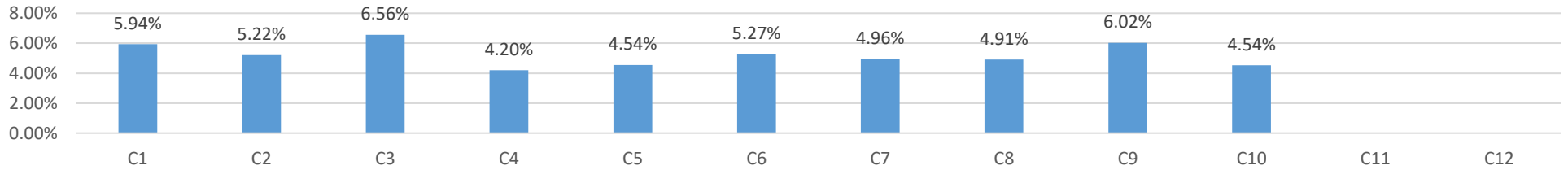
Income					
Unit #	Type	Size	Actual Rent	Market Rent	
426 A	1 / 1	550	\$ 900	\$ 900	
426 B	1 / 1	550	\$ 850	\$ 850	
426 C	1 / 1	641	\$ 700	\$ 875	
426 D	0 / 1	275	\$ 495	\$ 495	
422 A	1 / 1	525	\$ 895	\$ 895	
422 B	2 / 1	650	\$ 925	\$ 925	
Total Sqft:		3,191			
Monthly Rent				\$ 4,940	
Gross Potential Market Income				\$ 59,280	
Less: Vacancy				\$ (2,964)	5%
Gross Operating Income				\$ 56,316	

Expenses					
Real Estate Taxes (2025 taxes)			\$ 5,139	9.1%	
Property Insurance (estimate)			\$ 3,300	5.9%	
Property Management (off-site)			\$ 5,632	10.0%	
Repairs and Maintenance			\$ 2,816	5.0%	
Utilities					
Water		\$ 2,400			
Gas	tenant paid	\$ -			
Electric	Landlord paid	\$ -			
Trash	with water	\$ -			
Sewer	with water	\$ -			
Total Utilities			\$ 2,400		
Reserve for Replacement (CAPEX)			\$ 2,816	5.0%	
Total Operating Expenses			\$ 22,102	39.2%	
Net Operating Income (NOI)			\$ 34,214		

Benchmarks		
Property Metrics		
Purchase Price	\$	565,000
Units		6.00
Age		1950
\$/unit	\$	94,167
\$/sqft	\$	177.06
Gross Rent Multiplier (GRM)		9.53
CAP Rate		6.06%
Debt Service		
Down Payment %		30%
Down Payment \$	\$	169,500
Loan Amount	\$	395,500
Interest Rate		6.75%
Amortization		30
Monthly Payment	\$	2,565
Cash Flow		
Monthly Cash flow	\$	286
CoC Return		2.02%
Annual Increases		
Annual Rent Increase		3.0%
Annual Appreciation		3.5%
Annual Expense Increase		3.0%
Internal Rate of Return (IRR)		
Future Value 10 years	\$	796,988
Mortgage Balance 10 yr	\$	337,365
Equity at 10 years	\$	459,623
10 Year IRR		13.40%

Comparable Sales Analysis

CAP Rate of Sold Properties



#	Address	Units	DOM	Age	List Price	Sale Price	Gross Rent	Sales Date	Sqft	\$/sqft	\$/unit	Avg Rent / Unit	GRM	CAP*
C1	20 Columbia Drive SE	5	177	1940	\$ 575,000	\$ 535,000	\$ 55,788	7/31/2025	3,765	\$ 142.10	\$ 107,000	\$ 930	9.59	5.94%
C2	436 Ross Avenue SE	8	297	1972	\$ 696,778	\$ 698,778	\$ 63,939	11/21/2024	6,112	\$ 114.33	\$ 87,347	\$ 666	10.93	5.22%
C3	421 Edith Boulevard SE	7	88	1935	\$ 790,844	\$ 640,000	\$ 73,650	11/12/2024	4,322	\$ 148.08	\$ 91,429	\$ 877	8.69	6.56%
C4	440 PRINCETON Drive SE	8	212	1973	\$ 799,900	\$ 807,000	\$ 59,424	2/19/2025	5,600	\$ 144.11	\$ 100,875	\$ 619	13.58	4.20%
C5	1023 FRUIT Avenue NW	5	4	1941	\$ 556,660	\$ 556,000	\$ 44,316	9/20/2025	2,758	\$ 201.60	\$ 111,200	\$ 739	12.55	4.54%
C6	25 SAN ANDRES Avenue NV	4	35	1957	\$ 550,000	\$ 535,000	\$ 49,500	9/23/2025	3,475	\$ 153.96	\$ 133,750	\$ 1,031	10.81	5.27%
C7	301 Delamar Loop Loop NW	4	11	1995	\$ 612,598	\$ 631,000	\$ 54,864	3/18/2025	4,226	\$ 149.31	\$ 157,750	\$ 1,143	11.50	4.96%
C8	638 10th Street NW	4	22	1954	\$ 628,881	\$ 591,000	\$ 50,940	1/21/2025	2,517	\$ 234.80	\$ 147,750	\$ 1,061	11.60	4.91%
C9	121 Terrace St SE	6	134	1955	\$ 545,000	\$ 545,000	\$ 57,600	10/20/2025	3,450	\$ 157.97	\$ 90,833	\$ 800	9.46	6.02%
C10	1003-1021 6th Street NW	8	59	1946	\$ 1,040,000	\$ 1,040,000	\$ 82,800	10/23/2025	5,044	\$ 206.19	\$ 130,000	\$ 863	12.56	4.54%
C11														
C12														
Average		5.9	104	1957	\$ 679,566	\$ 657,878	\$ 59,282	5/18/2025	4,127	\$ 165.24	\$ 115,793	\$ 873	11.13	5.22%
Subj.	426 Towner Ave NW	6		1950	\$ 565,000	\$ 565,000	\$ 59,280		3,191	\$ 177.06	\$ 94,167	\$ 823	9.53	6.06%

Average Comparable Sold Property Metrics Applied to Subject Property					
	Comp Avg	Subject	Subj. Value		
Average Rent/unit	\$ 873	\$ 823			
Average\$/unit	\$ 115,793	\$ 94,167	\$ 694,760		
Average \$/sqft	\$ 165	\$ 177	\$ 527,294		
GRM	11.13	9.53	\$ 659,599		
CAP	5.22%	6.06%	\$ 655,885		
Average Comparable Price: 426 Towner Ave NW			\$ 634,384		

*Assumed Market Expense Ratio: 40%
 *Assumed Market Vacancy Rate: 5%

Weichert
 REALTORS
 Image

Market Benchmark Standards by Property Class and Industry

Class A: Newer, high-quality properties in prime locations with top amenities and strong tenants: **lowest risk and return on investment**
Class B: Well-maintained, older or less ideally located properties with solid finishes and tenants: **moderate risk and return on investment**
Class C: Older, lower-quality properties in less desirable areas, often needing significant updates: **higher risk and return on investment**

Market GRM Rates			
	Class A	Class B	Class C
Multi Family Residential	10-14x	8-12x	6-10x

Market CAP Rates			
Property Type	Class A	Class B	Class C
Multi Family Residential	4.0-5.0%	5.0-6.0%	6.0-7.5%
Office	6.0-7.5%	7.0-8.5%	8.0-10.0%
Retail	5.5-6.5%	6.5-7.5%	7.5-9.0%
Industrial	4.5-5.5%	5.5-6.5%	6.5-8.0%
Hospitality	6.0-8.0%	7.5-9.0%	9.0-12.0%
Self Storage	4.5-5.5%	5.5-6.5%	6.5-8.0%
Mobile Home Parks	5.0-6.0%	6.0-7.5%	7.5-10.0%

Market IRR Rates			
Property Type	Class A	Class B	Class C
Multi Family Residential	8-12%	11-15%	14-20%
Office	8-11%	11-14%	15-20%
Retail	9-12%	11-14%	14-18%
Industrial	9-11%	11-14%	13-18%
Hospitality	11-14%	14-18%	18-25%
Self Storage	9-11%	11-14%	14-18%
Mobile Home Parks	9-11%	11-14%	14-18%