

VILLA MENTMORE 3420 SANOSTEE DRIVE | GALLUP, NM



OFFERING MEMORANDUM

CBRE

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EXECUTIVE SUMMARY





VILLA MENTMORE 3420 SANOSTEE DRIVE GALLUP, NM 87301

LIHTC - Family

Price: \$3,968,505 Units: 52 Rentable square feet: 45,136

Year built: 2002 Initial TCCP ends: 2018 Final year of LIHTC restrictions: 2048



PROPERTY FEATURES

- A mix of two- and three-bedroom units featuring an oven, dishwasher, garbage disposal, and washer and dryer connections in select units
- Community amenities include a courtyard, laundry facility, barbecue and picnic area, and playground

DESIRABLE LOCATION

- The property is less than a 10-minute drive from Rio West Mall, which offers major retailers like JCPenney, Verizon Authorized Retailer, Hobby Lobby, and much more
- Villa Mentmore is within 10 miles of a variety of grocery stores including Walmart Supercenter, Family Dollar, Dollar General, and Albertson's
- Albuquerque International Sunport is a little over a two-hour drive from the property and features airlines like Alaska Airlines, American Airlines, Allegiant Airlines, Delta Air Lines, and more



AFFORDABLE RESTRICTIONS

Villa Mentmore currently operates under the Section 42 Low Income Housing Tax Credit (LIHTC) program, and has the following restrictions. Buyer must agree to maintain the affordable restrictions through the extended use period, including operating the property in compliance with state and federal regulatory agreements.

| INITIAL TCCP | ENDS: | 2018 |
|--------------|-------|------|
| | | |

FINAL YEAR OF RESTRICTIONS: 2048

- LIHTC LURA: Restricts 45 units at 40% AMI, 2 units at 50% AMI, and 5 units at 60% AMI
- HOME LURA: Restricts 9 units at 50% AMI
- 4% of the units are occupied by residents utilizing Section 8 vouchers

MCKINLEY COUNTY (MCKINLEY COUNTY, NM)

2020 4-PERSON AMI: \$36,600

| 2020 INCOME LIMITS | 40% AMI | 50% AMI | 60% AMI |
|--------------------|----------|----------|----------|
| 1 person | \$17,440 | \$21,800 | \$26,160 |
| 2 people | \$19,920 | \$24,900 | \$29,880 |
| 3 people | \$22,440 | \$28,050 | \$33,660 |
| 4 people | \$24,920 | \$31,150 | \$37,380 |
| 5 people | \$26,920 | \$33,650 | \$40,380 |
| 6 people | \$28,920 | \$36,150 | \$43,380 |
| | | | |

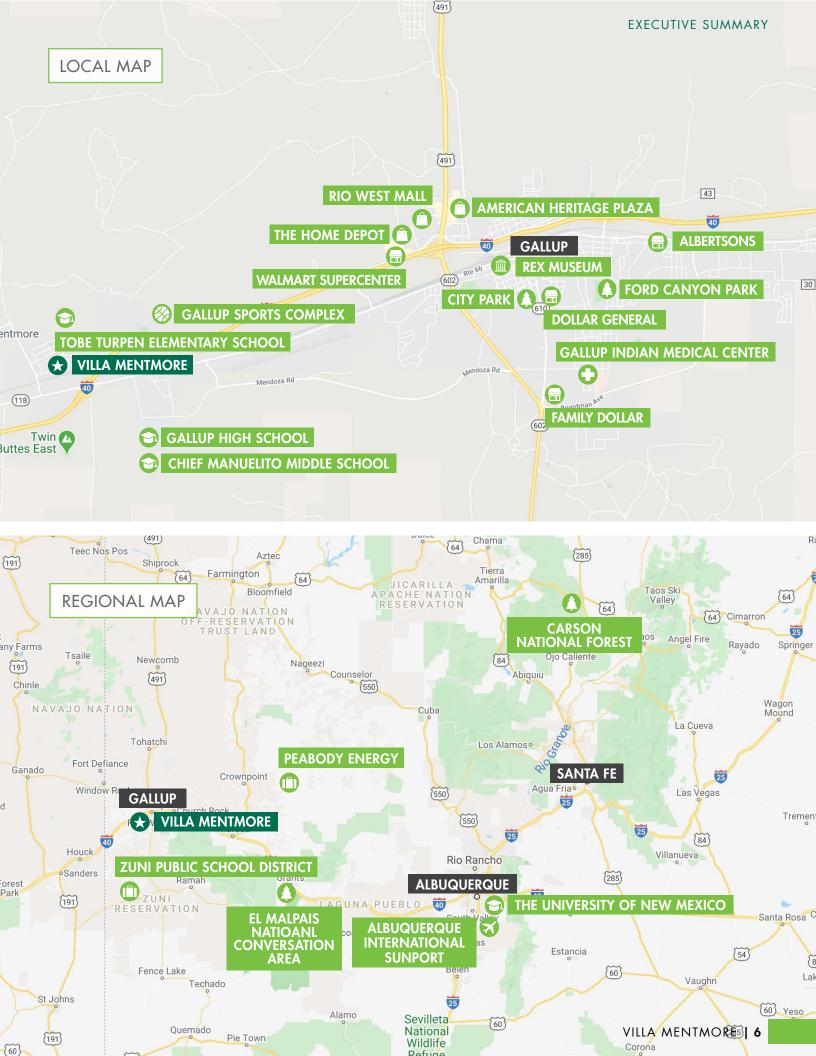


PROPERTY DETAILS

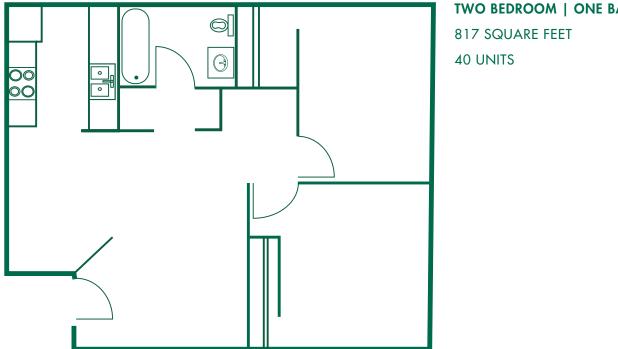
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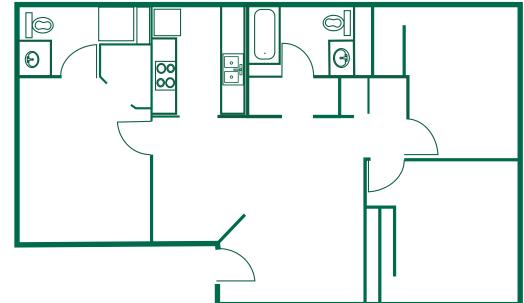
| YEAR BUILT | 2002 | TOPOGRAPHY | Flat |
|-------------------|-------------------------------------|-----------------------|-----------------------------------|
| mber of buildings | 7 WAS | HER/DRYER CONNECTIONS | Yes (in three bedroom units only) |
| NUMBER OF UNITS | 52 | WATER | Not individually metered |
| NUMBER OF STORIES | 2 | ELECTRIC | Individually metered |
| PARCEL NUMBER | 2-111-087-254-067 | GAS | Individually metered |
| ZONING | Multifamily Residential High (MFRH) | FRAMING | Wood |
| LOT SIZE | 2.99 acres | EXTERIOR | Stucco |
| DENSITY | 17.39 units/acre | PARKING SURFACE | Asphalt |
| PARKING SPACES | 104 | ROOF | Shingles |
| PARKING RATIO | 2 spaces/unit | AGE OF ROOF | 18 years |
| LANDSCAPING | Mature trees and xeriscape | | |
| | | | |











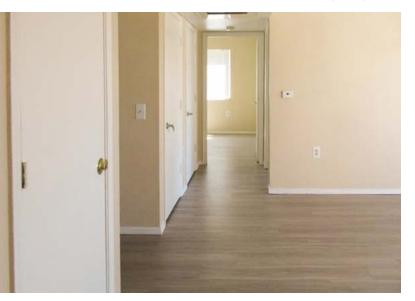
TWO BEDROOM | ONE BATH





UNIT AMENITIES

Oven | Dishwasher | Garbage disposal | Washer and dryer connections in select units











COMMUNITY AMENITIES Courtyard | Laundry facility | Barbecue and picnic area | Playground









LOCATION OVERVIEW

Gallup has a population of 22,105 and is a quaint town nestled along historic route 66. The town offers a suburban feel and is filled with various attractions in arts, culture, and outdoor recreation. Residents can find themselves basking in the red rock beauty of the town that is rich in Native American culture.

ARTS AND CULTURE

Every evening during the summer months, the McKinley Courthouse Square Plaza hosts summer nightly Indian dances that feature a variety of area tribes highlight rattle, flute, and drum instruments. Residents can meet the dancers and musicians after their performance surrounded by local vendors showcasing traditional foods. Cultural junkies can also take part in the Inter-Tribal Ceremonial, taking place in August and features a complete display of precious Indian fine arts which include jewelry, pottery, Navajo rugs, basketry, and much more. In the evening, there is a parade that runs along Route 66 in downtown Gallup with dancers dressed in bright colored attire.

OUTDOOR ADVENTURES

During the first week of December, visitors can take part in the Red Rock Balloon Rally, which brings color to the sandstone bluffs of Gallup. 200 balloons take flight in all different shapes and colors, making it one of the largest in North America since 1981. For a workout with a view, biking is a popular hobby among residents in Gallup. The Gallup North Hogback Trail is just northwest of the Red Rock Motorsports area and is a 20-minute drive from the property. The trail is always open to the public and offers cliff exposure. In addition, the Zuni Mountains features 25 plus miles of trail for running, mountain biking, and hiking.

Gallup also offers a plethora of rodeo events throughout the year. The city puts on the "Best of the Best Rodeo" in June every year showcasing the top contestants from junior high and high school. Rodeos also take place during the early days of the Ceremonial, and pays homage to the horsemanship skills many tribes take pride in.

MAJOR EMPLOYERS

- » GALLUP- MCKINLEY COUNTY SCHOOLS (1,992 EMPLOYEES)
- » GALLUP INDIAN MEDICAL CENTER (1,692 EMPLOYEES)

UTIVE SUMMA

- » WALMART (530 EMPLOYEES)
- » REHOBOTH MCKINLEY CHRISTIAN HOSPITAL (506 EMPLOYEES)
- » CITY OF GALLUP (390 EMPLOYEES)
- » BUREAU OF INDIAN AFFAIRS (323 EMPLOYEES)
- » UNIVERSITY OF NEW MEXICO GALLUP (266 EMPLOYEES)
- » ZUNI PUBLIC SCHOOL DISTRICT (261 EMPLOYEES)
- » PEABODY ENERGY (240 EMPLOYEES)
- » ANDEAVOR/WESTERN REFINING (213 EMPLOYEES)
- » MCKINLEY COUNTY (155 EMPLOYEES)
- » MCKINLEY PAPER/BOP PAPPEL (129 EMPLOYEES)
- » ESCALANTE GENERATING STATION (117 EMPLOYEES)
- » BNSF RAILWAY COMPANY (50 EMPLOYEES)
- » SACRED WINDS COMMUNICATION (44 EMPLOYEES)
- » EL PASO NATURAL GAS COMPANY (23 EMPLOYEES)
- » CONTINENTAL DIVIDE ELECTRIC CO-OP (15 EMPLOYEES)

SCHOOLS

- » TOBE TURPEN ELEMENTARY SCHOOL (0.4 MILE)
- » CHIEF MANUELITO MIDDLE SCHOOL (2.4 MILES)
- » GALLUP HIGH SCHOOL (2.5 MILES)
- » UNM GALLUP (7.4 MILES)

GROCERY STORES

- » SHOP 'N SAVE (4.2 MILES)
- » FAMILY DOLLAR (5.9 MILES)
- » WALMART SUPERCENTER (6.1 MILES)
- » DOLLAR GENERAL (6.4 MILES)
- » ALBERTSONS (8.2 MILES)
- » T&R MARKET (11.4 MILES)
- » JOHN MURPHY GROCERY (22.4 MILES)
- » BASHAS (37.9 MILES)

PARKS AND RECREATION

- » HADDEN PARK (0.3 MILE)
- » GALLUP SPORTS COMPLEX (6.0 MILES)
- » SKY CITY PARK (7.0 MILES)
- » PLAYGROUND OF DREAMS (7.6 MILES)
- » CITY PARK (8.1 MILES)
- FORD CANYON PARK (8.2 MILES)
- » INDIAN HILLS PARK (11.5 MILES)
- » RED ROCK PARK (15.1 MILES)

RETAIL AND RESTAURANTS

- » GAMESTOP (5.3 MILES)
- » DOLLAR TREE (5.3 MILES)
- » RIO WEST MALL (6.0 MILES) JCPENNY, VERIZON AUTHORIZED RETAILER, HOBBY LOBBY, CRACKER BARREL, CHINESE KITCHEN
- » AMERICAN HERITAGE PLAZA (6.0 MILES) BIG LOTS, SAFEWAY, FAMILY DOLLAR, SUBWAY, MCDONALD'S, TACO BELL, DENNY'S, SIZZLER
- THE HOME DEPOT (6.1 MILES)
- » VERIZON AUTHORIZED RETAILER (7.4 MILES)

TRANSPORTATION

» ALBUQUERQUE INTERNATIONAL SUNPORT (150 MILES)

FINANCIAL ANALYSIS



PROPERTY INFORMATION

| Villa Mentmore |
|---------------------|
| 3420 Sanostee Drive |
| Gallup, NM 87301 |
| McKinley County |

| Year Built | 2002 |
|------------------------|----------------|
| Number of Units | 52 |
| Property Type | LIHTC - Family |
| Projected Closing Date | August 1, 2020 |
| Hold Period | 10 Years |

| Purchase Price | \$3,968,505 |
|-------------------------|-------------|
| Per Unit | \$76,317 |
| Per SF | \$88 |
| Total Acquisition Costs | \$4,060,805 |
| Cost Per Unit | \$78,092 |
| Cost Per SF | \$90 |
| Exit Cap Rate | 7.50% |
| Exit Cost of Sale | 4.50% |

| Placed In Service | April 24, 2003 |
|----------------------------------|------------------------|
| End of TCCP | December 31, 2018 |
| Final Year of LIHTC Restrictions | 2048 (Ext Use: 30 Yrs) |
| Qualified Contract Eligible | Yes |
| Right of First Refusal | No |
| Opportunity Zone | Yes |

| Total Debt Aggregate LTV | \$530,000 13.4% |
|-----------------------------|--------------------|
| Aggregate LTC | 13.1% |
| Equity | \$3,530,805 |

SOURCES AND USES

| Uses of Funds | Total \$ | Per Unit \$ |
|---------------------------|-------------|-------------|
| Purchase Price | \$3,968,505 | \$76,317 |
| Due Diligence and Closing | \$35,000 | \$673 |
| Capital Improvements | \$52,000 | \$1,000 |
| Financing Costs | \$5,300 | \$102 |
| Total Uses of Funds | \$4,060,805 | \$78,092 |

| Sources of Funds | Total \$ | Total % |
|------------------------|-------------|---------|
| First Mortgage | \$530,000 | 13.1% |
| Total Debt | \$530,000 | 13.1% |
| Total Equity | \$3,530,805 | 86.9% |
| Total Sources of Funds | \$4,060,805 | 100.0% |

FINANCING ASSUMPTIONS

First Mortgage - New Financing

| Original Loan Amount | \$530,000 | Loan to Value | 13.4% |
|----------------------------------|----------------|--------------------------------|--------------|
| Loan Amount at Start of Analysis | \$530,000 | Loan to Cost | 13.1% |
| Proposed or Existing | Proposed | Term | 10.0 Years |
| Origination Date | August 1, 2020 | Maturity Date | July 1, 2030 |
| Permanent Interest Rate | 4.50% | Amortizing Annual Debt Service | \$32,225 |
| Interest Rate Method | 30/360 | Amortizing DSCR (Year 0) | 1.28 |
| Interest-Only Period (In Months) | 0 | Amortizing DSCR (Year 1) | 1.47 |
| Amortization (In Months) | 360 | | |
| Loan Constant | 6.08% | | |
| Loan Origination Fee | 1.00% | | |
| | | | |

Notes

Analysis reflects new financing.

Potential lender escrow requirements have not been included.

Underwritten loan proceeds based on minimum DSCR requirements using lender NOI of \$40,691. Adjustments include removal of any Section 8 voucher overhang, minimum economic loss requirements, and expense adjustments per Agency guidelines with consideration for historical occupancy and budgeted management changes by a new owner.

UNIT MIX

| Unit Type | AMI % | # of Units | SF | Current Asking Rent | Year 1 Rent Growth | Year 1 Rents | 2020 Max Allowable Rent | Utility Allowance | Net Max Rent |
|-----------|-------|------------|--------|------------------------|-----------------------|-----------------|----------------------------|----------------------|-----------------|
| 2x1 | 40 | 39 | 817 | 426 | 10 | 436 | 495 | 69 | 426 |
| 2x1 | 50 | 1 | 817 | 549 | 12 | 561 | 618 | 69 | 549 |
| 3x2 | 40 | 6 | 1,038 | 480 | 11 | 491 | 571 | 91 | 480 |
| 3x2 | 50 | 1 | 1,038 | 622 | 14 | 636 | 713 | 91 | 622 |
| 3x2 | 60 | 5 | 1,038 | 765 | 17 | 782 | 856 | 91 | 765 |
| Total | | 52 | 45,136 | \$24,490 | \$551 | \$25,041 | \$28,342 | \$3,852 | \$24,490 |
| Average | | | 868 | \$471 | \$11 | \$482 | \$545 | \$74 | \$471 |

Notes

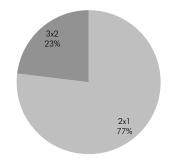
• 4% of the units are occupied by residents utilizing Section 8 vouchers

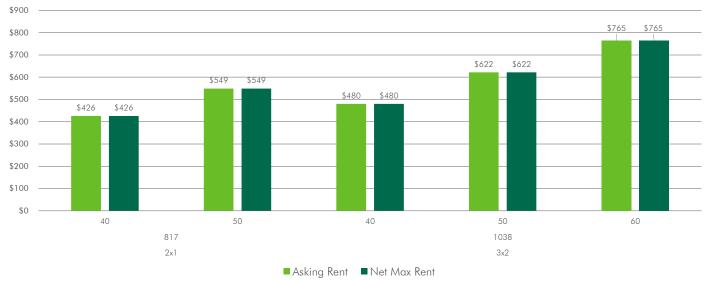
• 5% of the units are ADA compliant with differing square footage

Affordability Restrictions

• LIHTC LURA: Restricts 45 units at 40% AMI, 2 units at 50% AMI, and 5 units at 60% AMI. Restrictions terminate at the end of 2048. The property is qualified contract eligible

• HOME LURA: Restricts 9 units at 50% AMI. Restrictions terminate at the end of 2048





Asking Rents vs. Net Max Rents

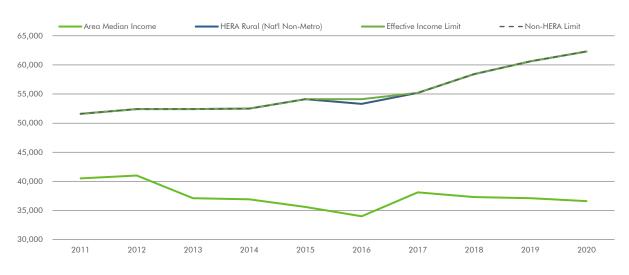
OPERATING HISTORY AND PRO FORMA

| | | March 2020 Trailing 12 Months | | | Year 0 | | | Year 1 | | |
|--|----------|----------------------------------|-----------------|---------|-------------|-----------------|---------|-----------------|-----------------|-----|
| Income | | | <u>Per Unit</u> | | | <u>Per Unit</u> | | | <u>Per Unit</u> | 1 |
| Market Rent | | 293,880 | 5,652 | | 293,880 | 5,652 | | 300,492 | 5,779 | |
| Loss-to-Lease (Gain) | 4.61% | 13,560 | 261 | 4.61% | 13,560 | 261 | 2.75% | 8,264 | 159 | (1) |
| Gross Potential Rent | | \$280,320 | 5,391 | | \$280,320 | 5,391 | | \$292,229 | 5,620 | (2) |
| Vacancy (-) | 3.66% | 10,269 | | 4.50% | 12,614 | | 4.50% | 13,150 | | (3) |
| Bad Debt (-) | 0.64% | 1,781 | | 0.50% | 1,402 | | 0.50% | 1,461 | | `` |
| Concessions (-) | 0.00% | 0 | | 0.00% | 0 | | 0.00% | 0 | | |
| Total Economic Loss | 4.30% | \$12,050 | 232 | 5.00% | \$14,016 | 270 | 5.00% | \$14,611 | 281 | 1 |
| Net Rental Income | | \$268,270 | 5,159 | | \$266,304 | 5,121 | | \$277,617 | 5,339 | 1 |
| Desident Channes | | 5 (50 | | i i | | | | | | i |
| Resident Charges | | 5,650 | 100 | | 5,650 | 100 | | 5,777 | | - |
| Total Other Income Effective Gross Income | | \$5,650 | 109 | | \$5,650 | 109 | | \$5,777 | 111 | 1 |
| Effective Gross Income | | \$273,920 | 5,268 | | \$271,954 | 5,230 | | \$283,394 | 5,450 | - |
| | | March 2020 Tra Months | | | Year 0 | | | Year 1 | | |
| Operating Expenses | | | | | | | | | | |
| Real Estate and Other Taxes | | | | | | | | | | |
| Real Estate Taxes | | 8,768 | | | 8,768 | | | 8,768 | | (4) |
| Personal Property/Other | | 1,392 | | | 1,392 | | | 1,392 | | - |
| Total Real Estate Taxes | | \$10,160 | 195 | | \$10,160 | 195 | | \$10,160 | 195 | |
| Insurance | | | | | | | | A1 A 1 A | | |
| Property | | 20,531 | | | 20,531 | | | 21,044 | | - |
| Total Insurance | | \$20,531 | 395 | | \$20,531 | 395 | | \$21,044 | 405 | |
| Utilities | | | | | 0.000 | | | 0.000 | | |
| Electricity | | 2,330 | | | 2,330 | | | 2,388 | | |
| Gas | | 960 | | | 960 | | | 984 | | |
| Water | | 31,027 | | | 31,027 | | | 31,803 | | |
| Sewer | | 15,992 | | | 15,992 | | | 16,392 | | |
| Garbage Collection | | 9,341 | 1 1 47 | | 9,341 | 1 1 47 | | 9,575 | 1 17/ | - |
| Total Utilities Total Fixed Expenses | | \$59,650 | 1,147 | | \$59,650 | 1,147 | | \$61,141 | 1,176 | - |
| Total Fixed Expenses | | \$90,341 | 1,737 | | \$90,341 | 1,737 | | \$92,346 | 1,776 | 1 |
| Contract Services | | | | | | | | | | |
| Snow Removal | | 274 | | | 274 | | | 281 | | |
| Total Contract Services | | \$274 | 5 | | \$274 | 5 | | \$281 | 5 | |
| Repairs and Maintenance | | | | | | | | | | |
| General Repairs and Maintenar | nce | 24,875 | | | 24,875 | | | 25,497 | | |
| HVAC and Plumbing | | 5,427 | | | 5,427 | | | 5,563 | | |
| Maintenance Supplies | | 2,999 | | | 2,999 | | | 3,074 | | 1 |
| Total Repairs and Maintenance | | \$33,301 | 640 | | \$33,301 | 640 | | \$34,134 | 656 | |
| Marketing and Promotion | | | | | | | | | | |
| Advertising | | 353 | | | 353 | | | 362 | | - |
| Total Marketing and Promotion | | \$353 | 7 | | \$353 | 7 | | \$362 | 7 | |
| Payroll | | 10.0/4 | | | 10.074 | | | 10.10/ | | |
| Manager and Leasing | | 12,864 | | | 12,864 | | | 13,186 | | |
| Maintenance Staff | | 21,455 | 110 | | 21,455 | | | 21,991 | | - |
| Subtotal Payroll | 44 4 004 | \$34,319 | 660 | 44.4004 | \$34,319 | 660 | 44.4004 | \$35,177 | 676 | |
| Payroll Taxes and Benefits | 46.63% | 16,004 | 0/0 | 46.63% | 16,004 | 0/0 | 46.63% | 16,404 | 000 | 1 |
| Total Payroll | 5.49% | \$50,323 | 968 289 | 5.50% | \$50,323 | 968 | 5 E 00/ | \$51,581 | 992 | 1 |
| Management Fee | 5.49% | 15,043 | 289 | 5.50% | 14,957 | 288 | 5.50% | 15,587 | 300 | |
| Administrative Expenses Audit/Accounting Fees | | 2.041 | | | | | | 0 | | /E) |
| Legal and Professional Fees | | 3,241 15,719 | | | 0 15,719 | | | 0 16,112 | | (5) |
| Miscellaneous | | 8,206 | | | 8,206 | | | 8,411 | | |
| Total Administrative | | \$27,166 | 522 | | \$23,925 | 460 | | \$24,523 | 472 | 1 |
| Total Variable Expenses | | \$126,460 | 2,432 | | \$123,133 | 2,368 | | \$126,467 | 2,432 | 1 |
| Compliance and Monitoring Fe | es | 1,546 | | | 1,546 | | | 1,546 | |] |
| Replacement Reserves | | 15,600 | 300 | | 15,600 | 300 | | 15,600 | 300 | |
| Total Expenses | | \$233,947 | 4,499 | | \$230,620 | 4,435 | | \$235,959 | 4,538 | _ |
| Net Operating Income | | \$39,973 | 769 | | \$41,334 | 795 | | \$47,436 | 912 | 1 |
| Expenses As a % of EGI | | 85.41% | | | 84.80% | | | 83.26% | | 1 |
| Cap Rate (Price \$3,968,505) | | 1.01% | | | 1.04% | | | 1.20% | | |
| | | 1.01/0 | | I | 1.04/0 | | | 1.20/0 | | 1 |

INCOME AND EXPENSE NOTES

- (1) Loss-to-Lease: Underwriting assumes all new leases and renewals will be rented at the current asking rents over the first 12 months.
- (2) Gross Potential Rent: Year 0 reflects March 2019 trailing 12 months.
- (3) Vacancy: As of April 15, 2020, the property was 100% occupied. Analysis reflects a stabilized occupancy of 95.5%.
- (4) Real Estate Taxes: Analysis assumes real estate taxes will grow at 3% for the entirety of the hold period.
- (5) Audit/Accounting Fees: Excludes the audit expense which will not be required after a sale.

HISTORICAL RENT AND INCOME LIMITS



Notes

• The property is located in the McKinley County, NM Income Limit Area

• The historical Consumer Price Index data below reflects the Western United States and is obtained from the U.S. Bureau of Labor Statistics

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------------------|--------|--------|--------|--------|--------|--------|----------|--------|--------|
| Percent Below Effective Peal | ĸ | | | | | | | | |
| Area Median Income | | | | | | | 56.5684% | | |
| High Housing Cost (FMR) | | | | | | | 43.84% | | |
| State Non-Metro MFI | | | | | | | 8.75% | | 13.48% |
| HERA Special Bonus | | | | | | | 24.79% | | |
| 4-Person 50% Income Limit | | | | | | | | | |
| Non-HERA | 23,850 | 23,500 | 23,600 | 24,200 | 25,350 | 26,150 | 26,850 | 26,550 | 27,450 |
| % Growth | | -1.47% | 0.43% | 2.54% | 4.75% | 3.16% | 2.68% | -1.12% | 3.39% |
| Effective Limit | 26,200 | 26,200 | 26,250 | 27,050 | 27,050 | 27,600 | 29,200 | 30,300 | 31,150 |
| % Growth | | 0.00% | 0.19% | 3.05% | 0.00% | 2.03% | 5.80% | 3.77% | 2.81% |
| 2-Bedroom Rent at 60% AM | I | | | | | | | | |
| Non-HERA | 645 | 634 | 637 | 654 | 685 | 706 | 726 | 717 | 742 |
| % Growth | | -1.71% | 0.47% | 2.67% | 4.74% | 3.07% | 2.83% | -1.24% | 3.49% |
| Effective Limit | 708 | 708 | 709 | 730 | 730 | 745 | 789 | 819 | 841 |
| % Growth | | 0.00% | 0.14% | 2.96% | 0.00% | 2.05% | 5.91% | 3.80% | 2.69% |

HISTORICAL AMI, NON-HERA RENT, CPI, AND FMR

| Year | Area Median Income | Non-Hera (2BR @ 60%) | Consumer Price Index | 2BR Fair Market Rent | | |
|-----------|--------------------|----------------------|----------------------|----------------------|--|--|
| 2010 | 35,800 | 606 | 221 | 638 | | |
| 2011 | 40,500 13.13% | 636 4.95% | 227 2.84% | 643 0.78% | | |
| 2012 | 41,000 1.23% | 645 1.42% | 232 2.15% | 542 -15.71% | | |
| 2013 | 37,100 -9.51% | 634 -1.71% | 236 1.48% | 626 15.50% | | |
| 2014 | 36,900 -0.54% | 637 0.47% | 240 1.86% | 637 1.76% | | |
| 2015 | 35,600 -3.52% | 654 2.67% | 243 1.17% | 749 17.58% | | |
| 2016 | 34,000 -4.49% | 685 4.74% | 248 1.93% | 658 -12.15% | | |
| 2017 | 38,100 12.06% | 706 3.07% | 255 2.84% | 667 1.37% | | |
| 2018 | 37,300 -2.10% | 726 2.83% | 263 3.35% | 697 4.50% | | |
| 2019 | 37,100 -0.54% | 717 -1.24% | 270 2.69% | 755 8.32% | | |
| 2020 | 36,600 -1.35% | 742 3.49% | 274 1.32% | 714 -5.43% | | |
| | | | | | | |
| 3-Yr Avg | -1.33% | 1.69% | 2.45% | 2.46% | | |
| 5-Yr Avg | 0.72% | 2.58% | 2.43% | -0.68% | | |
| 10-Yr Avg | 0.44% | 2.07% | 2.16% | 1.65% | | |

GROWTH RATES AND OCCUPANCY ASSUMPTIONS

| Year | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
|-----------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Year Ending | Jul-2021 | Jul-2022 | Jul-2023 | Jul-2024 | Jul-2025 | Jul-2026 | Jul-2027 | Jul-2028 | Jul-2029 | Jul-2030 |
| | | | | | | | | | | |
| Income Growth | | | | | | | | | | |
| Rental Income Growth | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% |
| Other Income Growth | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% |
| Economic Loss | | | | | | | | | | |
| Vacancy (-) * | 4.50% | 4.50% | 4.50% | 4.50% | 4.50% | 4.50% | 4.50% | 4.50% | 4.50% | 4.50% |
| Bad Debt (-) * | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% | 0.50% |
| Concessions (-) * | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Total Economic Loss | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| Expense Growth | | | | | | | | | | |
| Real Estate and Other Taxes | 0.00% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Insurance | 2.50% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| Utilities | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Contract Services | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Repairs and Maintenance | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Marketing and Promotion | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Payroll | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Management Fee ** | 5.50% | 5.50% | 5.50% | 5.50% | 5.50% | 5.50% | 5.50% | 5.50% | 5.50% | 5.50% |
| Administrative | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Replacement Reserves | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |

Notes: * Calculated as a percentage of Gross Potential Rent | ** Calculated as a percentage of Effective Gross Income

10-YEAR CASH FLOW

| | Year 0 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
|---|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Period Ending | | Jul-2021 | Jul-2022 | Jul-2023 | Jul-2024 | Jul-2025 | Jul-2026 | Jul-2027 | Jul-2028 | Jul-2029 | Jul-2030 |
| Unleveraged Acquisition Costs | | | | | | | | | | | |
| Purchase Price | 3,968,505 | | | | | | | | | | |
| Due Diligence and Closing | 35,000 | | | | | | | | | | |
| Capital Improvements | 52,000 | | | | | | | | | | |
| Total Unlev. Acq. Costs | \$4,055,505 | | | | | | | | | | |
| | | | | | | | | | | | |
| Income | | | | | | | | | | | |
| Market Rents | 293,880 | 300,492 | 307,253 | 314,167 | 321,235 | 328,463 | 335,854 | 343,410 | 351,137 | 359,038 | 367,116 |
| Loss-to-Lease (%) | 4.61% | 2.75% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% | 1.00% |
| Loss-to-Lease (Gain) | 13,560 | 8,264 | 3,073 | 3,142 | 3,212 | 3,285 | 3,359 | 3,434 | 3,511 | 3,590 | 3,671 |
| Gross Potential Rent | \$280,320 | \$292,229 | \$304,181 | \$311,025 | \$318,023 | \$325,178 | \$332,495 | \$339,976 | \$347,626 | \$355,447 | \$363,445 |
| Vacancy (-) | 12,614 | 13,150 | 13,688 | 13,996 | 14,311 | 14,633 | 14,962 | 15,299 | 15,643 | 15,995 | 16,355 |
| Bad Debt (-) | 1,402 | 1,461 | , 1,521 | 1,555 | 1,590 | 1,626 | , 1,662 | 1,700 | 1,738 | 1,777 | 1,817 |
| Concessions (-) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Economic Loss | \$14,016 | \$14,611 | \$15,209 | \$15,551 | \$15,901 | \$16,259 | \$16,625 | \$16,999 | \$17,381 | \$17,772 | \$18,172 |
| 6 Economic Loss % Economic Loss | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | | | | | | | | | | |
| Total Other Income | \$5,650 | \$5,777 | \$5,907 | \$6,040 | \$6,176 | \$6,315 | \$6,457 | \$6,602 | \$6,751 | \$6,903 | \$7,058 |
| Effective Gross Income | \$271,954 | \$283,394 | \$294,879 | \$301,514 | \$308,298 | \$315,234 | \$322,327 | \$329,580 | \$336,995 | \$344,578 | \$352,331 |
| % Change | -0.72% | 4.21% | 4.05% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% | 2.25% |
| Operating Expenses | | | | | | | | | | | |
| Real Estate and Other Taxes | 10,160 | 10,160 | 10,414 | 10,674 | 10,941 | 11,215 | 11,495 | 11,782 | 12,077 | 12,379 | 12,688 |
| Insurance | 20,531 | 21,044 | 22,096 | 23,201 | 24,361 | 25,579 | 26,858 | 28,201 | 29,611 | 31,092 | 32,647 |
| Utilities | 59,650 | 61,141 | , 62,670 | 64,237 | 65,842 | 67,488 | 69,176 | 70,905 | 72,678 | , 74,495 | , 76,357 |
| Contract Services | 274 | 281 | 288 | 295 | 302 | 310 | 318 | 326 | 334 | 342 | 351 |
| Repairs and Maintenance | 33,301 | 34,134 | 34,987 | 35,862 | 36,758 | 37,677 | 38,619 | 39,584 | 40,574 | 41,588 | 42,628 |
| Marketing and Promotion | 353 | 362 | 371 | 380 | 390 | 399 | 409 | 420 | 430 | 441 | 452 |
| Payroll | 50,323 | 51,581 | 52,871 | 54,192 | 55,547 | 56,936 | 58,359 | 59,818 | 61,314 | 62,847 | 64,418 |
| | | | | | - | | | - | | | |
| Management Fee | 14,957 | 15,587 | 16,218 | 16,583 | 16,956 | 17,338 | 17,728 | 18,127 | 18,535 | 18,952 | 19,378 |
| Administrative | 23,925 | 24,523 | 25,136 | 25,765 | 26,409 | 27,069 | 27,746 | 28,439 | 29,150 | 29,879 | 30,626 |
| Replacement Reserves | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 | 15,600 |
| Total Expenses | \$230,620 | \$235,959 | \$242,197 | \$248,335 | \$254,653 | \$261,158 | \$267,854 | \$274,749 | \$281,849 | \$289,160 | \$296,691 |
| Net Operating Income | \$41,334 | \$47,436 | \$52,682 | \$53,179 | \$53,644 | \$54,077 | \$54,473 | \$54,831 | \$55,146 | \$55,417 | \$55,640 |
| % Change | 3.40% | 14.76% | 11.06% | 0.94% | 0.88% | 0.81% | 0.73% | 0.66% | 0.58% | 0.49% | 0.40% |
| Gross Sale Proceeds | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 744,146 |
| Less Existing Debt Balance | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 424,474 |
| Less Cost of Sale | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 33,487 |
| Net Sale Proceeds | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$286,185 |
| First Mortgage - New Financing | | | | | | | | | | | |
| Principal Payments | | 8,550 | 8,943 | 9,354 | 9,783 | 10,233 | 10,703 | 11,195 | 11,709 | 12,247 | 12,809 |
| Interest Payments | | 23,675 | 23,282 | 22,871 | 22,442 | 21,992 | 21,522 | 21,031 | 20,516 | 12,247 | 12,807 |
| | | 23,075 | 23,282 | 22,0/1 | 22,442 | 21,992 | 21,522 | 21,031 | 20,518 | 19,978 | 19,410 |
| Mortgage Repaid | (530,000) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mortgage Funding Proceeds | | | | | | | | | | | |
| Loan Fees Total DS - First Mortgage | 5,300 (\$524,700) | 0 \$32,225 | 0 | 0 \$32,225 | 0 \$32,225 |
| Net Cash Flow | | \$15,211 | \$20,457 | \$20,953 | \$21,419 | \$21,851 | \$22,248 | \$22,605 | \$22,921 | \$23,192 | \$23,415 |
| | 100 500 00 | A1 5 A1 5 | AAA 45- | 400.055 | *** | 601.05- | <u> </u> | 600 (0- | 400.00- | 400 14- | **** |
| Total Lev. Cash Flow Debt Service Coverage Ratio | (\$3,530,805) | \$15,211 1.47 | \$20,457 1.63 | \$20,953 1.65 | \$21,419 1.66 | \$21,851 1.68 | \$22,248 1.69 | \$22,605 1.70 | \$22,921 1.71 | \$23,192 1.72 | \$309,600 1.73 |
| Debi service Coverage Kallo | | 1.4/ | 1.03 | 1.05 | 1.00 | 1.00 | 1.07 | 1.70 | 1.71 | 1.72 | 1./3 |



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