

Investment Analysis*						
205 Maple St. Santa Cruz			11 Units		Price: \$ 2,695,000	
Unit Types and Monthly Income:						
Total Building Area: 3,680 SF			Age/Year Built 2002			
Parcel Size: 6,011 SF			Covered Parking (Striped): 4			
Zoning: CC			Price/SF \$732.34			
Type of Construction: Wood/Stucco			Price/Unit \$245,000			
Unit	Unit Type	Unit Size	Rent:	Rent/SF	Proforma Rent	Rent/SF
1	SRO Studio/View	350	\$ 1,595	\$4.56	\$ 1,695	\$4.84
2 Measure O	SRO Studio/View	350	\$ 875	\$2.50	\$ 999	\$2.85
3	SRO Studio	350	\$ 1,295	\$3.70	\$ 1,495	\$4.27
4 Measure O	SRO Studio	350	\$ 831.39	\$2.38	\$ 999	\$2.85
5	SRO Studio	315	\$ 1,475	\$4.68	\$ 1,550	\$4.92
6	SRO Studio	315	\$ 1,125	\$3.57	\$ 1,550	\$4.92
7	SRO Studio/Loft	330	\$ 1,350	\$4.09	\$ 1,595	\$4.83
8	SRO Studio/Loft	330	\$ 1,325	\$4.02	\$ 1,595	\$4.83
9	SRO Studio/Loft	330	\$ 1,595	\$4.83	\$ 1,595	\$4.83
10	SRO Studio/View	310	\$ 1,595	\$5.15	\$ 1,595	\$5.15
11	SRO Studio/View	350	\$ 1,450	\$4.14	\$ 1,595	\$4.56
	Parking		\$ 115		\$ 115	
	Laundry		\$ 102	Avg/mo	\$ 102	Avg/mo
Total		3,680	\$ 14,728		\$ 16,480	
Projected Monthly and Annual Costs:						
Proposed Financing:				Monthly Operating Expenses:		
Purchase Price:	\$ 2,695,000			Taxes:	\$ 2,695.00	
Down Payment/Percent:	\$ 1,347,500	50%		Insurance	639.75	
Loan/LTV: ** See Note Below	\$ 1,347,500	50%		Water/Sewer/Garbage	1,050.67	
Interest Rate (ARM):	4.00%			Cleaning/Turnover	200.00	
Fixed Loan Term:	10	Years		Management 6.0%	883.70	
Amortization Period:	30	Years		PG&E	334.33	
Debt Service Coverage:	1.21			Landscaping	253.33	
Debt Service Covg./projected:	1.48	**		Leasing Fees	329.75	
Loan Costs:	\$ 20,213	1.50%		Maintenance	459.42	
Monthly Debt Service	\$ 6,493.84			Avg. Monthly Expenses:	\$ (6,845.95)	
Annual Debt Service	\$ 77,926.06			Annual Op. Expenses:	\$ (82,151.44)	
Financial Analysis:						
(Using Existing Income):			(Using Projected Income):			
Existing Gross Income	\$ 176,741	GSI	Projected Gross Income:	\$ 197,760		
Operating Expenses:	\$ (82,151.44)	46%	Operating Expenses:	\$ (82,151.44)		
Existing Net Op. Income	\$ 94,589.24	NOI	Projected Net Op. Income	\$ 115,608.56		
Less Annual Debt Service:	\$ (77,926.06)	-44%	Less Annual Debt Service:	\$ (77,926.06)		
Annual Cash Flow:	\$ 16,663.18	9%	Annual Cash Flow:	\$ 37,682.50		
Depreciation@50%land value	\$ 49,000.00	27.5 Yr.	Depreciation@50%land value	\$ 49,000.00		
Tax Savings@40%Bracket	\$ 19,600.00		Tax Savings@40%Bracket	\$ 19,600.00		
Net Cash Benefit	\$ 36,263.18		Net Cash Benefit	\$ 57,282.50		
GRM (Including Laundry)	15.2	GRM	GRM (Including Laundry)	13.6		
Estimated Cap Rate*	3.5%	CAP	Projected Cap Rate	4.3%		
Current Rent/S.F.	\$ 4.00		Projected Rent/S.F.	\$ 4.48		

* Includes projected management cost. All information provided for estimate purposes only and should be verified.

** Most likley loan source for SRO financing is a Local Credit Union or Relationship Bank