



Heroes Housing Condos

Tom Voutsos & Dan Vollman | April 2021



2021 Real Estate Impact Investing Competition

Agenda

- **Executive Summary**
- Social Issues & Our Approach
- Investment Plan
- Appendix

The Heroes Housing team consists of two Chicago Booth students that share a common vision

The Team



Tom Voutsos

After graduating from Notre Dame with a degree in Finance, Tom commissioned as an officer in the United States Marine Corps. Tom served with 2d Battalion 8th Marines as the Maintenance Management Officer and the Logistics Current Operations Officer. Following his time in the Marines, Tom joined TRU Colors, a start-up brewery in Wilmington, North Carolina that hired active gang members in order to reduce gun violence in the city. After working with the company for six months, the CEO and founder made Tom the President. As President, Tom re-focused the company on its social mission and employee development as TRU Colors brewery was being built. Tom is now a current student at Booth.



Dan Vollman

Dan is a current student at Chicago Booth. Through HHC, Dan hopes to put his passion for social welfare projects that focus on improving income equality to work by helping provide essential healthcare workers in lower income regions across the country with a path to home ownership. Dan's professional background has been primarily focused on investing in healthcare services companies, most recently at Water Street Healthcare Partners, a healthcare-focused private equity firm located in Chicago. Prior to Water Street, Dan worked as an investment banking associate at Goldman Sachs and as an associate in UnitedHealth Group's Corporate M&A group. Outside of work, Dan is an investor in a property in Oak Park, Illinois, that serves the needs of tenants that come from a variety of racial and socio-economic backgrounds.

We are Heroes Housing, a real estate social impact firm looking to reduce the wealth gap

**Executive
Summary**

- The Austin neighborhood of Chicago (“Austin”) has had to combat elevated rates of poverty and violence during recent years, but is now poised for a re-birth – strong community organizations, a renewed focus from city government, and a stabilized population point to future growth and development
- Heroes Housing (“HH”) supports the revitalization of the community by offering healthcare workers that live in Austin a pathway to home ownership
- By taking advantage of affordable housing stock and leveraging strategic partnerships, Heroes Housing will provide the needed capital and connect the many resources available to make homeownership possible for healthcare workers in the community (*business model discussed on pgs. 11 & 12*)
 - Heroes Housing will acquire five multi-family apartment buildings in Austin and complete renovations over the next two years
 - HHC will work with its employer partner, Loretto Hospital, to identify tenants that will fit homeownership criteria
 - Heroes Housing offers future homeowners financial counseling resources and guides them through the homebuying process
- At inception, HHC will purchase five multifamily commercial properties north of Columbus Park in the Austin neighborhood
 - The initial investment is valued at ~\$8.4 million and will be funded with \$3.6 million of equity capital (~44% of the upfront capital sources) and \$4.7 million of debt financing (56%), with the debt to be funded through community banks and credit organizations
 - As part of the program, HHC anticipates liquidity events will occur ratably between years 5 and 10, at which time residents will acquire the units in which they have lived in
- **Based on preliminary estimates, the investment is expected to generate a return on invested capital of 2.2x and a levered IRR of ~11.1% ⁽¹⁾**

(1) Assumes exit at \$130,000 per unit. See “Investment Plan” section with further background on financial assumptions.

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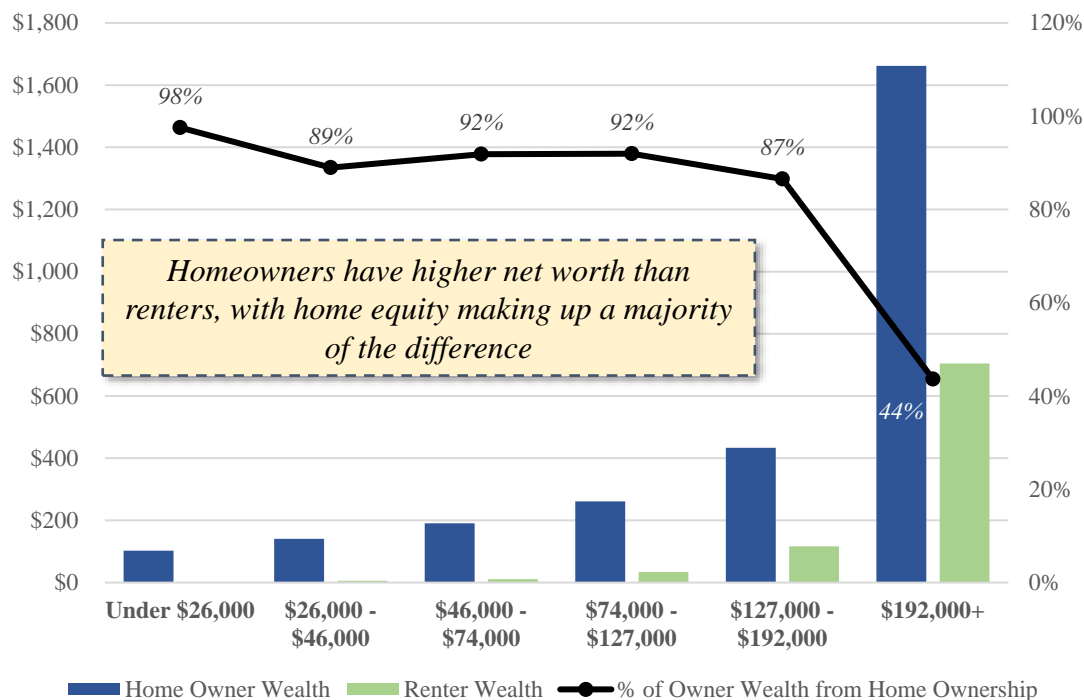
The wealth gap in our country continues to rise, and the primary factor in wealth disparity is differing rates of homeownership ⁽¹⁾; the largest financial asset that most Americans own is a home ⁽²⁾

The Wealth Gap

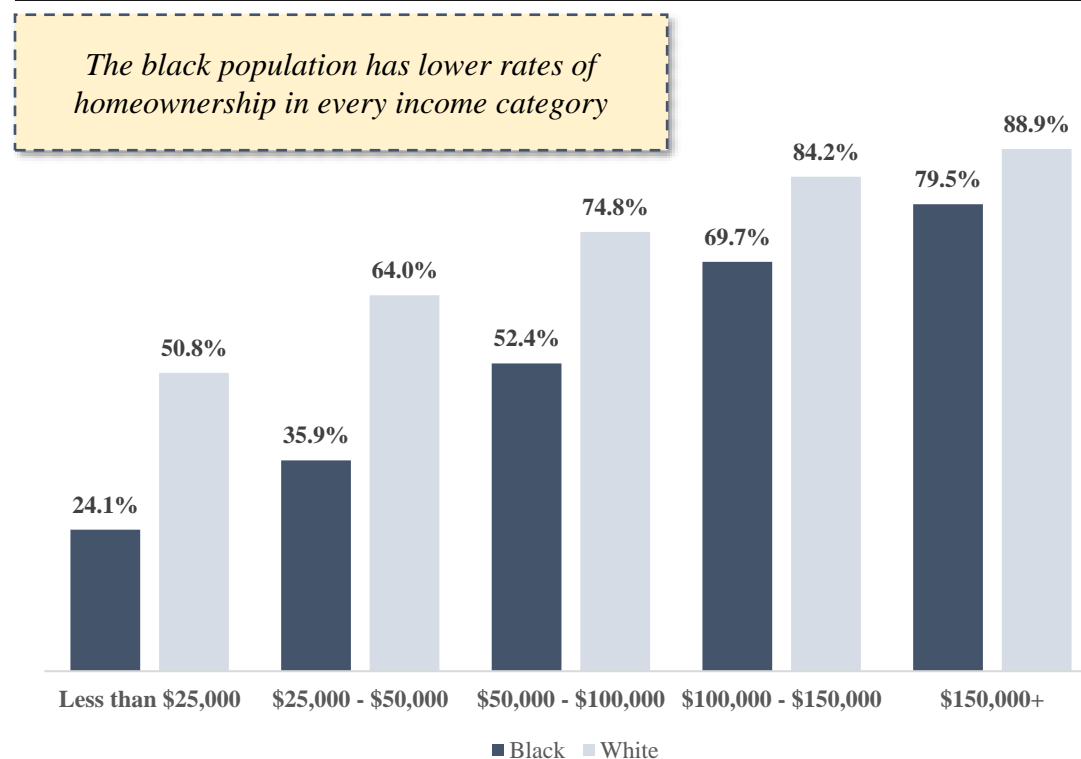
- Owners have a higher net worth relative to renters in every income category
- This especially negatively effects Black homeowners, who have lower rates of ownership in every income category

Housing Component of Net Worth ⁽¹⁾

Housing Share of Median Net worth by Tenure Status and Income (\$ in thousands)



Homeownership Rate by Household Income ⁽²⁾

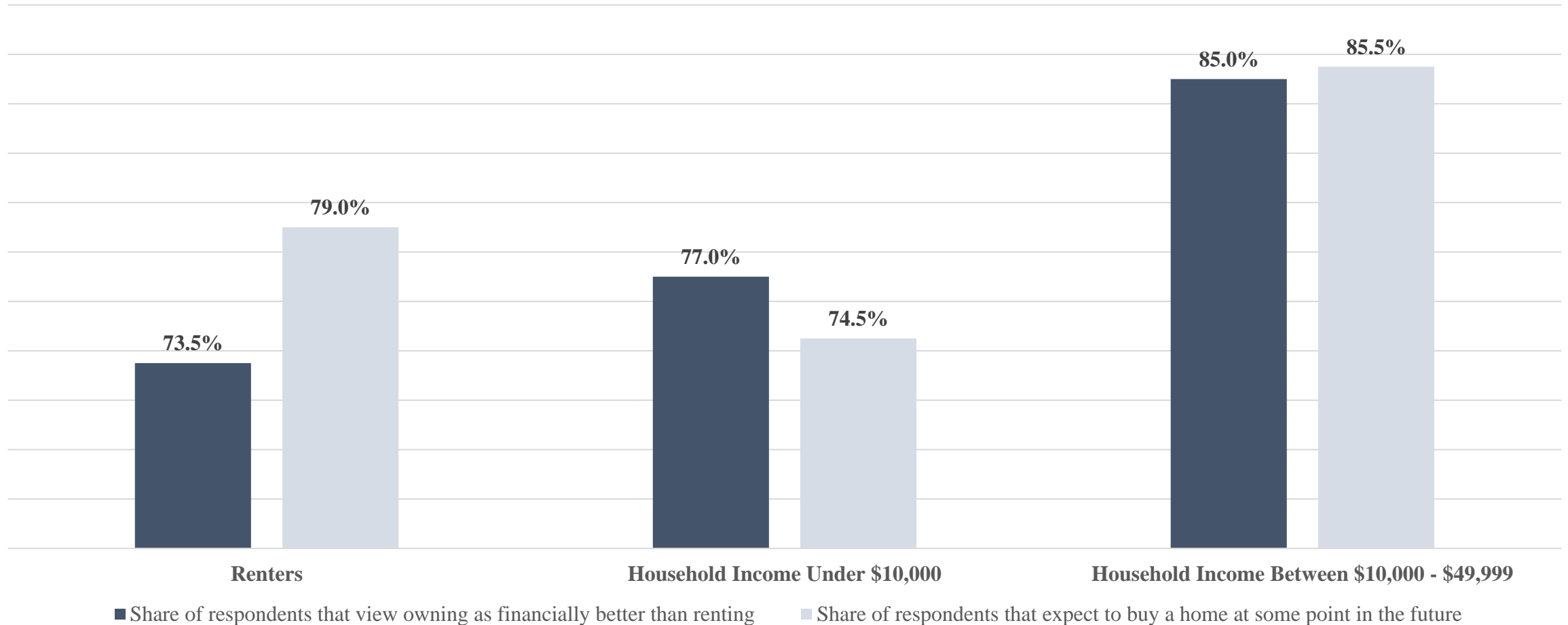


(1) Per First American Calculations, Survey of Consumer Finances, 2019.

(2) 2017 American Community Survey from the Urban Institute.

Harvard's Joint Center for Housing Studies conducted studies demonstrating that differences in homeownership is not based on preference

The Wealth Gap

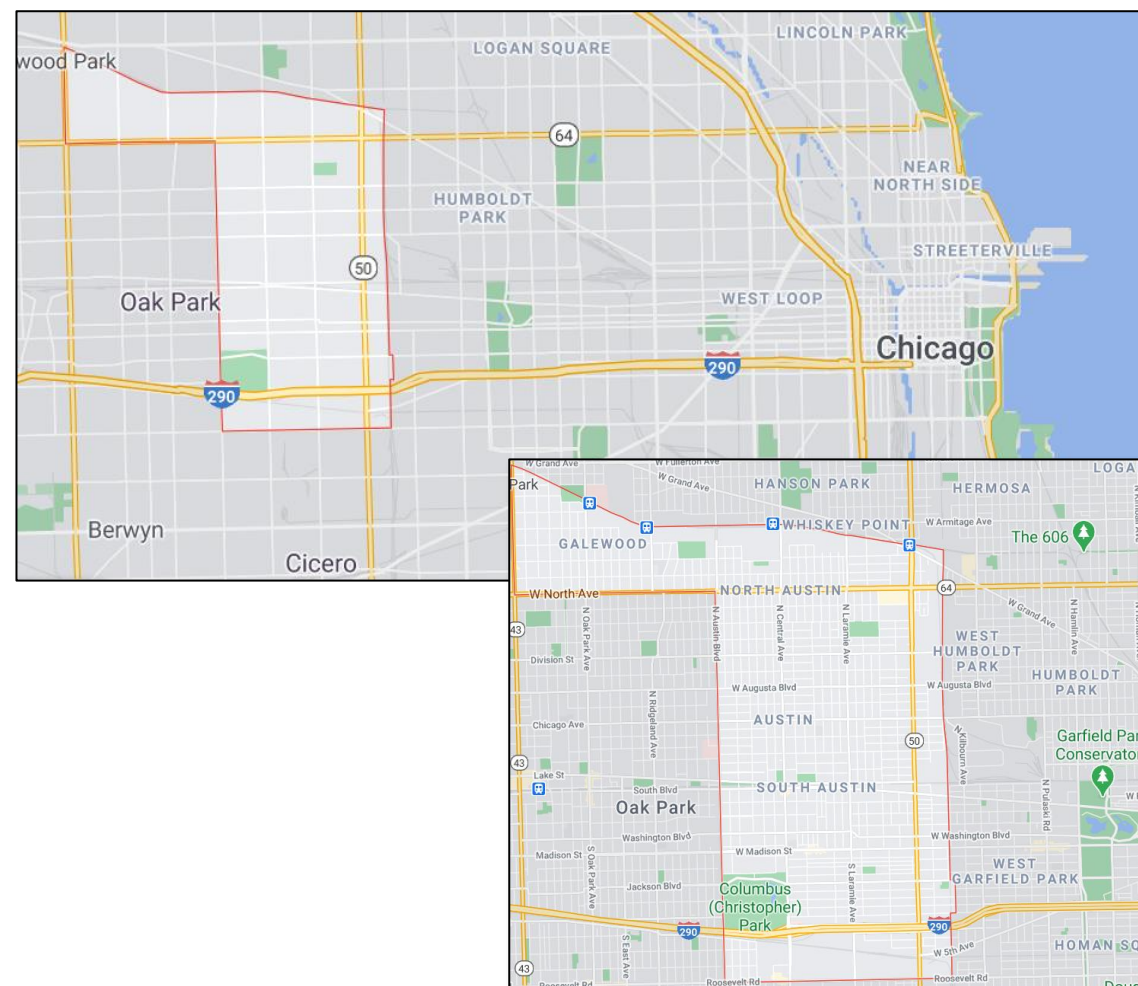


The housing market in particular fails healthcare workers living in low-income areas – we see an opportunity to provide a housing solution to healthcare workers living in Austin

Demographics and Opportunity

Overview (1)

- The Austin neighborhood is located approximately 15 minutes from downtown Chicago and is adjacent to the first western suburb of Chicago – Oak Park
- The specific census tracts where the multifamily residential properties are located, Census Tracts 252000 and 252100, have 6,964 residents.
 - The median income is \$31,634, and 28.6% of households are below the poverty line
 - Loretto Hospital, located just east of Census Tract 252000, is the largest employer in the Austin neighborhood.
 - Additional large hospital, West Suburban Medical Center, is located on Austin Blvd. in Oak Park
 - Over 1,800 people work in healthcare related fields in Austin
 - Certified nursing assistants make on average \$15 per hour, which is 50% of Chicago's area median income (AMI; \$15 represents the median income of Austin



Austin Coming Together, an organization spearheading collective impact efforts in Austin, worked with the Local Initiatives Support Corporation (LISC) to create a Quality of Life Plan (QLP) in 2018

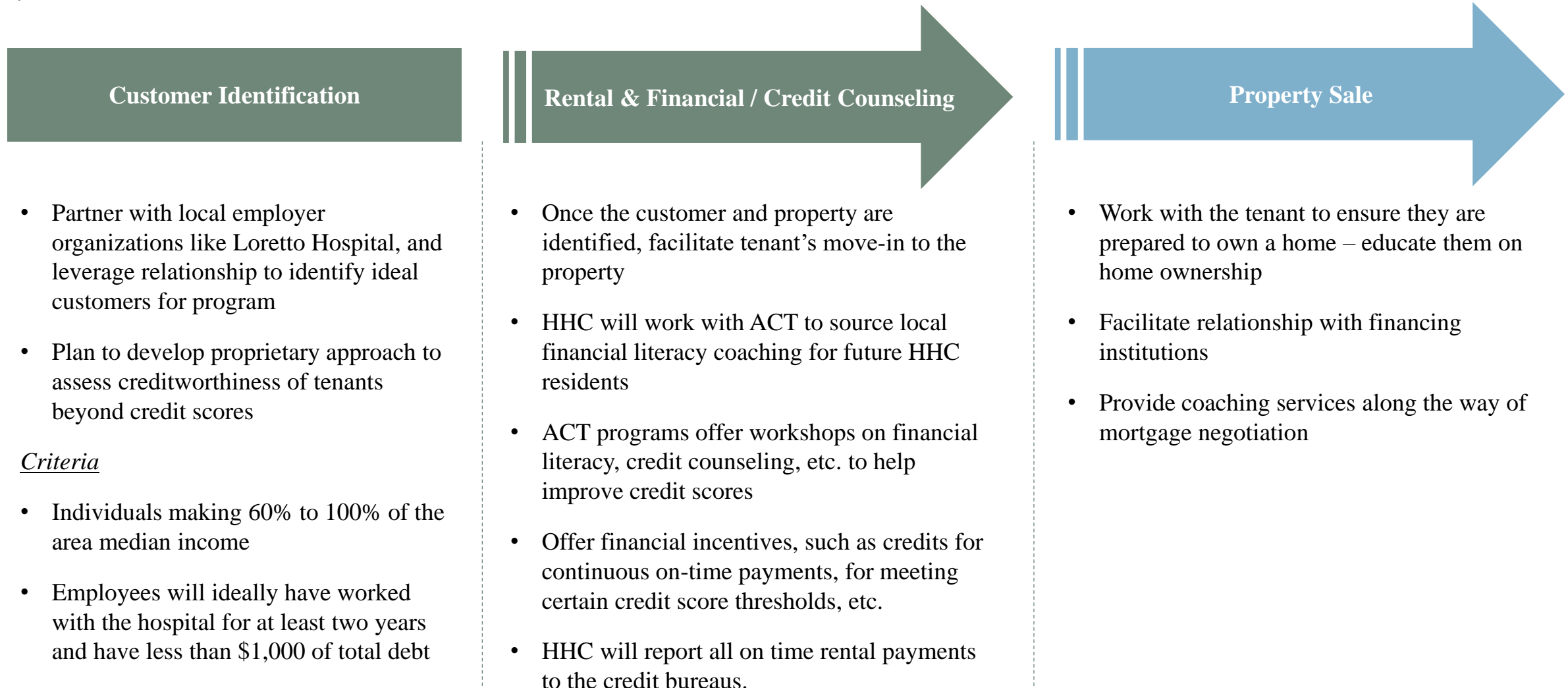
Austin Coming Together

- Strategy 1 in the housing section states, “Increase the amount of owner-occupied housing stock in Austin by local stakeholders”
- The first three measures of success in the housing section of the QFP are:
 1. Decrease number of vacant properties
 2. Increase the percentage of Austin residents who are homeowners
 3. Increase number of community-based developers willing to provide affordable housing



Heroes Housing has developed a process to take healthcare workers living in the Austin area from renter to homeowner. This is how we do it...

The Process



When the tenant is ready to buy – we are there to help facilitate that process! We provide access to financing sources and counseling services that guide them through the home-buying process

Home Sale

Are you ready to be a home owner?

We work with our tenants to determine when the right time is to buy, and generally look to see that the renters have checked the following boxes:

- ✓ *Completed Heroes Housing financial literacy / credit counseling programs*
- ✓ *Made on-time rental payments for last 12 months*
- ✓ *Credit score of 620*
- ✓ *Built adequate savings for down payment on home and safety net*

Ready to Buy!

Process of home buying

Assess preparedness to buy

Connect renters with local
lenders / community banks

Provide financial incentives
to renters in transition

Sell property to tenant

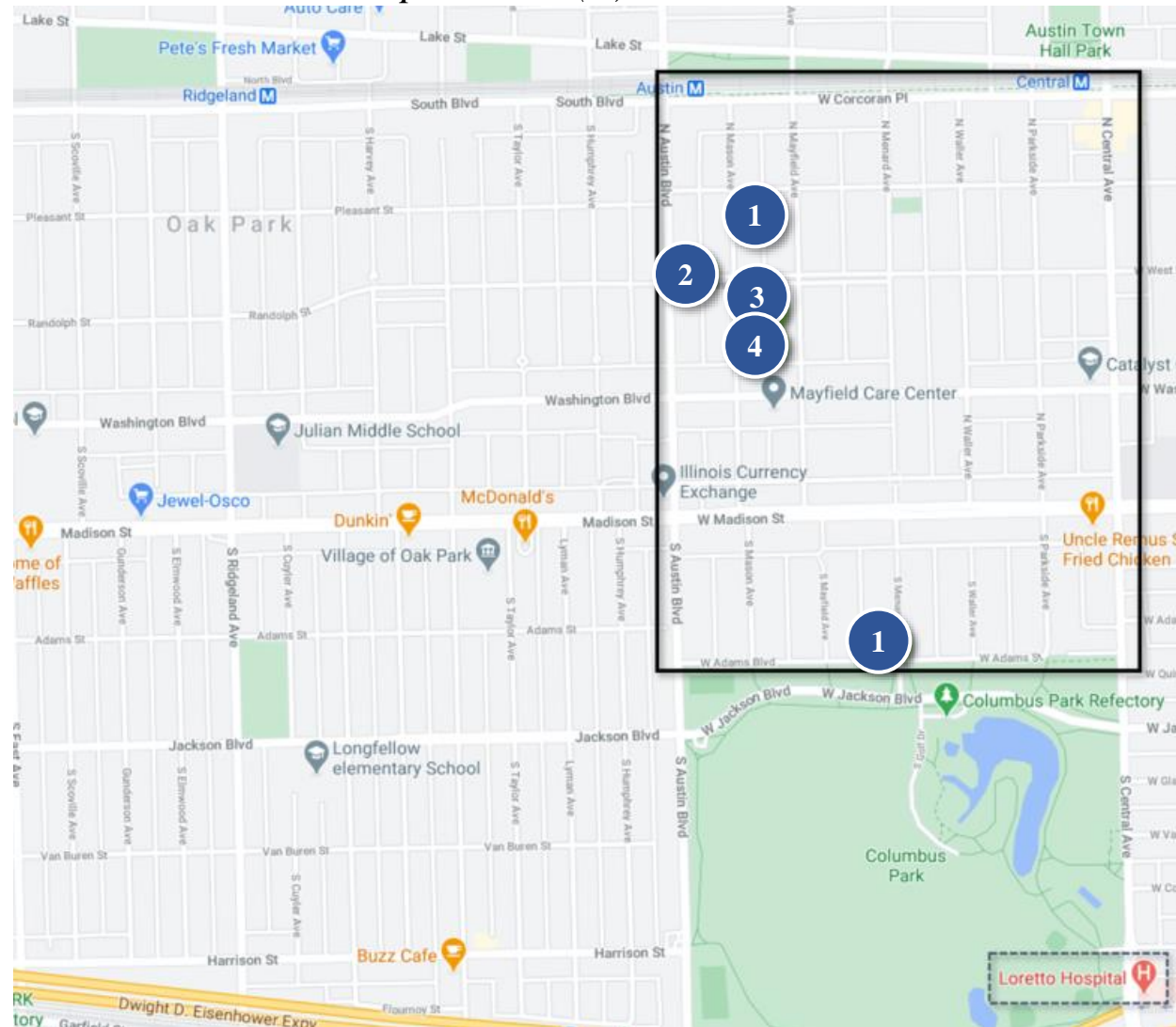
Heroes Housing provides counseling / coaching throughout process

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Five properties were selected based on their strategic locations: (i) minutes from the Chicago “L” train and Loretto Hospital, and (ii) located close to each other to allow resources to be leveraged

Property Locations



5800 W. Adams St.



5931 W. End Ave.



145 N. Mason Ave.



129-131 W. Austin Ave.



243-45 N. Mason Ave.

HHC has carefully evaluated the market and hand-picked the following properties for investment due to their strategic locations, construction integrity and strong existing rental base

Property Details

- Purchase consists of five properties with 83 total units (33 1-bedroom apartments, 44 2-bedroom apartments and six 3-bedroom apartments)
- The total purchase price for the five properties is ~\$6.8 million, representing an average price per unit of \$82k, in-line with market comparables
- Estimated pro forma Year 1 Net Operating Income of ~\$385k (before TI, leasing commissions, reserves)
- Implied capitalization rate of ~6% based on current purchase price and estimated NOI; on a normalized basis, cap. rate is approximately ~8%

Property #:	1	2	3	4	5	Consolidated
Property Details						
Address:	5800 W Adams St.	145 N. Mason Ave.	243-45 N. Mason St.	5931 W. End Ave.	129-131 N. Austin Ave.	
City:	Chicago	Chicago	Chicago	Chicago	Chicago	
State:	IL	IL	IL	IL	IL	
Total Purchase Price	\$540,000	\$2,160,000	\$960,000	\$2,000,000	\$1,105,000	\$6,765,000
Purchase Price / Units:	\$90,000	\$80,000	\$80,000	\$80,000	\$85,000	\$81,506
# of Units:	6	27	12	25	13	83
1 Bd 1 Bth	-	21	-	6	6	33
2 Bd 1 Bth	-	6	12	19	7	44
3 Bd 2 Bth	6	-	-	-	-	6
Pro Forma Year 1 NOI	\$45,489	\$108,393	\$54,838	\$114,557	\$62,250	\$385,527
Pro Forma Normalized NOI	\$69,075	\$160,439	\$77,758	\$162,787	\$87,745	\$557,804
Pro Forma Capitalization Rate	8.4%	5.0%	5.7%	5.7%	5.6%	5.7%
Pro Forma Normalized Cap. Rate	12.8%	7.4%	8.1%	8.1%	7.9%	8.2%

Based on the cash-flow characteristics of the properties, the maximum leverage available is estimated to be \$4.7 million

Financing Considerations

Overview

- The deal team anticipates funding the initial investment with a mix of equity and debt capital to maximize levered returns, while protecting against downside market risk
- The current structure contemplates using a fairly conservative capital stack, given the inherent riskiness of the investment
- To determine the maximum loan amount, the deal team has included calculations of the debt coverage ratio and loan-to-value ratio, and expects to use the lesser of the two amounts
 - Debt Coverage Ratio: 1.67x
 - Loan-To-Value Ratio: 70% (further diligence required)
- Based on the calculations, a maximum loan amount of approximately \$4.7 million is believed to be reasonable based on the properties' collective ability to service the debt

Maximum Leverage Calculations

1) Debt Coverage Ratio

5800 W Adams St. Normalized NOI	\$69,075
145 N. Mason Ave. Normalized NOI	\$160,439
243-45 N. Mason St. Normalized NOI	\$77,758
5931 W. End Ave. Normalized NOI	\$162,787
129-131 N. Austin Ave. Normalized NOI	\$87,745
Total Normalized NOI	\$557,804
Debt Coverage Ratio	1.67
Available for Debt Service	\$334,014
Loan Constant ⁽¹⁾	6.5%
Loan Amount (Rounded)	\$5,126,500

2) Loan-to-Value Ratio

Initial Purchase Price ⁽²⁾	\$6,765,000
Loan-to-Value Ratio	70%
Loan Amount (Rounded)	\$4,735,500

Maximum Loan Amount	\$4,735,500
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(1) Based upon a 30-year amortization period, with annual interest rates of 4.5% for the senior debt and 6.5% for the junior debt.

(2) Initial Purchase Price based on information from previous slide.

The total transaction value is estimated at \$8.4 million, including funds for property improvements, an interest reserve, as well as customary transaction fees and expenses

Sources & Uses

Overview

Sources

- As mentioned on the previous slide, the investment will include a mix of equity and debt capital to fund the initial transaction
- Given the maximum loan size of \$4.7 million, a total equity check of \$3.6 million will be required to fund the deal
- Although a sizeable equity investment, the deal team believes this structure will eliminate near-term pressure with creditors and allow Heroes Housing to more freely pursue its growth strategy

Uses

- The sources will be used for the following purposes:
 - Purchase the five properties
 - Fund the initial property improvements
 - Fund loan origination costs and fees, closing fees and interest reserve (if cash flow is not adequate to fund debt service); interest reserve to be released at the end of Year 3

Sources & Uses Summary

Sources	\$	% of Total
Senior Loan ⁽¹⁾	\$3,788,400	45.1%
Junior Loan ⁽¹⁾	947,100	11.3%
Total Debt	\$ 4,735,500	56.4%
Total Equity	3,662,513	43.6%
Total Cash Sources	\$ 8,398,013	100.0%

Uses	Units	\$ / Unit	\$	% of Total
5800 W Adams St.	6	\$90,000	\$ 540,000	6.4%
145 N. Mason Ave.	27	\$80,000	2,160,000	25.7%
243-45 N. Mason St.	12	\$80,000	960,000	11.4%
5931 W. End Ave.	25	\$80,000	2,000,000	23.8%
129-131 N. Austin Ave.	13	\$85,000	1,105,000	13.2%
Total Purchase Price			\$ 6,765,000	80.6%
Property Improvements			1,045,500	12.4%
Interest Reserve			250,000	3.0%
Loan Origination Costs			50,000	0.6%
Loan Origination Fees			118,388	1.4%
Closing Fees & Expenses			169,125	2.0%
Total Cash Uses			\$ 8,398,013	100.0%

(1) 80% / 20% senior / junior debt split.

Heroes Housing expects to begin renovations on the properties immediately post-close and to be complete by the end of Year 2; costs estimated to be \$1.0 - \$1.1 million

Development Plan

Overview

- One of the biggest growth levers for the Heroes Housing model is making renovations to the properties that appeal to new renter-owners and create long-term value
- We do not anticipate making any significant capital investments to fix structural issues and have selected our properties partially based on that criteria
- Heroes Housing will make renovations to the kitchen, bath and common-area as a relatively quick, inexpensive approach to adding long-lasting value to the building
 - Current estimate of renovation work is approximately \$13,000 per unit, although the exact cost will depend on the property and unit type
 - Across 83 units, \$1.1 million of total capital will be invested to enhance the properties
- The renovations are expected to be complete by the end of year 2

Renovation Summary (Per Unit) ⁽¹⁾

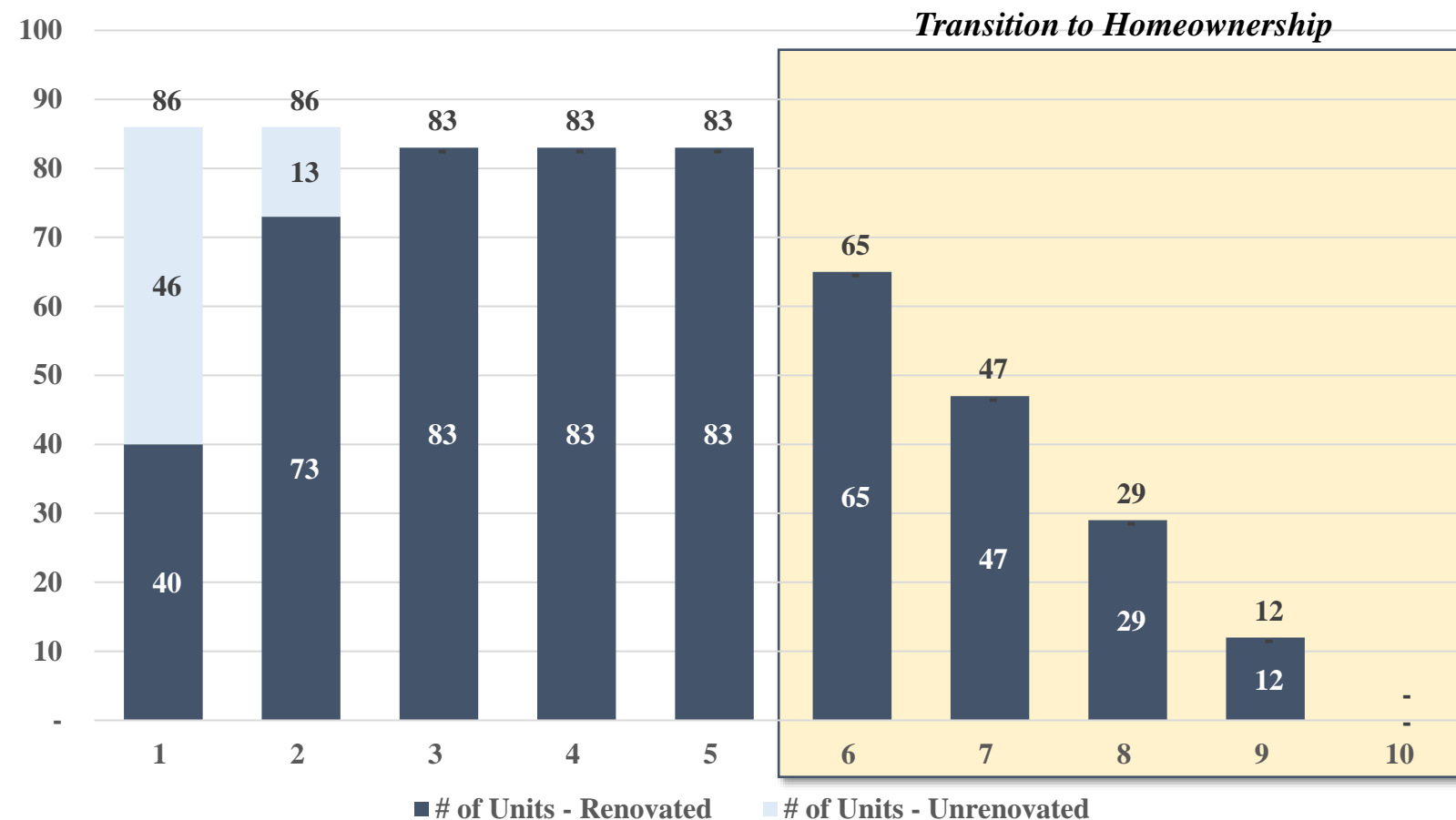
Renovation Category	Est. Cost / Unit
Flooring	\$2,000
(+) Appliances	\$2,000
(+) Interior Paint	\$1,000
(+) Cabinets	\$2,000
(+) Countertops	\$1,000
(+) Bath	\$2,000
(+) Other	\$3,000
Total Renovation Costs / Unit	\$13,000
(x) Total Units	83 units
Total Renovation Costs	\$1.1 million

(1) Based on actual proposals, as well as further diligence and conversations with contractors.

The initial transaction will result in an 83-unit portfolio; unit sales will commence in Year 6 and will be complete by Year 10

Unit Rollforward

Unit Rollforward



Commentary

- Initial acquisition of 83 units across 5 properties
- Renovation period across all 83 units will take approximately 2 years to complete
- Renovations include \$1.045 million of total expenditures, including \$250k for other general renovations, while the remaining ~\$800k is dedicated to in-unit enhancements
- Liquidations start occurring in Year 6, although sales could theoretically occur earlier if tenants are prepared
- By the end of Year 10, all units will have been sold to tenants or a third-party

Run-rate NOI estimated to be \$560k by year 4, representing a 47% margin

Summary P&L

Year:	1	2	3	4	5	6	7	8	9	10
				Run-Rate						
Ending # of Units										
5800 W Adams St.	6	6	6	6	6	5	4	3	2	-
145 N. Mason Ave.	27	27	27	27	27	21	15	9	3	-
243-45 N. Mason St.	12	12	12	12	12	9	6	3	-	-
5931 W. End Ave.	25	25	25	25	25	20	15	10	5	-
129-131 N. Austin Ave.	13	13	13	13	13	10	7	4	2	-
Total	83	83	83	83	83	65	47	29	12	-
Gross Rental Income										
5800 W Adams St.	\$ 99,000	\$ 117,000	\$ 126,000	\$ 126,000	\$ 126,000	\$ 126,000	\$ 105,000	\$ 84,000	\$ 63,000	\$ 42,000
145 N. Mason Ave.	288,600	251,400	344,100	354,600	354,600	354,600	276,600	198,600	120,600	42,600
243-45 N. Mason St.	131,400	149,400	158,400	158,400	158,400	158,400	118,800	79,200	39,600	-
5931 W. End Ave.	302,100	299,100	356,100	360,600	360,600	360,600	288,000	215,400	142,800	70,200
129-131 N. Austin Ave.	148,200	168,000	177,000	177,000	177,000	177,000	135,000	93,000	51,000	24,000
Total	\$ 969,300	\$ 984,900	\$ 1,161,600	\$ 1,176,600	\$ 1,176,600	\$ 1,176,600	\$ 923,400	\$ 670,200	\$ 417,000	\$ 178,800
Net Operating Income										
5800 W Adams St.	\$ 45,489	\$ 60,114	\$ 69,075	\$ 69,075	\$ 69,075	\$ 69,075	\$ 57,563	\$ 46,050	\$ 34,538	\$ 23,025
145 N. Mason Ave.	108,393	105,036	150,269	160,439	160,439	160,439	125,084	89,729	54,374	19,019
243-45 N. Mason St.	54,838	67,248	77,758	77,758	77,758	77,758	58,319	38,879	19,440	-
5931 W. End Ave.	114,557	124,347	157,624	162,787	162,787	162,787	130,046	97,305	64,564	31,823
129-131 N. Austin Ave.	62,250	76,917	87,745	87,745	87,745	87,745	66,991	46,238	25,484	12,086
Total	\$ 385,527	\$ 433,662	\$ 542,471	\$ 557,804	\$ 557,804	\$ 557,804	\$ 438,002	\$ 318,200	\$ 198,399	\$ 85,952
Capital Expenditures										
5800 W Adams St.	\$ 44,724	\$ 44,724	\$ 7,224	\$ 1,200	\$ 1,200	\$ 1,000	\$ 800	\$ 600	\$ 400	\$ -
145 N. Mason Ave.	122,008	122,008	92,008	5,400	5,400	4,200	3,000	1,800	600	-
243-45 N. Mason St.	74,448	74,448	14,448	2,400	2,400	1,800	1,200	600	-	-
5931 W. End Ave.	135,600	135,600	60,100	5,000	5,000	4,000	3,000	2,000	1,000	-
129-131 N. Austin Ave.	81,152	71,152	15,652	2,600	2,600	2,000	1,400	800	400	-
Total	\$ 457,933	\$ 447,933	\$ 189,433	\$ 16,600	\$ 16,600	\$ 13,000	\$ 9,400	\$ 5,800	\$ 2,400	\$ -

Note: Per financial model. Assumptions to be validated through continued due diligence and research.

The properties generate substantial cash flow once the renovations are complete and units are fully occupied

Summary P&L

Year:	1	2	3	4	5	6	7	8	9	10
Unit Rollforward										
# of Units - Renovated	37	73	83	83	83	83	65	47	29	12
# of Units - Unrenovated	46	10	-	-	-	-	-	-	-	-
Gross # of Units	83	83	83	83	83	83	65	47	29	12
Less: Number of Units - Sold	-	-	-	-	-	(18)	(18)	(18)	(17)	(12)
Net # of Units	83	83	83	83	83	65	47	29	12	-
Summary P&L										
Gross Rental Income	\$969,300	\$984,900	\$1,161,600	\$1,176,600	\$1,176,600	\$1,176,600	\$923,400	\$670,200	\$417,000	\$178,800
Downtime Vacancy (Renovation)	(102,150)	(99,300)	(25,800)	-	-	-	-	-	-	-
Total Rental Income	\$867,150	\$885,600	\$1,135,800	\$1,176,600	\$1,176,600	\$1,176,600	\$923,400	\$670,200	\$417,000	\$178,800
Other Income	42,700	84,543	96,352	96,352	96,352	96,352	75,999	55,645	35,292	15,796
Total Potential Income	\$909,850	\$970,143	\$1,232,152	\$1,272,952	\$1,272,952	\$1,272,952	\$999,399	\$725,845	\$452,292	\$194,596
General Vacancy	(59,448)	(62,070)	(79,988)	(83,048)	(83,048)	(83,048)	(65,283)	(47,518)	(29,754)	(12,782)
Credit Loss (i.e. Bad Debt)	(36,701)	(37,816)	(49,184)	(51,224)	(51,224)	(51,224)	(40,298)	(29,372)	(18,446)	(7,917)
Effective Gross Income	\$813,701	\$870,257	\$1,102,980	\$1,138,680	\$1,138,680	\$1,138,680	\$893,817	\$648,955	\$404,092	\$173,897
General Repairs & Maintenance	47,282	48,059	61,833	64,146	64,146	64,146	50,286	36,426	22,566	9,606
Utilities	55,886	56,824	73,098	75,819	75,819	75,819	59,439	43,059	26,679	11,274
Property Taxes	110,441	112,286	144,456	149,829	149,829	149,829	117,597	85,365	53,133	22,776
Management Fee	55,899	57,156	73,203	75,786	75,786	75,786	59,472	43,158	26,844	11,430
Insurance	23,641	24,029	30,917	32,073	32,073	32,073	25,143	18,213	11,283	4,803
Payroll	72,765	74,586	95,444	98,775	98,775	98,775	77,550	56,325	35,100	15,075
General & Administrative	22,698	23,339	29,817	30,837	30,837	30,837	24,204	17,571	10,938	4,680
Marketing	10,839	11,070	14,198	14,708	14,708	14,708	11,543	8,378	5,213	2,235
Contract Services	28,724	29,247	37,545	38,904	38,904	38,904	30,582	22,260	13,938	6,066
Total Operating Expenses	428,174	436,595	560,510	580,877	580,877	580,877	455,816	330,755	205,694	87,945
Net Operating Income	\$385,527	\$433,662	\$542,471	\$557,804	\$557,804	\$557,804	\$438,002	\$318,200	\$198,399	\$85,952
Summary Cash Flow										
Net Operating Income	\$385,527	\$433,662	\$542,471	\$557,804	\$557,804	\$557,804	\$438,002	\$318,200	\$198,399	\$85,952
Less: Unit Renovation Expense	(358,000)	(348,000)	(89,500)	-	-	-	-	-	-	-
Less: Property Renovation Expense	(83,333)	(83,333)	(83,333)	-	-	-	-	-	-	-
Less: Capital Reserves	(15,400)	(15,400)	(15,400)	(15,400)	(15,400)	(12,000)	(8,600)	(5,200)	(2,000)	-
Cash Flow from Operations	(\$71,206)	(\$13,071)	\$354,237	\$542,404	\$542,404	\$545,804	\$429,402	\$313,000	\$196,399	\$85,952

Note: Per financial model. Assumptions to be validated through continued due diligence and research.

Run-rate net operating income margin will be approximately ~47%, which is slightly below market comparables, indicating conservatism in our base case modeling

Common Size

Year:	1	2	3	4	5	6	7	8	9	10
Summary P&L										
Gross Rental Income	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Downtime Vacancy (Renovation)	(10.5)%	(10.1)%	(2.2)%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Rental Income	89.5%	89.9%	97.8%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other Income	4.4%	8.6%	8.3%	8.2%	8.2%	8.2%	8.2%	8.3%	8.5%	8.8%
Total Potential Income	93.9%	98.5%	106.1%	108.2%	108.2%	108.2%	108.2%	108.3%	108.5%	108.8%
General Vacancy	(6.1)%	(6.3)%	(6.9)%	(7.1)%	(7.1)%	(7.1)%	(7.1)%	(7.1)%	(7.1)%	(7.1)%
Credit Loss (i.e. Bad Debt)	(3.8)%	(3.8)%	(4.2)%	(4.4)%	(4.4)%	(4.4)%	(4.4)%	(4.4)%	(4.4)%	(4.4)%
Effective Gross Income	83.9%	88.4%	95.0%	96.8%	96.8%	96.8%	96.8%	96.8%	96.9%	97.3%
General Repairs & Maintenance	4.9%	4.9%	5.3%	5.5%	5.5%	5.5%	5.4%	5.4%	5.4%	5.4%
Utilities	5.8%	5.8%	6.3%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.3%
Property Taxes	11.4%	11.4%	12.4%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%
Management Fee	5.8%	5.8%	6.3%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%	6.4%
Insurance	2.4%	2.4%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%	2.7%
Payroll	7.5%	7.6%	8.2%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%
General & Administrative	2.3%	2.4%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%
Marketing	1.1%	1.1%	1.2%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%
Contract Services	3.0%	3.0%	3.2%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.4%
Total Operating Expenses	44.2%	44.3%	48.3%	49.4%	49.4%	49.4%	49.4%	49.4%	49.3%	49.2%
Net Operating Income	39.8%	44.0%	46.7%	47.4%	47.4%	47.4%	47.4%	47.5%	47.6%	48.1%

We anticipate it will take approximately 10 years to fully exit our initial investment; based on preliminary estimates, levered returns will be approximately 11% for our investors

Exit Scenarios

Overview

- Heroes Housing plans to base its exit valuation on ~70% of the maximum affordability of its tenants at the time of purchase
- The table on the right indicates a
 - Cash-on-cash return of ~2x
 - Levered IRR to be approximately ~11%
 - Core asset IRR of 5 - 6%
- Maximum affordability is based on
 - An average annual salary of \$35,650
 - 30% of salary allocable to debt service
 - 30-year mortgage with a 4.25% interest rate

Returns Summary

Purchase Price	% of Max	Cash-on-Cash	Investor	Levered	Unlevered
/ Unit	Affordability ⁽¹⁾	Return	Gains	IRR	IRR
\$100,000	55.2%	1.5x	\$1,732,825	8.7%	3.6%
\$105,000	58.0%	1.6x	\$2,147,825	9.2%	4.0%
\$110,000	60.7%	1.7x	\$2,562,825	9.6%	4.3%
\$115,000	63.5%	1.8x	\$2,977,825	10.0%	4.6%
\$120,000	66.2%	1.9x	\$3,392,825	10.4%	4.8%
\$125,000	69.0%	2.0x	\$3,807,825	10.8%	5.1%
\$130,000	71.8%	2.2x	\$4,222,825	11.1%	5.4%
\$135,000	74.5%	2.3x	\$4,637,825	11.5%	5.7%
\$140,000	77.3%	2.4x	\$4,985,128	11.8%	5.9%
\$145,000	80.0%	2.4x	\$5,052,825	11.8%	5.9%
\$150,000	82.8%	2.5x	\$5,467,825	12.2%	6.2%
\$155,000	85.6%	2.6x	\$5,882,825	12.5%	6.4%
\$160,000	88.3%	2.7x	\$6,297,825	12.8%	6.7%

Maximum Exit Value per Unit ⁽¹⁾

Avg. Ann. Salary of Renter @ Time of Buyout	\$35,650
Avg. Monthly Salary of Renter @ Time of Buyout	\$2,971
% Allocable to Mortgage and Interest Payments	30.0%
\$ Allocable to Mortgage and Interest Payments	\$891
Mortgage Duration	30 Years
Interest Rate	4.25%
30-year Mortgage @ 4.25% Rate w/ Max \$891 Pmt.	\$181,171

(1) % of Max Affordability represents Purchase Price / Unit compared to the maximum value an individual making \$35,650 a year could afford, assuming a 30-year mortgage with a 4.25% interest rate, and that the individual can spend ~30% of their income on the mortgage principal and interest payments.

An investment in Heroes Housing represents an opportunity to have a tangible, positive impact in the underinvested community of Austin, while generating reasonably attractive financial returns

SWOT Analysis

Strengths

- Pre-identified properties in strategic locations; socio-economic factors are starting to lean the right direction in the community
- Significant increase in not-for-profit and political activism in the community to help support the mission of Heroes Housing
- Employer partners have invested interest in community and promoting social ventures such as Heroes Housing

Opportunities

- Due to neighborhood dynamics, the buyer universe is smaller, reducing competition and increasing Heroes Housing's ability to purchase properties for reasonable valuations
- Ability to work with other local organizations to support employment and development in the community, which could meaningfully impact quality of life for residents, while increasing the values of properties across the West Austin neighborhood

Weaknesses

- Properties are located in underinvested areas, which will present unique property management challenges and turnover dynamics
- If community deteriorates further, it may be challenging to keep high-quality tenants in their units, let alone purchase them
- Reliance on third-parties to offer financial literacy programs; lack of property management experience will present challenges

Threats

- Resident's have less of an ability to purchase the properties and are less impacted by the financial literacy programs we offer
- Property value growth is slower than expectations and the exit valuations in the model overstate the realistic liquidity events
- Potential preferences towards renting result in a lower percentage of our initial renters ultimately making the transition to ownership

Agenda

- Executive Summary
- Social Issues & Our Approach
- Investment Plan
- **Appendix**

Property Assumptions Summary



Property #:	1	2	3	4	5	Consolidated
Property Details						
Address:	5800 W Adams St.	145 N. Mason Ave.	243-45 N. Mason St.	5931 W. End Ave.	129-131 N. Austin Ave.	
City:	Chicago	Chicago	Chicago	Chicago	Chicago	
State:	IL	IL	IL	IL	IL	
Total Purchase Price	\$540,000	\$2,160,000	\$960,000	\$2,000,000	\$1,105,000	
Purchase Price / Units:	\$90,000	\$80,000	\$80,000	\$80,000	\$85,000	
# of Units:	6	27	12	25	13	
1 Bd 1 Bth	-	21	-	6	6	
2 Bd 1 Bth	-	6	12	19	7	44
3 Bd 2 Bth	6	-	-	-	-	6
Pro Forma Year 1 NOI	\$45,489	\$108,393	\$54,838	\$114,557	\$62,250	\$385,527
Pro Forma Normalized NOI	\$69,075	\$160,439	\$77,758	\$162,787	\$87,745	\$557,804
Pro Forma Capitalization Rate	8.4%	5.0%	5.7%	5.7%	5.6%	5.7%
Pro Forma Normalized Cap. Rate	12.8%	7.4%	8.1%	8.1%	7.9%	8.2%

Other Income Assumptions

Other Income	\$7,200	\$12,000	\$5,000	\$12,500	\$6,000
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Notes :
Other income represents parking, laundry and vending machines.

Contra Revenue Items

General Vacancy	5.0%	7.5%	5.0%	7.5%	5.0%
Credit Loss (i.e. Bad Debt)	2.5%	5.0%	2.5%	5.0%	2.5%

Operating Expense Assumptions - as % of Revenue

General Repairs & Maintenance	5.0%	6.0%	5.0%	5.0%	6.0%
Utilities	6.0%	7.0%	6.5%	6.0%	6.5%
Property Taxes	12.5%	13.5%	12.0%	12.5%	12.5%
Management Fee	6.0%	6.0%	7.0%	7.0%	6.0%
Insurance	2.5%	3.0%	2.5%	2.5%	3.0%
Payroll	9.0%	8.0%	9.0%	8.5%	8.0%
General & Administrative	3.0%	2.5%	3.0%	2.5%	2.5%
Marketing	1.3%	1.3%	1.3%	1.3%	1.3%
Contract Services	3.0%	3.0%	3.0%	4.0%	3.0%

Other

Property Renovation Expense	\$18,072	\$81,325	\$36,145	\$75,301	\$39,157
Capital Reserves	\$200/ unit	\$200/ unit	\$200/ unit	\$200/ unit	\$200/ unit

Exit Value / Unit - Properties

Exit Value / Unit	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
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Leverage Calculations**1) Debt Coverage Ratio**

5800 W Adams St. Normalized NOI	\$69,075
145 N. Mason Ave. Normalized NOI	\$160,439
243-45 N. Mason St. Normalized NOI	\$77,758
5931 W. End Ave. Normalized NOI	\$162,787
129-131 N. Austin Ave. Normalized NOI	\$87,745
Total Normalized NOI	\$557,804
Debt Coverage Ratio	1.67
Available for Debt Service	\$334,014
Loan Constant ⁽¹⁾	6.5%
Loan Amount (Rounded)	\$5,126,500

2) Loan-to-Value Ratio

Initial Purchase Price ⁽²⁾	\$6,765,000
Loan-to-Value Ratio	70%
Loan Amount (Rounded)	\$4,735,500

Maximum Loan Amount	\$4,735,500
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(1) Based upon a 30-year amortization period, with annual interest rates of 4.5% for the senior debt and 6.5% for the junior debt.

Sources & Uses



Sources

	% Split		
Senior Loan	80%	\$3,788,400	45.1%
Junior Loan	20%	947,100	11.3%
Total Debt		\$4,735,500	56.4%
Equity		\$3,662,513	43.6%
Total Cash Sources		\$8,398,013	100.0%

Uses

	Units	\$ / Unit	\$	% of Total
<i>Property Acquisition Prices</i>				
Property 1 Purchase Price	6	\$90,000	\$540,000	6.4%
Property 2 Purchase Price	27	\$80,000	2,160,000	25.7%
Property 3 Purchase Price	12	\$80,000	960,000	11.4%
Property 4 Purchase Price	25	\$80,000	2,000,000	23.8%
Property 5 Purchase Price	13	\$85,000	1,105,000	13.2%
Total Purchase Price			\$6,765,000	80.6%
<i>Property Tenant Improvements</i>				
Property 1 Tenant Improvements	6	\$12,500	\$75,000	0.9%
Property 2 Tenant Improvements	27	\$8,833	238,500	2.8%
Property 3 Tenant Improvements	12	\$10,000	120,000	1.4%
Property 4 Tenant Improvements	25	\$9,640	241,000	2.9%
Property 5 Tenant Improvements	13	\$9,308	121,000	1.4%
Other Development Costs ⁽¹⁾			250,000	3.0%
Total Tenant Improvements			\$1,045,500	12.4%
<i>Loan-Related Uses & Transaction Costs</i>				
Interest Reserve			\$250,000	3.0%
Loan Origination Costs			50,000	0.6%
Loan Origination Fees	2.5% of Total Debt		118,388	1.4%
Transaction / Closing Costs	2.5% of Purchase Price		169,125	2.0%
			\$587,513	7.0%
Total Cash Uses			\$8,398,013	100.0%

(1) Other Development Costs used to improve heating, cooling, and other cosmetic changes on properties.

Summary Consolidated Financials



Year:	1	2	3	4	5	6	7	8	9	10
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Unit Rollforward

# of Units - Renovated	37	73	83	83	83	83	65	47	29	12
# of Units - Unrenovated	46	10	-	-	-	-	-	-	-	-
Gross # of Units	83	83	83	83	83	83	65	47	29	12
Less: Number of Units - Sold	-	-	-	-	-	(18)	(18)	(18)	(17)	(12)
Net # of Units	83	83	83	83	83	65	47	29	12	-

Summary P&L

Gross Rental Income	\$969,300	\$984,900	\$1,161,600	\$1,176,600	\$1,176,600	\$1,176,600	\$923,400	\$670,200	\$417,000	\$178,800
Downtime Vacancy (Renovation)	(102,150)	(99,300)	(25,800)	-	-	-	-	-	-	-
Total Rental Income	\$867,150	\$885,600	\$1,135,800	\$1,176,600	\$1,176,600	\$1,176,600	\$923,400	\$670,200	\$417,000	\$178,800
Other Income	42,700	84,543	96,352	96,352	96,352	96,352	75,999	55,645	35,292	15,796
Total Potential Income	\$909,850	\$970,143	\$1,232,152	\$1,272,952	\$1,272,952	\$1,272,952	\$999,399	\$725,845	\$452,292	\$194,596
General Vacancy	(59,448)	(62,070)	(79,988)	(83,048)	(83,048)	(83,048)	(65,283)	(47,518)	(29,754)	(12,782)
Credit Loss (i.e. Bad Debt)	(36,701)	(37,816)	(49,184)	(51,224)	(51,224)	(51,224)	(40,298)	(29,372)	(18,446)	(7,917)
Effective Gross Income	\$813,701	\$870,257	\$1,102,980	\$1,138,680	\$1,138,680	\$1,138,680	\$893,817	\$648,955	\$404,092	\$173,897
General Repairs & Maintenance	47,282	48,059	61,833	64,146	64,146	64,146	50,286	36,426	22,566	9,606
Utilities	55,886	56,824	73,098	75,819	75,819	75,819	59,439	43,059	26,679	11,274
Property Taxes	110,441	112,286	144,456	149,829	149,829	149,829	117,597	85,365	53,133	22,776
Management Fee	55,899	57,156	73,203	75,786	75,786	75,786	59,472	43,158	26,844	11,430
Insurance	23,641	24,029	30,917	32,073	32,073	32,073	25,143	18,213	11,283	4,803
Payroll	72,765	74,586	95,444	98,775	98,775	98,775	77,550	56,325	35,100	15,075
General & Administrative	22,698	23,339	29,817	30,837	30,837	30,837	24,204	17,571	10,938	4,680
Marketing	10,839	11,070	14,198	14,708	14,708	14,708	11,543	8,378	5,213	2,235
Contract Services	28,724	29,247	37,545	38,904	38,904	38,904	30,582	22,260	13,938	6,066
Total Operating Expenses	428,174	436,595	560,510	580,877	580,877	580,877	455,816	330,755	205,694	87,945

Net Operating Income	\$385,527	\$433,662	\$542,471	\$557,804	\$557,804	\$557,804	\$438,002	\$318,200	\$198,399	\$85,952
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Summary Cash Flow

Net Operating Income	\$385,527	\$433,662	\$542,471	\$557,804	\$557,804	\$557,804	\$438,002	\$318,200	\$198,399	\$85,952
Less: Unit Renovation Expense	(358,000)	(348,000)	(89,500)	-	-	-	-	-	-	-
Less: Property Renovation Expense	(83,333)	(83,333)	(83,333)	-	-	-	-	-	-	-
Less: Capital Reserves	(15,400)	(15,400)	(15,400)	(15,400)	(15,400)	(12,000)	(8,600)	(5,200)	(2,000)	-
Cash Flow from Operations	(\$71,206)	(\$13,071)	\$354,237	\$542,404	\$542,404	\$545,804	\$429,402	\$313,000	\$196,399	\$85,952
Plus: Starting Cash	1,045,500	669,192	351,018	400,153	637,455	874,756	3,455,457	5,919,757	8,267,655	10,368,952
Total Cash Available for Debt Service	\$974,294	\$656,120	\$705,255	\$942,557	\$1,179,858	\$1,420,560	\$3,884,859	\$6,232,757	\$8,464,054	\$10,454,904
Less: Interest & Mandatory Principal	(305,102)	(305,102)	(305,102)	(305,102)	(305,102)	(305,102)	(305,102)	(305,102)	(305,102)	(305,102)
Ending Cash Balance Before Discretionary Paydown	\$669,192	\$351,018	\$400,153	\$637,455	\$874,756	\$1,115,457	\$3,579,757	\$5,927,655	\$8,158,952	\$10,149,802
Memo: Discretionary Debt Draw / (Paydown)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Starting Cash	\$1,045,500	\$669,192	\$351,018	\$400,153	\$637,455	\$874,756	\$3,455,457	\$5,919,757	\$8,267,655	\$10,368,952
Change in Cash	(376,308)	(318,174)	49,135	237,301	237,301	240,701	124,300	7,898	(108,704)	(219,150)
Cash from Conversions	-	-	-	-	-	2,340,000	2,340,000	2,340,000	2,210,000	1,560,000
Ending Cash	\$1,045,500	\$669,192	\$351,018	\$400,153	\$637,455	\$874,756	\$3,455,457	\$5,919,757	\$8,267,655	\$11,709,802
Memo: Reserve Cash	\$15,400	\$30,800	\$46,200	\$61,600	\$77,000	\$89,000	\$97,600	\$102,800	\$104,800	\$104,800

Debt Schedule

<u>Senior Loan</u>											
Beginning Balance		\$3,788,400	\$3,726,302	\$3,661,410	\$3,593,598	\$3,522,734	\$3,448,681	\$3,371,296	\$3,290,429	\$3,205,923	\$3,117,613
Ammortization		(62,098)	(64,892)	(67,812)	(70,864)	(74,053)	(77,385)	(80,867)	(84,506)	(88,309)	(92,283)
Draw / (Paydown)	Sweep?:	N	-	-	-	-	-	-	-	-	-
Ending Balance		\$3,788,400	\$3,726,302	\$3,661,410	\$3,593,598	\$3,522,734	\$3,448,681	\$3,371,296	\$3,290,429	\$3,117,613	\$3,025,330
Interest Expense	Rate:	4.50%	170,478	167,684	164,763	161,712	158,523	155,191	151,708	148,069	144,267
<u>Junior Loan</u>											
Beginning Balance		\$947,100	\$936,135	\$924,457	\$912,021	\$898,775	\$884,669	\$869,646	\$853,647	\$836,607	\$818,460
Ammortization		(10,965)	(11,678)	(12,437)	(13,245)	(14,106)	(15,023)	(15,999)	(17,039)	(18,147)	(19,327)
Draw / (Paydown)	Sweep?:	N	-	-	-	-	-	-	-	-	-
Ending Balance		\$947,100	\$936,135	\$924,457	\$912,021	\$898,775	\$884,669	\$869,646	\$853,647	\$836,607	\$799,134
Interest Expense	Rate:	6.50%	61,562	60,849	60,090	59,281	58,420	57,504	56,527	55,487	54,379

Summary Consolidated Financials



Year:	1	2	3	4	5	6	7	8	9	10
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Condominium Buyouts

Property 1	\$0	\$0	\$0	\$0	\$0	\$130,000	\$130,000	\$130,000	\$130,000	\$260,000
Property 2	-	-	-	-	-	780,000	780,000	780,000	780,000	390,000
Property 3	-	-	-	-	-	390,000	390,000	390,000	390,000	-
Property 4	-	-	-	-	-	650,000	650,000	650,000	650,000	650,000
Property 5	-	-	-	-	-	390,000	390,000	390,000	260,000	260,000
Total Proceeds	-	-	-	-	-	2,340,000	2,340,000	2,340,000	2,210,000	1,560,000

Exit Value

	Max Exit
Ending Cash	\$11,709,802
Ending Reserve Cash ⁽¹⁾	-
Total Cash Balance	\$11,709,802
Deby Paydown @ Exit	(3,824,464)
Ending Equity Value	\$7,885,338
Initial Equity Investment	3,662,513
Cash-on-Cash Return	2.2x

	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	12/31/2026	12/31/2027	12/31/2028	12/31/2029	12/31/2030	12/31/2031	12/31/2032
Cash Flows	(\$3,662,513)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,709,802
Gross IRR												11.1%

Assumes 100% of ending reserve cash is returned to the resident (\$1,000 maintenance reserve at the time of sale and a \$1000 contribution to down payment)

Property 1

Address:5800 W Adams St.
City:Chicago
State:IL

Transaction Details

Unit Type	# of Units	Avg. SF	Renovate?	Section 8?	Renovation Details - Units / Year			Reno Costs / Cost / Unit	Rent		Buyout		
					Year 1	Year 2	Year 3		Pre-Reno.	Post-Reno.	Start Yr.	End Yr.	%/Year
Studio	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
1 Bd 1 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 1 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 1.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2 Bth	6	2,100	Y	N	3	3	-	\$12,500	\$1,250	\$1,750	6	10	16.67%
3 Bd 2.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 3 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%

Notes

All units are renovated within the first three years of ownership.

Renovation costs are based on proprietary estimates.

Rent figures based on proprietary estimates, including market and acquisition comparables.

Buyout of units commences in Year 6 and is complete by Year 10.

%/ Year indicates the percentage of units that are sold to residents each year. Assumes 100% are sold by the end of year 10.

Summary Pro Forma Annual P&L

Year:	1	2	3	4	5	6	7	8	9	10
# of Units - Renovated	3	6	6	6	6	6	5	4	3	2
# of Units - Unrenovated	3	-	-	-	-	-	-	-	-	-
Gross # of Units	6	6	6	6	6	6	5	4	3	2
Less: Number of Units - Sold	-	-	-	-	-	(1)	(1)	(1)	(1)	(2)
Net # of Units	6	6	6	6	6	5	4	3	2	-
Gross Rental Income	\$ 99,000	\$ 117,000	\$ 126,000	\$ 126,000	\$ 126,000	\$ 126,000	\$ 105,000	\$ 84,000	\$ 63,000	\$ 42,000
Downtime Vacancy (Renovation)	(11,250)	(11,250)	-	-	-	-	-	-	-	-
Total Rental Income	\$87,750	\$105,750	\$126,000	\$126,000	\$126,000	\$126,000	\$105,000	\$84,000	\$63,000	\$42,000
Other Income	7,200	14,400	14,400	14,400	14,400	14,400	12,000	9,600	7,200	4,800
Total Potential Income	94,950	120,150	140,400	140,400	140,400	140,400	117,000	93,600	70,200	46,800
General Vacancy	(4,748)	(6,008)	(7,020)	(7,020)	(7,020)	(7,020)	(5,850)	(4,680)	(3,510)	(2,340)
Credit Loss (i.e. Bad Debt)	(2,374)	(3,004)	(3,510)	(3,510)	(3,510)	(3,510)	(2,925)	(2,340)	(1,755)	(1,170)
Effective Gross Income	\$87,829	\$111,139	\$129,870	\$129,870	\$129,870	\$129,870	\$108,225	\$86,580	\$64,935	\$43,290
General Repairs & Maintenance	4,388	5,288	6,300	6,300	6,300	6,300	5,250	4,200	3,150	2,100
Utilities	5,265	6,345	7,560	7,560	7,560	7,560	6,300	5,040	3,780	2,520
Property Taxes	10,969	13,219	15,750	15,750	15,750	15,750	13,125	10,500	7,875	5,250
Management Fee	5,265	6,345	7,560	7,560	7,560	7,560	6,300	5,040	3,780	2,520
Insurance	2,194	2,644	3,150	3,150	3,150	3,150	2,625	2,100	1,575	1,050
Payroll	7,898	9,518	11,340	11,340	11,340	11,340	9,450	7,560	5,670	3,780
General & Administrative	2,633	3,173	3,780	3,780	3,780	3,780	3,150	2,520	1,890	1,260
Marketing	1,097	1,322	1,575	1,575	1,575	1,575	1,313	1,050	788	525
Contract Services	2,633	3,173	3,780	3,780	3,780	3,780	3,150	2,520	1,890	1,260
Total Operating Expenses	42,339	51,024	60,795	60,795	60,795	60,795	50,663	40,530	30,398	20,265
Net Operating Income	\$45,489	\$60,114	\$69,075	\$69,075	\$69,075	\$69,075	\$57,563	\$46,050	\$34,538	\$23,025

Memo: Capital Expenditures

Leasing Commissions										
Unit Renovation Expense		\$37,500	\$37,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Property Renovation Expense	\$18,072	3 Years	\$6,024	\$6,024	\$6,024	\$0	\$0	\$0	\$0	\$0
Capital Reserves	\$200/ unit		\$1,200	\$1,200	\$1,200	\$1,200	\$1,000	\$800	\$600	\$400

Buyout Details

Number of Properties Sold		-	-	-	-	-	1	1	1	1	2
Exit Value / Unit	<div><div>\$130,000</div></div>	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
Total Proceeds		\$0	\$0	\$0	\$0	\$0	\$130,000	\$130,000	\$130,000	\$130,000	\$260,000

Property 2

Address:145 N. Mason Ave.
City:Chicago
State:IL

Transaction Details

Unit Type	# of Units	Avg. SF	Renovate?	Section 8?	Renovation Details - Units / Year			Reno Costs /	Rent		Buyout		
					Year 1	Year 2	Year 3	Cost / Unit	Pre-Reno.	Post-Reno.	Start Yr.	End Yr.	%/Year
Studio	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
1 Bd 1 Bth	21	650	1	-	7	7	7	8,500	800	1,050	6	10	23.81%
2 Bd 1 Bth	6	850	1	-	3	3	-	10,000	1,000	1,250	6	10	16.67%
2 Bd 1.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 3 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%

Notes

All units are renovated within the first three years of ownership.

Renovation costs are based on proprietary estimates.

Rent figures based on proprietary estimates, including market and acquisition comparables.

Buyout of units commences in Year 6 and is complete by Year 10.

%/ Year indicates the percentage of units that are sold to residents each year. Assumes 100% are sold by the end of year 10.

Summary Pro Forma Annual P&L

Year:	1	2	3	4	5	6	7	8	9	10
# of Units - Renovated	10	20	27	27	27	27	21	15	9	3
# of Units - Unrenovated	17	7	-	-	-	-	-	-	-	-
Gross # of Units	27	27	27	27	27	27	21	15	9	3
Less: Number of Units - Sold	-	-	-	-	-	(6)	(6)	(6)	(6)	(3)
Net # of Units	27	27	27	27	27	21	15	9	3	-
Gross Rental Income	\$ 288,600	\$ 251,400	\$ 344,100	\$ 354,600	\$ 354,600	\$ 354,600	\$ 276,600	\$ 198,600	\$ 120,600	\$ 42,600
Downtime Vacancy (Renovation)	(25,800)	(25,800)	(16,800)	-	-	-	-	-	-	-
Total Rental Income	\$262,800	\$225,600	\$327,300	\$354,600	\$354,600	\$354,600	\$276,600	\$198,600	\$120,600	\$42,600
Other Income	\$12,000	24,000	32,400	32,400	32,400	32,400	25,200	18,000	10,800	3,600
Total Potential Income	274,800	249,600	359,700	387,000	387,000	387,000	301,800	216,600	131,400	46,200
General Vacancy	7.5% of TPI	(18,720)	(26,978)	(29,025)	(29,025)	(29,025)	(22,635)	(16,245)	(9,855)	(3,465)
Credit Loss (i.e. Bad Debt)	5.0% of TPI	(12,480)	(17,985)	(19,350)	(19,350)	(19,350)	(15,090)	(10,830)	(6,570)	(2,310)
Effective Gross Income	\$240,450	\$218,400	\$314,738	\$338,625	\$338,625	\$338,625	\$264,075	\$189,525	\$114,975	\$40,425
General Repairs & Maintenance	6.0% of TRI	13,536	19,638	21,276	21,276	21,276	16,596	11,916	7,236	2,556
Utilities	7.0% of TRI	15,792	22,911	24,822	24,822	24,822	19,362	13,902	8,442	2,982
Property Taxes	13.5% of TRI	30,456	44,186	47,871	47,871	47,871	37,341	26,811	16,281	5,751
Management Fee	6.0% of TRI	13,536	19,638	21,276	21,276	21,276	16,596	11,916	7,236	2,556
Insurance	3.0% of TRI	6,768	9,819	10,638	10,638	10,638	8,298	5,958	3,618	1,278
Payroll	8.0% of TRI	18,048	26,184	28,368	28,368	28,368	22,128	15,888	9,648	3,408
General & Administrative	2.5% of TRI	5,640	8,183	8,865	8,865	8,865	6,915	4,965	3,015	1,065
Marketing	1.3% of TRI	2,820	4,091	4,433	4,433	4,433	3,458	2,483	1,508	533
Contract Services	3.0% of TRI	6,768	9,819	10,638	10,638	10,638	8,298	5,958	3,618	1,278
Total Operating Expenses	132,057	113,364	164,468	178,187	178,187	178,187	138,992	99,797	60,602	21,407
Net Operating Income	\$108,393	\$105,036	\$150,269	\$160,439	\$160,439	\$160,439	\$125,084	\$89,729	\$54,374	\$19,019

Memo: Growth Investments

Unit Renovation Expense			\$89,500	\$89,500	\$59,500	\$0	\$0	\$0	\$0	\$0	\$0
Property Renovation Expense	\$81,325	3 Years	\$27,108	\$27,108	\$27,108	\$0	\$0	\$0	\$0	\$0	\$0
Capital Reserves	\$200/ unit		\$5,400	\$5,400	\$5,400	\$5,400	\$5,400	\$4,200	\$3,000	\$1,800	\$600

Buyout Details

Number of Properties Sold		-	-	-	-	-	6	6	6	6	3
Exit Value / Unit	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
Total Proceeds		\$0	\$0	\$0	\$0	\$0	\$780,000	\$780,000	\$780,000	\$780,000	\$390,000

Property 3	Address:	243-45 N. Mason St.
	City:	Chicago
	State:	IL

Transaction Details

Unit Type	# of Units	Avg. SF	Renovate?	Section 8?	Renovation Details - Units / Year			Reno Costs / Cost / Unit	Rent		Buyout		
					Year 1	Year 2	Year 3		Pre-Reno.	Post-Reno.	Start Yr.	End Yr.	%/Year
Studio	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
1 Bd 1 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 1 Bth	12	950	1	-	6	6	-	10,000	850	1,050	6	10	25.00%
2 Bd 1.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 3 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%

Notes

All units are renovated within the first three years of ownership.

Renovation costs are based on proprietary estimates.

Rent figures based on proprietary estimates, including market and acquisition comparables.

Buyout of units commences in Year 6 and is complete by Year 10.

%/ Year indicates the percentage of units that are sold to residents each year. Assumes 100% are sold by the end of year 10.

Summary Pro Forma Annual P&L

Year:	1	2	3	4	5	6	7	8	9	10
# of Units - Renovated	6	12	12	12	12	12	9	6	3	-
# of Units - Unrenovated	6	-	-	-	-	-	-	-	-	-
Gross # of Units	12	12	12	12	12	12	9	6	3	-
Less: Number of Units - Sold	-	-	-	-	-	(3)	(3)	(3)	(3)	-
Net # of Units	12	12	12	12	12	9	6	3	-	-
Gross Rental Income	\$ 131,400	\$ 149,400	\$ 158,400	\$ 158,400	\$ 158,400	\$ 158,400	\$ 118,800	\$ 79,200	\$ 39,600	\$ -
Downtime Vacancy (Renovation)	(15,300)	(15,300)	-	-	-	-	-	-	-	-
Total Rental Income	\$116,100	\$134,100	\$158,400	\$158,400	\$158,400	\$158,400	\$118,800	\$79,200	\$39,600	\$0
Other Income	5,000	10,000	10,000	10,000	10,000	10,000	7,500	5,000	2,500	-
Total Potential Income	121,100	144,100	168,400	168,400	168,400	168,400	126,300	84,200	42,100	-
General Vacancy	(6,055)	(7,205)	(8,420)	(8,420)	(8,420)	(8,420)	(6,315)	(4,210)	(2,105)	-
Credit Loss (i.e. Bad Debt)	(3,028)	(3,603)	(4,210)	(4,210)	(4,210)	(4,210)	(3,158)	(2,105)	(1,053)	-
Effective Gross Income	\$112,018	\$133,293	\$155,770	\$155,770	\$155,770	\$155,770	\$116,828	\$77,885	\$38,943	\$0
General Repairs & Maintenance	5,805	6,705	7,920	7,920	7,920	7,920	5,940	3,960	1,980	-
Utilities	7,547	8,717	10,296	10,296	10,296	10,296	7,722	5,148	2,574	-
Property Taxes	13,932	16,092	19,008	19,008	19,008	19,008	14,256	9,504	4,752	-
Management Fee	8,127	9,387	11,088	11,088	11,088	11,088	8,316	5,544	2,772	-
Insurance	2,903	3,353	3,960	3,960	3,960	3,960	2,970	1,980	990	-
Payroll	10,449	12,069	14,256	14,256	14,256	14,256	10,692	7,128	3,564	-
General & Administrative	3,483	4,023	4,752	4,752	4,752	4,752	3,564	2,376	1,188	-
Marketing	1,451	1,676	1,980	1,980	1,980	1,980	1,485	990	495	-
Contract Services	3,483	4,023	4,752	4,752	4,752	4,752	3,564	2,376	1,188	-
Total Operating Expenses	57,179	66,044	78,012	78,012	78,012	78,012	58,509	39,006	19,503	0
Net Operating Income	\$54,838	\$67,248	\$77,758	\$77,758	\$77,758	\$77,758	\$58,319	\$38,879	\$19,440	\$0

Memo: Growth Investments

Unit Renovation Expense			\$60,000	\$60,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Property Renovation Expense	\$36,145	3 Years	\$12,048	\$12,048	\$12,048	\$0	\$0	\$0	\$0	\$0	\$0
Capital Reserves	\$200/ unit		\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$1,800	\$1,200	\$600	\$0

Buyout Details

Number of Properties Sold		-	-	-	-	-	3	3	3	3	-
Exit Value / Unit	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
Total Proceeds		\$0	\$0	\$0	\$0	\$0	\$390,000	\$390,000	\$390,000	\$390,000	\$0

Property 4

Address:5931 W. End Ave.
City:Chicago
State:IL

Transaction Details

Unit Type	# of Units	Avg. SF	Renovate?	Section 8?	Renovation Details - Units / Year			Reno Costs / Cost / Unit	Rent		Buyout		
					Year 1	Year 2	Year 3		Pre-Reno.	Post-Reno.	Start Yr.	End Yr.	%/Year
Studio	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
1 Bd 1 Bth	6	650	1	-	3	3	-	8,500	800	950	6	10	16.67%
2 Bd 1 Bth	19	850	1	-	8	8	3	10,000	1,000	1,150	6	10	21.05%
2 Bd 1.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
2 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 2.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
3 Bd 3 Bth	-	-	-	-	-	-	-	-	-	-	-	-	0.00%

Notes

All units are renovated within the first three years of ownership.

Renovation costs are based on proprietary estimates.

Rent figures based on proprietary estimates, including market and acquisition comparables.

Buyout of units commences in Year 6 and is complete by Year 10.

%/ Year indicates the percentage of units that are sold to residents each year. Assumes 100% are sold by the end of year 10.

Summary Pro Forma Annual P&L

Year:		1	2	3	4	5	6	7	8	9	10
# of Units - Renovated		11	22	25	25	25	25	20	15	10	5
# of Units - Unrenovated		14	3	-	-	-	-	-	-	-	-
Gross # of Units		25	25	25	25	25	25	20	15	10	5
Less: Number of Units - Sold		-	-	-	-	-	(5)	(5)	(5)	(5)	(5)
Net # of Units		25	25	25	25	25	20	15	10	5	-
Gross Rental Income		\$ 302,100	\$ 299,100	\$ 356,100	\$ 360,600	\$ 360,600	\$ 360,600	\$ 288,000	\$ 215,400	\$ 142,800	\$ 70,200
Downtime Vacancy (Renovation)		(31,200)	(31,200)	(9,000)	-	-	-	-	-	-	-
Total Rental Income		\$270,900	\$267,900	\$347,100	\$360,600	\$360,600	\$360,600	\$288,000	\$215,400	\$142,800	\$70,200
Other Income	\$12,500	12,500	25,000	28,409	28,409	28,409	28,409	22,727	17,045	11,364	5,682
Total Potential Income		283,400	292,900	375,509	389,009	389,009	389,009	310,727	232,445	154,164	75,882
General Vacancy	7.5% of TPI	(21,255)	(21,968)	(28,163)	(29,176)	(29,176)	(29,176)	(23,305)	(17,433)	(11,562)	(5,691)
Credit Loss (i.e. Bad Debt)	5.0% of TPI	(14,170)	(14,645)	(18,775)	(19,450)	(19,450)	(19,450)	(15,536)	(11,622)	(7,708)	(3,794)
Effective Gross Income		\$247,975	\$256,288	\$328,570	\$340,383	\$340,383	\$340,383	\$271,886	\$203,390	\$134,893	\$66,397
General Repairs & Maintenance	5.0% of TRI	13,545	13,395	17,355	18,030	18,030	18,030	14,400	10,770	7,140	3,510
Utilities	6.0% of TRI	16,254	16,074	20,826	21,636	21,636	21,636	17,280	12,924	8,568	4,212
Property Taxes	12.5% of TRI	33,863	33,488	43,388	45,075	45,075	45,075	36,000	26,925	17,850	8,775
Management Fee	7.0% of TRI	18,963	18,753	24,297	25,242	25,242	25,242	20,160	15,078	9,996	4,914
Insurance	2.5% of TRI	6,773	6,698	8,678	9,015	9,015	9,015	7,200	5,385	3,570	1,755
Payroll	8.5% of TRI	23,027	22,772	29,504	30,651	30,651	30,651	24,480	18,309	12,138	5,967
General & Administrative	2.5% of TRI	6,773	6,698	8,678	9,015	9,015	9,015	7,200	5,385	3,570	1,755
Marketing	1.3% of TRI	3,386	3,349	4,339	4,508	4,508	4,508	3,600	2,693	1,785	878
Contract Services	4.0% of TRI	10,836	10,716	13,884	14,424	14,424	14,424	11,520	8,616	5,712	2,808
Total Operating Expenses		133,418	131,941	170,947	177,596	177,596	177,596	141,840	106,085	70,329	34,574
Net Operating Income		\$114,557	\$124,347	\$157,624	\$162,787	\$162,787	\$162,787	\$130,046	\$97,305	\$64,564	\$31,823

Memo: Growth Investments

Unit Renovation Expense		\$105,500	\$105,500	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Property Renovation Expense	\$75,301	25,100	25,100	25,100	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Capital Reserves	\$200/ unit	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$4,000	\$3,000	\$2,000	\$1,000	\$0

Buyout Details

Number of Properties Sold		-	-	-	-	-	5	5	5	5	5
Exit Value / Unit	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
Total Proceeds		\$0	\$0	\$0	\$0	\$0	\$650,000	\$650,000	\$650,000	\$650,000	\$650,000

Property 5

Address:129-131 N. Austin Ave.
City:Chicago
State:IL

Transaction Details

Unit Type	# of Units	Avg. SF	Renovate?	Section 8?	Renovation Details - Units / Year			Reno Costs / Cost / Unit	Rent		Buyout		
					Year 1	Year 2	Year 3		Pre-Reno.	Post-Reno.	Start Yr.	End Yr.	%/Year
Studio	-	-	-	-	-	-	-	-	-	-	-	-	-
1 Bd 1 Bth	6	650	1	-	3	3	-	8,500	800	950	6	10	16.7%
2 Bd 1 Bth	7	950	1	-	4	3	-	10,000	950	1,100	6	10	28.6%
2 Bd 1.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	-
2 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	-
3 Bd 2 Bth	-	-	-	-	-	-	-	-	-	-	-	-	-
3 Bd 2.5 Bth	-	-	-	-	-	-	-	-	-	-	-	-	-
3 Bd 3 Bth	-	-	-	-	-	-	-	-	-	-	-	-	-

Notes

All units are renovated within the first three years of ownership.

Renovation costs are based on proprietary estimates.

Rent figures based on proprietary estimates, including market and acquisition comparables.

Buyout of units commences in Year 6 and is complete by Year 10.

%/ Year indicates the percentage of units that are sold to residents each year. Assumes 100% are sold by the end of year 10.

Summary Pro Forma Annual P&L

Year:	1	2	3	4	5	6	7	8	9	10
# of Units - Renovated	7	13	13	13	13	13	10	7	4	2
# of Units - Unrenovated	6	-	-	-	-	-	-	-	-	-
Gross # of Units	13	13	13	13	13	13	10	7	4	2
Less: Number of Units - Sold	-	-	-	-	-	(3)	(3)	(3)	(2)	(2)
Net # of Units	13	13	13	13	13	10	7	4	2	-
Gross Rental Income	\$ 148,200	\$ 168,000	\$ 177,000	\$ 177,000	\$ 177,000	\$ 177,000	\$ 135,000	\$ 93,000	\$ 51,000	\$ 24,000
Downtime Vacancy (Renovation)	(18,600)	(15,750)	-	-	-	-	-	-	-	-
Total Rental Income	\$129,600	\$152,250	\$177,000	\$177,000	\$177,000	\$177,000	\$135,000	\$93,000	\$51,000	\$24,000
Other Income	\$6,000	11,143	11,143	11,143	11,143	11,143	8,571	6,000	3,429	1,714
Total Potential Income	135,600	163,393	188,143	188,143	188,143	188,143	143,571	99,000	54,429	25,714
General Vacancy	5.0% of TPI	(6,780)	(8,170)	(9,407)	(9,407)	(9,407)	(7,179)	(4,950)	(2,721)	(1,286)
Credit Loss (i.e. Bad Debt)	2.5% of TPI	(3,390)	(4,085)	(4,704)	(4,704)	(4,704)	(3,589)	(2,475)	(1,361)	(643)
Effective Gross Income	\$125,430	\$151,138	\$174,032	\$174,032	\$174,032	\$174,032	\$132,804	\$91,575	\$50,346	\$23,786
General Repairs & Maintenance	6.0% of TRI	7,776	9,135	10,620	10,620	10,620	8,100	5,580	3,060	1,440
Utilities	6.5% of TRI	8,424	9,896	11,505	11,505	11,505	8,775	6,045	3,315	1,560
Property Taxes	12.5% of TRI	16,200	19,031	22,125	22,125	22,125	16,875	11,625	6,375	3,000
Management Fee	6.0% of TRI	7,776	9,135	10,620	10,620	10,620	8,100	5,580	3,060	1,440
Insurance	3.0% of TRI	3,888	4,568	5,310	5,310	5,310	4,050	2,790	1,530	720
Payroll	8.0% of TRI	10,368	12,180	14,160	14,160	14,160	10,800	7,440	4,080	1,920
General & Administrative	2.5% of TRI	3,240	3,806	4,425	4,425	4,425	3,375	2,325	1,275	600
Marketing	1.3% of TRI	1,620	1,903	2,213	2,213	2,213	1,688	1,163	638	300
Contract Services	3.0% of TRI	3,888	4,568	5,310	5,310	5,310	4,050	2,790	1,530	720
Total Operating Expenses	63,180	74,222	86,288	86,288	86,288	86,288	65,813	45,338	24,863	11,700
Net Operating Income	\$62,250	\$76,917	\$87,745	\$87,745	\$87,745	\$87,745	\$66,991	\$46,238	\$25,484	\$12,086

Memo: Growth Investments

Unit Renovation Expense			\$65,500	\$55,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Property Renovation Expense	\$39,157	3 Years	\$13,052	\$13,052	\$13,052	\$0	\$0	\$0	\$0	\$0	\$0
Capital Reserves	\$200/ unit		\$2,600	\$2,600	\$2,600	\$2,600	\$2,000	\$1,400	\$800	\$400	\$0

Buyout Details

Number of Properties Sold		-	-	-	-	-	3	3	3	2	2
Exit Value / Unit	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
Total Proceeds		\$0	\$0	\$0	\$0	\$0	\$390,000	\$390,000	\$390,000	\$260,000	\$260,000



Multi Family 5+
 Status: **CLSD**
 Area: **8025**
 Address: **145 N Mason Ave , Chicago, IL 60644**
 Directions: **MADISON TO MASON NORTH TO BUILDING. (5932 WEST)**
 Sold by: **William Grossmann (175565) / RE/MAX 212 Degrees (16354)**
 Closed Date: **04/01/2008** Contract: **03/28/2008**
 Off Mkt: **03/28/2008** Financing: **Conventional**
 Year Built: **1938** Blt Before 78: **Yes**
 Dimensions: **150.43 X120**
 Unincorporated: _____ Township: _____
 Zoning Type: **R-4** List Price Per SF: **\$0**
 Actual Zoning: _____ PIN #: **16084130020000**
 Mobility Score: -

MLS #: **06693496** List Price: **\$1,950,000**
 List Date: **10/04/2007** Orig List Price: **\$1,950,000**
 List Dt Rec: **10/04/2007** Sold Price: **\$1,760,948**
 Rented Price: _____
 Mkt. Time (Lst./Tot.): **177/177**
 Concessions: _____
 CTGF: _____
 County: **Cook**
 Sold Price Per SF: **\$0**
 Multiple PINs: **No**
 Relist: _____

Remarks: **GREAT OPPORTUNITY FOR INVESTORS. GREAT INCOME, LOW TAXES, BUILDING IS IN GREAT SHAPE WHAT MORE DO YOUR INVESTORS NEED? 25 UNIT BUILDING RIGHT NEXT DOOR ALSO ON MARKET. (SEE 149 MASON LISTING). CALL LISTERS FOR ALL SHOWINGS.**

Acreage:	Lot SF:	Lot Size Source:	Total Bldg SF:	Total # Units:	33	# Stories:	3
Basement:	Full	# Dishwashers:	# Washers:	Wash/Dry Leased:		# Ranges:	33
# Parking Spaces:	0	# Disposals:	# Refrigerators: 33	# Fireplaces:		Last Lease Exp:	
Apartment Info	# Units	Rooms	Bedrooms	Baths (F/H)		Monthly Income Range (Min-Max)	
Type 1	6	5	2	1		4825	
Type 2	9	4	1	1		6030	
Type 3	12	3	1	1		7293	
Type 4	6	2	0	1		4022	
Type 5	0	0	0			0	
Type 6	0	0	0			0	
Type 7	0	0	0			0	

Age: 36-50 Years	Type of Multi-Family: Courtyard	Air Cond:	
Type Ownership: Limited Partnership	Location:	Electricity:	
Frontage/Access:	Construction: Brick	Fire Protection:	
Current Use:	Exterior: Brick	Heat/Ventilation: Gas, Hot Water	
Potential Use:	Foundation: Concrete	Utilities To Site:	
Client Needs:	Roof Structure: Flat	Tenancy Type:	
Client Will:	Roof Coverings: Tar & Gravel	Tenant Pays: Heat	
Known Encumbrances:	Misc. Outside:	HERS Index Score:	
Amenities:	Indoor Parking:	Green Disc:	
Monthly Assmt Incl:	Outdoor Parking:	Green Rating Source:	
Owner's Assoc:	Parking Ratio:	Green Feats:	
Conversion:	Bsmt Desc:	Possession: Closing	
Deconversion:	Misc. Inside:	Sale Terms: Conventional	
Building Unit Info:		Backup Info:	
Gross Rental Income: \$266,040	Total Monthly Income: \$22,170	Total Annual Income: \$266,040	
Gross Rental Multiplier: 7.32	Tax Amount: \$25,142	Tax Year: 2005	
Total Annual Exps: \$81,660	Expense Source: Actual	Expense Year:	
Annual Net Operating Income: \$184,380	Net Oper Income Year:	Cap Rate:	
Janitor Expense (\$/src): \$0/	Fuel Expense (\$/src): \$26,774/	Electricity Expense (\$/src): \$1,946/	
Water Expense (\$/src): \$7,659/	Trash Expense (\$/src): \$2,752/	Insurance Expense (\$/src): \$9,298/	
Repairs/Decor Expense (\$/src): \$3,489/	Manager Expense (\$/src): /	Other Expense (\$/src): \$600/	
Operating Expense Includes:			

Broker Private Remarks:			
Internet Listing: Yes	Remarks on Internet?: Yes	Addr on Internet?: Yes	
VOW AVM:	VOW Comments/Reviews:	Lock Box:	
Listing Type: Exclusive Right to Sell	Information: Exceptions-Call List Office	Special Comp Info: None	
Coop Comp: 2.5 -200 (on)	Cont. to Show?:	Expiration Date:	
Showing Inst:	Broker Owned/Interest:	No	
Broker: American Realty Services, Inc. (8869) / (773) 631-0909			
List Broker: Louis A Virgilio (89971) / (773) 744-8444 / lav1809@aol.com			
CoList Broker: George Chrachol (89980) / (773) 230-0194			
		More Agent Contact Info: 773-744-8444	

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MLS #: 06693496

Prepared By: Daniel Vollman | Vollman Real Estate | 12/08/2020 05:12 PM



Multi Family 5+
 Status: **EXP**
 Area: **8025**
 Address: **149 N Mason Ave, Chicago, IL 60644**
 Directions: **MADISON TO MASON NORTH TO BUILDING. (5932 WEST)**
 Sold by:
 Closed Date:
 Off Mkt: **10/04/2008**
 Year Built: **1903**
 Dimensions: **90 X120**
 Unincorporated:
 Zoning Type: **R-4**
 Actual Zoning: **MULT**
 Mobility Score: -

MLS #: **06693592**
 List Date: **10/04/2007**
 List Dt Rec: **10/04/2007**
 Contract:
 Financing:
 Blt Before 78: **Yes**
 Township:
 List Price Per SF: **\$0**
 PIN #: **16084130010000**

List Price: **\$1,399,000**
 Orig List Price: **\$1,450,000**
 Sold Price:
 Rented Price:
 Mkt. Time (Lst./Tot.): **367/367**
 Concessions:
 CTGF:
 County: **Cook**
 Sold Price Per SF: **\$0**
 Multiple PINs: **No**
 Relist:

Remarks: **GREAT OPPORTUNITY FOR INVESTORS. GREAT INCOME, LOW TAXES, BUILDING IS IN GREAT SHAPE WHAT MORE DO YOUR INVESTORS NEED? 33 UNIT BUILDING RIGHT NEXT DOOR ALSO ON MARKET. (SEE 145 MASON LISTING). CALL LISTERS FOR ALL SHOWINGS.**

Acreage:	Lot SF:	Lot Size Source:	Total Bldg SF:	Total # Units:	25	# Stories:	3
Basement:	Full	# Dishwashers:	# Washers:	Wash/Dry Leased:		# Ranges:	25
# Parking Spaces:	0	# Disposals:	# Refrigerators:	25	# Window AC:	Last Lease Exp:	
Apartment Info	# Units	Rooms	Bedrooms	Baths (F/H)	Monthly Income Range (Min-Max)		
Type 1	6	5	2	1	4460		
Type 2	19	4	1	1	12625		
Type 3	0	0	0	1	0		
Type 4	0	0	0	1	0		
Type 5	0	0	0		0		
Type 6	0	0	0		0		
Type 7	0	0	0		0		

Age: 36-50 Years	Type of Multi-Family: Courtyard	Air Cond:
Type Ownership: Limited Partnership	Location:	Electricity:
Frontage/Access:	Construction: Brick	Fire Protection:
Current Use:	Exterior: Brick	Heat/Ventilation: Gas, Hot Water
Potential Use:	Foundation: Concrete	Utilities To Site:
Client Needs:	Roof Structure: Flat	Tenancy Type:
Client Will:	Roof Coverings: Tar & Gravel	Tenant Pays: Heat
Known Encumbrances:	Misc. Outside:	HERS Index Score:
Amenities:	Indoor Parking:	Green Disc:
Monthly Assmt Incl:	Outdoor Parking:	Green Rating Source:
Owner's Assoc:	Parking Ratio:	Green Feats:
Conversion:	Bsmt Desc:	Possession:
Deconversion:	Misc. Inside:	Sale Terms:
Building Unit Info:		Backup Info:
Gross Rental Income: \$205,020	Total Monthly Income: \$17,085	Total Annual Income: \$205,020
Gross Rental Multiplier: 7.07	Tax Amount: \$15,115	Tax Year: 2005
Total Annual Exps: \$69,990	Expense Source: Actual	Expense Year:
Annual Net Operating Income: \$135,030	Net Oper Income Year:	Cap Rate:
Janitor Expense (\$/src): \$0/	Fuel Expense (\$/src): \$29,206/	Electricity Expense (\$/src): \$1,313/
Water Expense (\$/src): \$6,318/	Trash Expense (\$/src): \$4,750/	Insurance Expense (\$/src): \$8,657/
Repairs/Decor Expense (\$/src): \$1,631/	Manager Expense (\$/src): /	Other Expense (\$/src): \$550/
Operating Expense Includes:		

Broker Private Remarks:			
Internet Listing: A	Remarks on Internet?: Yes	Addr on Internet?: Yes	
VOW AVM:	VOW Comments/Reviews:	Lock Box:	
Listing Type: Exclusive Right to Sell	Information: Exceptions-Call List Office	Special Comp Info: None	
Coop Comp: 2.5-200 (on)	Cont. to Show?:	Expiration Date: 10/04/2008	
Showing Inst:	Broker Owned/Interest:	No	
Broker: American Realty Services, Inc. (8869) / (773) 631-0909			
List Broker: Louis A Virgilio (89971) / (773) 744-8444 / lav1809@aol.com			
CoList Broker: George Chrachol (89980) / (773) 230-0194	More Agent Contact Info: 773-744-8444		

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MLS #: 06693592

Prepared By: Daniel Vollman | Vollman Real Estate | 12/08/2020 05:07 PM



Multi Family 5+
 Status: **CLSD**
 Area: **8025**
 Address: **5800 W Adams St , Chicago, IL 60644**
 Directions: **N/S on Austin, E on Adams to property**
 Sold by: **Rafay Qamar (38102) on behalf of Qamar Group (T17042) / Optima Real Estate Group Inc (4970)**
 Closed Date: **06/23/2017**
 Off Mkt: **02/22/2017**
 Year Built: **1920**
 Dimensions: **13428**
 Unincorporated:
 MLS #: **09503592**
 List Date: **02/14/2017**
 List Dt Rec: **02/14/2017**
 Contract: **02/22/2017**
 Financing: **Conventional**
 Blt Before 78: **Yes**
 Township: **West Chicago**
 County: **Cook**
 List Price: **\$675,000**
 Orig List Price: **\$675,000**
 Sold Price: **\$658,000**
 Rented Price:
 Mkt. Time (Lst./Tot.): **9/9**
 Concessions:
 CTGF:
 Zoning Type: **Multi-Family**
 Actual Zoning: **RS-3**
 List Price Per SF: **\$52.08**
 PIN #: **16172020520000**
 Sold Price Per SF: **\$50.77**
 Multiple PINs:
 Relist:

Mobility Score: -

Remarks: **SELLER HAS RECEIVED MULTIPLE OFFERS. HIGHEST AND BEST DUE 2/21/17 AT 10AM. Incredibly rare and stately brick 6-unit comprised of huge 2,100 square foot 3-bed, 2-bath units each with separate dining rooms and dens!! All units have been renovated to perfection and updated kitchens and baths, gleaming hardwood floors, fireplaces, custom build-ins, can lights, neural color pallets, and 3 units have in-unit laundry. The property also features newer porches (with proper permitting), and a 6-car garage!! Prime location directly across from the lushly landscaped Columbus Park and golf course, just 2 blocks from Oak Park, and blocks to CTA bus, blue and green lines. This property has been in the same family for generations and has been lovingly preserved. Over \$100K in gross rents! Many long-term tenants. Very quiet building and block. This is TRULY a must see and one of a kind. Additional garden unit - Buyer to verify compliance.**

Acreage:	0.3	Lot SF:	Lot Size Source:	Total Bldg SF:	12960	Total # Units:	7	# Stories:	3
Basement:		# Dishwashers:	# Washers:	# Dryers:		Wash/Dry Leased:		# Ranges:	
# Parking Spaces:	6	# Disposals:	# Refrigerators:	# Fireplaces:		# Window AC:		Last Lease Exp:	
Apartment Info	# Units	Rooms	Bedrooms	Baths (F/H)	Monthly Income Range (Min-Max)				
Type 1	6	8	3	2	1290-1450				
Type 2	1	2	1		775-775				
Type 3	0	0	0		0				
Type 4	0	0	0		0				
Type 5	0	0	0		0				
Type 6	0	0	0		0				
Type 7	0	0	0		0				

Age: **Older**
 Type Ownership:
 Frontage/Access:
 Current Use:
 Potential Use:
 Client Needs:
 Client Will:
 Known Encumbrances:
 Amenities:
 Monthly Assmt Incl:
 Owner's Assoc:
 Conversion:
 Deconversion:
 Building Unit Info:
 Type of Multi-Family: **Flats**
 Location:
 Construction: **Brick**
 Exterior:
 Foundation:
 Roof Structure:
 Roof Coverings:
 Misc. Outside:
 Indoor Parking: **6-12 Spaces**
 Outdoor Parking:
 Parking Ratio:
 Bsmt Desc:
 Misc. Inside:
 Air Cond: **Central Air**
 Electricity:
 Fire Protection:
 Heat/Ventilation: **Central Heat/Indiv Controls, Forced Air, Gas**
 Utilities To Site:
 Tenancy Type:
 Tenant Pays: **Air Conditioning, Electric, Heat**
 HERS Index Score:
 Green Disc:
 Green Rating Source:
 Green Feats:
 Possession:
 Sale Terms:
 Backup Info:

Gross Rental Income:	\$116,160	Total Monthly Income:	\$6,740	Total Annual Income:	\$116,880
Gross Rental Multiplier:	5.77	Tax Amount:	\$5,109	Tax Year:	2015
Total Annual Exps:	\$20,886	Expense Source:	Actual	Expense Year:	2015
Annual Net Operating Income:	\$95,995	Net Oper Income Year:	2016	Cap Rate:	13
Janitor Expense (\$/src):	\$1,892/Actual	Fuel Expense (\$/src):	\$0/Actual	Electricity Expense (\$/src):	\$900/Owner Projection
Water Expense (\$/src):	\$2,382/Actual	Trash Expense (\$/src):	\$1,234/Actual	Insurance Expense (\$/src):	\$5,100/Actual
Repairs/Decor Expense (\$/src):	\$5,090/Actual	Manager Expense (\$/src):		Other Expense (\$/src):	\$980/Actual

Operating Expense Includes:

Broker Private Remarks: **Email sales@pvrco.com for showing requests. Please allow 24 hours for showing confirmation. Sold as-is, where-is. No survey. Owner occupies Unit 2E and will vacate within 3 months of closing. No deposits to be transferred. Submit all offers to sales@pvrco.com with proof of funds or pre-approvals as well as the offer cover sheet found in "additional information"**

Internet Listing: Yes	Remarks on Internet?: Yes	Addr on Internet?: Yes
VOW AVM: No	VOW Comments/Reviews: No	Lock Box: None
Listing Type: Exclusive Right to Sell	Information: 24-Hr Notice Required	Special Comp Info: None
Coop Comp: 2.5% - \$150 (on Gross SP)	Cont. to Show?:	Expiration Date:
Showing Inst: Broker Owned/Interest:		No
Broker: Parkvue Realty Corporation (16339) / (312) 788-4040		
List Broker: Anthony Disano (106496) / sales@parkvuerealty.com		
CoList Broker: William Volpe (165879) / (312) 788-4040		
	More Agent Contact Info:	

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MLS #: 09503592

Prepared By: Daniel Vollman | Vollman Real Estate | 12/08/2020 12:54 PM



Multi Family 5+
 Status: **EXP**
 Area: **8025**
 Address: **5931 W West End Ave , Chicago, IL 60644**
 Directions: **WASHINGTON JUST EAST OF AUSTIN TO MASON NORTH TO BUILDING. (5931 WEST).**
 Sold by:
 Closed Date:
 Off Mkt: **09/30/2013**
 Year Built: **1903**
 Dimensions: **90 X120**
 Unincorporated:
 Zoning Type: **Multi-Family**
 Actual Zoning: **MULT**
 Mobility Score: -

MLS #: **07041292**
 List Date: **10/05/2008**
 List Dt Rec: **10/05/2008**
 Contract:
 Financing:
 Blt Before 78: **Yes**
 Township:
 List Price Per SF: **\$0**
 PIN #: **16084130010000**

List Price: **\$1,247,500**
 Orig List Price: **\$1,375,000**
 Sold Price:
 Rented Price:
 Mkt. Time (Lst./Tot.): **1822/1822**
 Concessions:
 CTGF:
 County: **Cook**
 Sold Price Per SF: **\$0**
 Multiple PINs: **No**
 Relist:

Remarks: **GREAT OPPORTUNITY FOR INVESTORS. GREAT INCOME, LOW TAXES, BUILDING IS IN GREAT SHAPE. NICE SIZE APARTMENTS WITH GREAT MIX OF ONES AND TWOS CALL LISTERS FOR ALL SHOWINGS. NICE COURTYARD BUILDING ON THE CORNER OF WEST END AND MASON. GREAT CURB APPEAL.**

Acreage:	Lot SF:	Lot Size Source:	Total Bldg SF:	Total # Units:	# Stories:
Basement:	# Dishwashers:	# Washers:	# Dryers:	Wash/Dry Leased:	# Ranges:
# Parking Spaces: 0	# Disposals:	# Refrigerators: 25	# Fireplaces:	# Window AC:	Last Lease Exp:
Apartment Info	# Units	Rooms	Bedrooms	Baths (F/H)	Monthly Income Range (Min-Max)
Type 1	6	5	2	1	4460
Type 2	19	4	1	1	12625
Type 3	0	0	0	1	0
Type 4	0	0	0	1	0
Type 5	0	0	0		0
Type 6	0	0	0		0
Type 7	0	0	0		0

Age: 36-50 Years	Type of Multi-Family: Courtyard	Air Cond:
Type Ownership: Limited Partnership	Location:	Electricity:
Frontage/Access:	Construction: Brick	Fire Protection:
Current Use:	Exterior: Brick	Heat/Ventilation: Gas, Hot Water
Potential Use:	Foundation: Concrete	Utilities To Site:
Client Needs:	Roof Structure: Flat	Tenancy Type:
Client Will:	Roof Coverings: Tar & Gravel	Tenant Pays: Heat
Known Encumbrances:	Misc. Outside:	HERS Index Score:
Amenities:	Indoor Parking:	Green Disc:
Monthly Assmt Incl:	Outdoor Parking:	Green Rating Source:
Owner's Assoc:	Parking Ratio:	Green Feats:
Conversion:	Bsmt Desc:	Possession:
Deconversion:	Misc. Inside:	Sale Terms:
Building Unit Info:		Backup Info:
Gross Rental Income: \$209,340	Total Monthly Income: \$17,445	Total Annual Income: \$209,340
Gross Rental Multiplier: 5.95	Tax Amount: \$18,297.56	Tax Year: 2008
Total Annual Exps: \$69,990	Expense Source: Actual	Expense Year:
Annual Net Operating Income: \$139,320	Net Oper Income Year:	Cap Rate: 9
Janitor Expense (\$/src): \$0/	Fuel Expense (\$/src): \$29,206/	Electricity Expense (\$/src): \$1,313/
Water Expense (\$/src): \$6,318/	Trash Expense (\$/src): \$4,750/	Insurance Expense (\$/src): \$8,657/
Repairs/Decor Expense (\$/src): \$1,631/	Manager Expense (\$/src): /	Other Expense (\$/src): \$550/
Operating Expense Includes:		

Broker Private Remarks:		
Internet Listing: A	Remarks on Internet?: Yes	Addr on Internet?: Yes
VOW AVM: No	VOW Comments/Reviews: Yes	Lock Box:
Listing Type: Exclusive Right to Sell	Information: Exceptions-Call List Office	Special Comp Info: None
Coop Comp: 3% -200 (on)	Cont. to Show?:	Expiration Date: 09/30/2013
Showing Inst:	Broker Owned/Interest:	No
Broker: American Realty Services, Inc. (8869) / (773) 631-0909		
List Broker: Louis A Virgilio (89971) / (773) 744-8444 / lav1809@aol.com		
CoList Broker: George Chrachol (89980) / (773) 230-0194		
	More Agent Contact Info:	

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MLS #: 07041292

Prepared By: Daniel Vollman | Vollman Real Estate | 12/08/2020 05:13 PM