PROFORMA REAL ESTATE CAP & PROJECTIONS

COLDWELL BANKER COMMERCIAL

SOUTHWEST PARTNERS

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Real estate proforma – transaction, performance & income summary

CATEGORY	REFERENCES	DOLLARS
TRANSACTION SUMMARY		
Sale price		$274,984
Capital improvements	100% of sale price	$274,984
Total investment		$549,968
Subordinated owner finance	10%	($27,498)
Down payment	20%	($82,495)
Balance financed		$439,974
PROFORMA ANNUAL PERFORMANCE		
Net operating income		$43,305
Cash flow		$8,611
Capitalization rate		7.87%
INCOME		
Potential rental income	Model B	$124,877
Less: Vacany and Credit Losses	25.00%	($31,219)
Effective rental income		$93,658
Gross operating income		$93,658

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Real estate proforma – first and subordinated financing details

CATEGORY	REFERENCES	DOLLARS
FIRST FINANCING AND CLOSING		
Interest rate	7.00%	
Initial loan amortization period	30	
Annual Debt Service		$35,126
Points	1.00%	$4,400
Other closing costs	1.00%	$4,400
SUBORDINATED FINANCING AND CLOSING		
Interest rate	9.00%	
Initial loan amortization period	30	
Annual Debt Service		$3,392
Points	0.00%	$0
Other closing costs	0.00%	$0

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Real estate proforma – operating expenses

CATEGORY	REFERENCES		DOLLARS
OPERATING EXPENSES			
Real estate taxes	2 * 08 est.		($8,552)
Property Insurance	Estimate		($5,000)
Management and commissions		6.0%	($5,619)
Maintenance	$	300	($3,600)
Water/sewer	$	100	($1,200)
Garbage	$	50	($600)
Electric	$	100	($1,200)
Yard Maintenance	$	300.0	($3,600)
Accounting and legal			($1,000)
Licenses/Permits			($250)
Contracted services	$	250	($1,000)
Reserve	20%		($18,732)
Total operating expenses			($50,353)