100 North Pointe Ln | Danville , VA 24540





PO Box 139 Lookout Mtn, TN 37350 none

DREW LANCASTER

Managing Partner 423-713-9788 drew@hollyhillconstruction.com

Price: \$4,900,000

Property Highlights

NorthPointe 100 North Pointe Ln | Danville , VA 24540

Analysis

| Analysis Date | June 2020 |
|---------------|---------------|
| Scenario | Investor Deal |

Property

| Property Type | MultiFamily |
|---------------|---------------------|
| Property | NorthPointe |
| Address | 100 North Pointe Ln |
| City, State | Danville , VA 24540 |
| Year Built | 1996 |

Purchase Information

| Purchase Price | \$4,900,000 |
|------------------------|--------------------------------|
| Units | 168 |
| Total Rentable Sq. Ft. | 149,664 |
| Resale Valuation | 7.000% (capitalization of noi) |
| Resale Expenses | 4.000% |

Income & Expense

| Gross Operating Income | \$1,114,549 |
|------------------------|-------------|
| Monthly GOI | \$92,879 |
| Total Annual Expenses | (\$700,400) |
| Monthly Expenses | (\$58,367) |

Financial Information

| Down Payment | \$1,100,000 |
|---------------|-------------|
| Closing Costs | \$35,000 |
| | |
| Loans | |

| Туре | Debt | Term | Amortization | Rate | Payment | LO Costs |
|-------|-------------|----------|--------------|----------|----------|----------|
| Fixed | \$3,800,000 | 20 years | 20 years | 6.00000% | \$27,224 | |



NorthPointe

Drew is an amazing guy and you should invest in this deal with him. He is smart and cool. People like him. Oh, and the apartments we are sharing are a great value!

- Strong rental base
- Good location
- Beautiful property



IPROPERTY Management & investment

PROPERTY DESCRIPTION NorthPointe

100 North Pointe Ln | Danville , VA 24540



Here are all the details you would ever want to know about this property.

There are three bedrooms.

Many buildings.



| CASH | FLOW | ANALYSIS | |
|------|------|----------|--|
|------|------|----------|--|

NorthPointe

100 North Pointe Ln | Danville , VA 24540

| Before Tax Cash Flow | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--|---|---|---|---|--|
| GROSS SCHEDULED INCOME | \$1,198,440 | \$1,222,409 | \$1,246,857 | \$1,271,794 | \$1,297,230 |
| Turnover Vacancy | (\$83,891) | (\$85,569) | (\$87,280) | (\$89,026) | (\$90,806) |
| Total Operating Expenses | (\$700,400) | (\$710,150) | (\$720,046) | (\$730,091) | (\$740,286) |
| NET OPERATING INCOME | \$414,149 | \$426,690 | \$439,531 | \$452,678 | \$466,138 |
| Loan Payment | (\$326,693) | (\$326,693) | (\$326,693) | (\$326,693) | (\$326,693) |
| NET CASH FLOW (B/T) | \$87,457 | \$99,998 | \$112,838 | \$125,985 | \$139,445 |
| Cash-On-Cash Return b/t | 7.71% | 8.81% | 9.94% | 11.10% | 12.29% |
| Defere Tex Ceek Flow | | | | | |
| Before Tax Cash Flow | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| GROSS SCHEDULED INCOME | Year 6 \$1,323,175 | Year 7 \$1,349,638 | Year 8 \$1,376,631 | Year 9 \$1,404,163 | Year 10 \$1,432,247 |
| | | | | | |
| GROSS SCHEDULED INCOME | \$1,323,175 | \$1,349,638 | \$1,376,631 | \$1,404,163 | \$1,432,247 |
| GROSS SCHEDULED INCOME Turnover Vacancy | \$1,323,175 (\$92,622) | \$1,349,638 (\$94,475) | \$1,376,631 (\$96,364) | \$1,404,163 (\$98,291) | \$1,432,247 (\$100,257) |
| GROSS SCHEDULED INCOME Turnover Vacancy Total Operating Expenses | \$1,323,175 (\$92,622) (\$750,635) | \$1,349,638 (\$94,475) (\$761,138) | \$1,376,631 (\$96,364) (\$771,799) | \$1,404,163 (\$98,291) (\$782,620) | \$1,432,247 (\$100,257) (\$793,603) |
| GROSS SCHEDULED INCOME Turnover Vacancy Total Operating Expenses NET OPERATING INCOME | \$1,323,175 (\$92,622) (\$750,635) \$479,918 | \$1,349,638 (\$94,475) (\$761,138) \$494,025 | \$1,376,631 (\$96,364) (\$771,799) \$508,467 | \$1,404,163 (\$98,291) (\$782,620) \$523,252 | \$1,432,247 (\$100,257) (\$793,603) \$538,386 |

* b/t = before taxes; a/t = after taxes



CASH FLOW ANALYSIS

NorthPointe

100 North Pointe Ln | Danville , VA 24540

| Before Tax Cash Flow | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 |
|--------------------------|-------------|-------------|-------------|-------------|----------------|
| GROSS SCHEDULED INCOME | \$1,460,892 | \$1,490,110 | \$1,519,912 | \$1,550,310 | \$1,581,316 |
| Turnover Vacancy | (\$102,262) | (\$104,308) | (\$106,394) | (\$108,522) | (\$110,692) |
| Total Operating Expenses | (\$804,752) | (\$816,067) | (\$827,552) | (\$839,209) | (\$851,041) |
| NET OPERATING INCOME | \$553,878 | \$569,735 | \$585,966 | \$602,579 | \$619,583 |
| Loan Payment | (\$326,693) | (\$326,693) | (\$326,693) | (\$326,693) | (\$326,693) |
| NET CASH FLOW (B/T) | \$227,185 | \$243,042 | \$259,274 | \$275,887 | \$292,890 |
| Cash-On-Cash Return b/t | 20.02% | 21.41% | 22.84% | 24.31% | 25.81 % |
| Before Tax Cash Flow | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 |
| GROSS SCHEDULED INCOME | \$1,612,942 | \$1,645,201 | \$1,678,105 | \$1,711,667 | \$1,745,901 |
| Turnover Vacancy | (\$112,906) | (\$115,164) | (\$117,467) | (\$119,817) | (\$122,213) |
| Total Operating Expenses | (\$863,051) | (\$875,241) | (\$887,613) | (\$900,171) | (\$912,918) |
| NET OPERATING INCOME | \$636,986 | \$654,797 | \$673,025 | \$691,679 | \$710,770 |
| Loan Payment | (\$326,693) | (\$326,693) | (\$326,693) | (\$326,693) | (\$326,693) |
| NET CASH FLOW (B/T) | \$310,293 | \$328,104 | \$346,332 | \$364,987 | \$384,077 |
| Cash-On-Cash Return b/t | 27.34% | 28.91% | 30.51% | 32.16% | 33.84% |

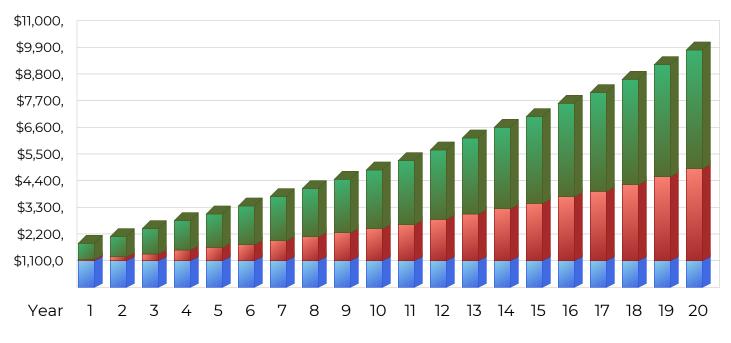
* b/t = before taxes; a/t = after taxes



PROPERTY EQUITY ANALYSIS

NorthPointe

100 North Pointe Ln | Danville , VA 24540



Legend

| Initial Equity | Equity (loan reduction) | | Equity Equity (loan reduction) Equity (appreciation) | | ppreciation) |
|----------------|-------------------------|--------------|--|---------------------|--------------|
| Year | Initial Equity | Equity (loan | reduction) | Equity (appreciatio | |
| 1 | \$1,100,000 | | \$101,452 | \$1,016,4 | |
| 2 | \$1,100,000 | | \$209,162 | \$1,195,55 | |
| 3 | \$1,100,000 | | \$323,515 | \$1,379,0 | |
| 4 | \$1,100,000 | | \$444,921 | \$1,566,83 | |
| 5 | \$1,100,000 | | \$573,815 | \$1,759,10 | |
| 6 | \$1,100,000 | | \$710,659 | \$1,955,96 | |
| 7 | \$1,100,000 | | \$855,944 | \$2,157,50 | |
| 8 | \$1,100,000 | | \$1,010,189 | \$2,363,8 | |
| 9 | \$1,100,000 | | \$1,173,947 | \$2,575,02 | |
| 10 | \$1,100,000 | | \$1,347,806 | \$2,791,22 | |
| 11 | \$1,100,000 | | \$1,532,388 | \$3,012,53 | |
| 12 | \$1,100,000 | | \$1,728,355 | \$3,239,0' | |
| 13 | \$1,100,000 | | \$1,936,408 | \$3,470,94 | |
| 14 | \$1,100,000 | | \$2,157,294 | \$3,708,21 | |
| 15 | \$1,100,000 | | \$2,391,804 | \$3,951,18 | |
| 16 | \$1,100,000 | | \$2,640,777 | \$4,199,79 | |
| 17 | \$1,100,000 | | \$2,905,107 | \$4,454,2 | |
| 18 | \$1,100,000 | | \$3,185,740 | \$4,714,63 | |
| 19 | \$1,100,000 | | \$3,483,682 | \$4,981,13 | |
| 20 | \$1,100,000 | | \$3,800,000 | \$5,253,8 | |



LOAN ANALYSIS

NorthPointe

100 North Pointe Ln | Danville , VA 24540

| LOAN 1 | | | | | |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|
| Debt Service Analysis | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| Principal Payments | \$101,452 | \$107,710 | \$114,353 | \$121,406 | \$128,894 |
| Interest Payments | \$225,240 | \$218,983 | \$212,340 | \$205,287 | \$197,798 |
| Total Debt Service | \$326,693 | \$326,693 | \$326,693 | \$326,693 | \$326,693 |
| Principal Balance Analysis | | | | | |
| Beginning Principal Balance | \$3,800,000 | \$3,698,548 | \$3,590,838 | \$3,476,485 | \$3,355,079 |
| Principal Reductions | \$101,452 | \$107,710 | \$114,353 | \$121,406 | \$128,894 |
| Ending Principal Balance | \$3,698,548 | \$3,590,838 | \$3,476,485 | \$3,355,079 | \$3,226,185 |
| LOAN 1 | | | | | |
| Debt Service Analysis | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| Principal Payments | \$136,844 | \$145,284 | \$154,245 | \$163,759 | \$173,859 |
| Interest Payments | \$189,849 | \$181,408 | \$172,447 | \$162,934 | \$152,834 |
| Total Debt Service | \$326,693 | \$326,693 | \$326,693 | \$326,693 | \$326,693 |
| Principal Balance Analysis | | | | | |
| Beginning Principal Balance | \$3,226,185 | \$3,089,341 | \$2,944,056 | \$2,789,811 | \$2,626,053 |
| Principal Reductions | \$136,844 | \$145,284 | \$154,245 | \$163,759 | \$173,859 |
| | | | | | |



LOAN ANALYSIS

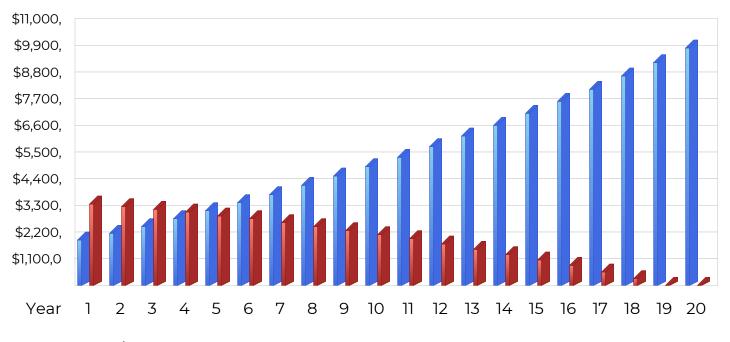
NorthPointe

100 North Pointe Ln | Danville , VA 24540

| LOAN 1 | | | | | |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|
| Debt Service Analysis | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 |
| Principal Payments | \$184,582 | \$195,967 | \$208,054 | \$220,886 | \$234,510 |
| Interest Payments | \$142,110 | \$130,726 | \$118,639 | \$105,807 | \$92,183 |
| Total Debt Service | \$326,693 | \$326,693 | \$326,693 | \$326,693 | \$326,693 |
| Principal Balance Analysis | | | | | |
| Beginning Principal Balance | \$2,452,194 | \$2,267,612 | \$2,071,645 | \$1,863,592 | \$1,642,706 |
| Principal Reductions | \$184,582 | \$195,967 | \$208,054 | \$220,886 | \$234,510 |
| Ending Principal Balance | \$2,267,612 | \$2,071,645 | \$1,863,592 | \$1,642,706 | \$1,408,196 |
| LOAN 1 | | | | | |
| Debt Service Analysis | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 |
| Principal Payments | \$248,974 | \$264,330 | \$280,633 | \$297,942 | \$316,318 |
| Interest Payments | \$77,719 | \$62,363 | \$46,060 | \$28,751 | \$10,374 |
| Total Debt Service | \$326,693 | \$326,693 | \$326,693 | \$326,693 | \$326,693 |
| Principal Balance Analysis | | | | | |
| Beginning Principal Balance | \$1,408,196 | \$1,159,223 | \$894,893 | \$614,260 | \$316,318 |
| Principal Reductions | \$248,974 | \$264,330 | \$280,633 | \$297,942 | \$316,318 |
| Ending Principal Balance | \$1,159,223 | \$894,893 | \$614,260 | \$316,318 | \$0 |



MANAGEMENT & investment



Legend

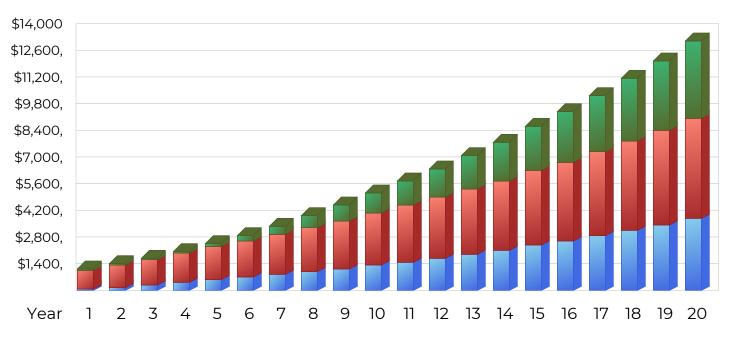
Equity Equity

| Year | Equity | Loan Principal Balance |
|------|--------------|------------------------|
| 1 | \$2,217,869 | (\$3,698,548) |
| 2 | \$2,504,736 | (\$3,590,838) |
| 3 | \$2,802,526 | (\$3,476,485) |
| 4 | \$3,111,744 | (\$3,355,079) |
| 5 | \$3,432,924 | (\$3,226,185) |
| 6 | \$3,766,627 | (\$3,089,341) |
| 7 | \$4,113,448 | (\$2,944,056) |
| 8 | \$4,474,010 | (\$2,789,811) |
| 9 | \$4,848,974 | (\$2,626,053) |
| 10 | \$5,239,034 | (\$2,452,194) |
| 11 | \$5,644,927 | (\$2,267,612) |
| 12 | \$6,067,427 | (\$2,071,645) |
| 13 | \$6,507,352 | (\$1,863,592) |
| 14 | \$6,965,568 | (\$1,642,706) |
| 15 | \$7,442,986 | (\$1,408,196) |
| 16 | \$7,940,572 | (\$1,159,223) |
| 17 | \$8,459,344 | (\$894,893) |
| 18 | \$9,000,379 | (\$614,260) |
| 19 | \$9,564,815 | (\$316,318) |
| 20 | \$10,153,853 | \$O |



CUMULATIVE WEALTH ANALYSIS NorthPointe

100 North Pointe Ln | Danville , VA 24540



Legend

| Equit | y (loan reduction) 🛛 📕 Ed | quity (appreciation) | Cash Flow (a/t) |
|-------|---------------------------|-----------------------|--------------------|
| Year | Equity (loan reduction) | Equity (appreciation) |) Cash Flow (a/t) |
| 1 | \$101,452 | \$1,016,417 | 7 \$87,457 |
| 2 | \$209,162 | \$1,195,574 | \$187,454 |
| 3 | \$323,515 | \$1,379,01 | 1 \$300,292 |
| 4 | \$444,921 | \$1,566,823 | 3 \$426,277 |
| 5 | \$573,815 | \$1,759,108 | \$565,722 |
| 6 | \$710,659 | \$1,955,968 | 3 \$718,948 |
| 7 | \$855,944 | \$2,157,504 | \$886,280 |
| 8 | \$1,010,189 | \$2,363,82 | 1 \$1,068,055 |
| 9 | \$1,173,947 | \$2,575,026 | 5 \$1,264,615 |
| 10 | \$1,347,806 | \$2,791,228 | 3 \$1,476,308 |
| 11 | \$1,532,388 | \$3,012,539 | 9 \$1,703,493 |
| 12 | \$1,728,355 | \$3,239,072 | 2 \$1,946,536 |
| 13 | \$1,936,408 | \$3,470,944 | \$2,205,809 |
| 14 | \$2,157,294 | \$3,708,274 | \$2,481,696 |
| 15 | \$2,391,804 | \$3,951,182 | 2 \$2,774,586 |
| 16 | \$2,640,777 | \$4,199,795 | 5 \$3,084,879 |
| 17 | \$2,905,107 | \$4,454,237 | 7 \$3,412,983 |
| 18 | \$3,185,740 | \$4,714,639 | 9 \$3,759,315 |
| 19 | \$3,483,682 | \$4,981,133 | 3 \$4,124,302 |
| 20 | \$3,800,000 | \$5,253,853 | \$4,508,379 |



PROPERTY RESALE ANALYSIS

NorthPointe 100 North Pointe Ln | Danville , VA 24540

| Description | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|
| RESALE PROCEEDS | | | | | |
| Projected Property Value | \$5,916,417 | \$6,095,574 | \$6,279,011 | \$6,466,823 | \$6,659,108 |
| Resale Expenses | (\$236,657) | (\$243,823) | (\$251,160) | (\$258,673) | (\$266,364) |
| Proceeds b/f Debt Payoff | \$5,679,760 | \$5,851,751 | \$6,027,850 | \$6,208,150 | \$6,392,744 |
| TAX BASIS | | | | | |
| Basis at Acquisition | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 |
| Depreciation | (\$171,935) | (\$351,372) | (\$530,809) | (\$710,245) | (\$889,682) |
| Adjusted Tax Basis | \$4,763,065 | \$4,583,628 | \$4,404,191 | \$4,224,755 | \$4,045,318 |
| TAX FROM SALE | | | | | |
| Resale Tax Gain (Loss) | \$916,696 | \$1,268,123 | \$1,623,659 | \$1,983,395 | \$2,347,426 |
| Resale Tax Benefit (Cost) | \$O | \$0 | \$O | \$0 | \$0 |
| AFTER TAX CASHFLOW FROM SALE | | | | | |
| Loan Principal Balance | (\$3,698,548) | (\$3,590,838) | (\$3,476,485) | (\$3,355,079) | (\$3,226,185) |
| Replacement Reserves Remaining | \$50,400 | \$100,800 | \$151,200 | \$201,600 | \$252,000 |
| NET RESALE PROCEEDS | \$2,031,613 | \$2,361,713 | \$2,702,565 | \$3,054,671 | \$3,418,559 |
| Description | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| RESALE PROCEEDS | | | | | |
| Projected Property Value | \$6,855,968 | \$7,057,504 | \$7,263,821 | \$7,475,026 | \$7,691,228 |
| Resale Expenses | (\$274,239) | (\$282,300) | (\$290,553) | (\$299,001) | (\$307,649) |
| Proceeds b/f Debt Payoff | \$6,581,729 | \$6,775,204 | \$6,973,269 | \$7,176,025 | \$7,383,579 |
| TAX BASIS | | | | | |
| Basis at Acquisition | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 |
| Depreciation | (\$1,069,118) | (\$1,248,555) | (\$1,427,992) | (\$1,607,428) | (\$1,786,865) |
| Adjusted Tax Basis | \$3,865,882 | \$3,686,445 | \$3,507,008 | \$3,327,572 | \$3,148,135 |
| TAX FROM SALE | | | | | |
| Resale Tax Gain (Loss) | | | | | |
| | \$2,715,848 | \$3,088,759 | \$3,466,260 | \$3,848,453 | \$4,235,444 |
| Resale Tax Benefit (Cost) | \$2,715,848 \$0 | \$3,088,759 \$0 | \$3,466,260 \$0 | \$3,848,453 \$0 | \$4,235,444 \$0 |
| . , | | | | | |
| Resale Tax Benefit (Cost) | | | | | |
| Resale Tax Benefit (Cost) AFTER TAX CASHFLOW FROM SALE | \$0 | \$0 | \$0 | \$0 | \$0 |
| Resale Tax Benefit (Cost) AFTER TAX CASHFLOW FROM SALE Loan Principal Balance | \$0 (\$3,089,341) | \$0 (\$2,944,056) | \$0 (\$2,789,811) | \$0 (\$2,626,053) | \$0 (\$2,452,194) |

* b/f = before



PROPERTY RESALE ANALYSIS

NorthPointe 100 North Pointe Ln | Danville , VA 24540

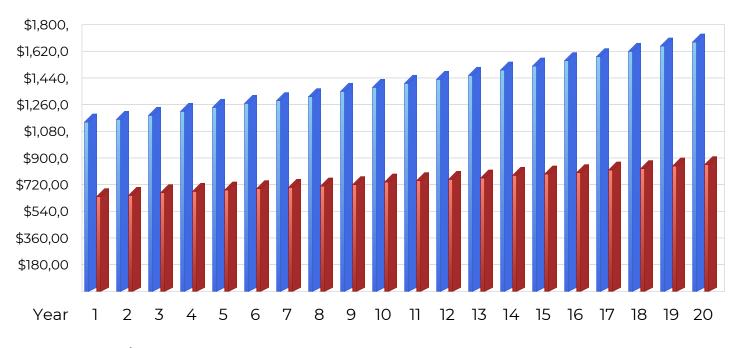
| Description | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|
| RESALE PROCEEDS | | | | | |
| Projected Property Value | \$7,912,539 | \$8,139,072 | \$8,370,944 | \$8,608,274 | \$8,851,182 |
| Resale Expenses | (\$316,502) | (\$325,563) | (\$334,838) | (\$344,331) | (\$354,047) |
| Proceeds b/f Debt Payoff | \$7,596,037 | \$7,813,509 | \$8,036,106 | \$8,263,943 | \$8,497,135 |
| TAX BASIS | | | | | |
| Basis at Acquisition | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 |
| Depreciation | (\$1,966,301) | (\$2,145,738) | (\$2,325,175) | (\$2,504,611) | (\$2,684,048) |
| Adjusted Tax Basis | \$2,968,699 | \$2,789,262 | \$2,609,825 | \$2,430,389 | \$2,250,952 |
| TAX FROM SALE | | | | | |
| Resale Tax Gain (Loss) | \$4,627,339 | \$5,024,247 | \$5,426,281 | \$5,833,554 | \$6,246,183 |
| Resale Tax Benefit (Cost) | \$O | \$O | \$0 | \$0 | \$O |
| AFTER TAX CASHFLOW FROM SALE | | | | | |
| Loan Principal Balance | (\$2,267,612) | (\$2,071,645) | (\$1,863,592) | (\$1,642,706) | (\$1,408,196) |
| Replacement Reserves Remaining | \$554,400 | \$604,800 | \$655,200 | \$705,600 | \$756,000 |
| NET RESALE PROCEEDS | \$5,882,825 | \$6,346,664 | \$6,827,714 | \$7,326,837 | \$7,844,939 |
| Description | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 |
| RESALE PROCEEDS | | | | | |
| Projected Property Value | \$9,099,795 | \$9,354,237 | \$9,614,639 | \$9,881,133 | \$10,153,853 |
| Resale Expenses | (\$363,992) | (\$374,169) | (\$384,586) | (\$395,245) | (\$406,154) |
| Proceeds b/f Debt Payoff | \$8,735,803 | \$8,980,068 | \$9,230,054 | \$9,485,888 | \$9,747,699 |
| TAX BASIS | | | | | |
| Basis at Acquisition | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 | \$4,935,000 |
| Depreciation | (\$2,863,484) | (\$3,042,921) | (\$3,222,358) | (\$3,401,794) | (\$3,573,783) |
| Adjusted Tax Basis | \$2,071,516 | \$1,892,079 | \$1,712,642 | \$1,533,206 | \$1,361,217 |
| TAX FROM SALE | | | | | |
| Resale Tax Gain (Loss) | \$6,664,287 | \$7,087,989 | \$7,517,411 | \$7,952,682 | \$8,386,482 |
| Resale Tax Benefit (Cost) | \$O | \$0 | \$O | \$O | \$O |
| AFTER TAX CASHFLOW FROM SALE | | | | | |
| Loan Principal Balance | (\$1,159,223) | (\$894,893) | (\$614,260) | (\$316,318) | \$0 |
| Replacement Reserves Remaining | \$806,400 | \$856,800 | \$907,200 | \$957,600 | \$1,008,000 |
| NET RESALE PROCEEDS | \$8,382,980 | \$8,941,975 | \$9,522,994 | \$10,127,169 | \$10,755,699 |

* b/f = before



GROSS INCOME VS. OPERATING EXPENSES NorthPointe

100 North Pointe Ln | Danville , VA 24540



Legend

| GROSS | SCHEDULED INCOME | Total Operating Expenses |
|-------|------------------|--------------------------|
| | | |
| Year | GROSS SCHEDULED | Total Operating |
| . ca. | INCOME | Expenses |
| 1 | \$1,198,440 | (\$700,400) |
| 2 | \$1,222,409 | (\$710,150) |
| 3 | \$1,246,857 | (\$720,046) |
| 4 | \$1,271,794 | (\$730,091) |
| 5 | \$1,297,230 | (\$740,286) |
| 6 | \$1,323,175 | (\$750,635) |
| 7 | \$1,349,638 | (\$761,138) |
| 8 | \$1,376,631 | (\$771,799) |
| 9 | \$1,404,163 | (\$782,620) |
| 10 | \$1,432,247 | (\$793,603) |
| 11 | \$1,460,892 | (\$804,752) |
| 12 | \$1,490,110 | (\$816,067) |
| 13 | \$1,519,912 | (\$827,552) |
| 14 | \$1,550,310 | (\$839,209) |
| 15 | \$1,581,316 | (\$851,041) |
| 16 | \$1,612,942 | (\$863,051) |
| 17 | \$1,645,201 | (\$875,241) |
| 18 | \$1,678,105 | (\$887,613) |
| 19 | \$1,711,667 | (\$900,171) |
| 20 | \$1,745,901 | (\$912,918) |



| INVESTMENT | RETURN ANALYSIS |
|------------|------------------------|
| | |

NorthPointe

100 North Pointe Ln | Danville , VA 24540

| Description | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|
| Cash Flow - To Date | \$87,457 | \$187,454 | \$300,292 | \$426,277 | \$565,722 |
| Net Resale Proceeds | \$2,031,613 | \$2,361,713 | \$2,702,565 | \$3,054,671 | \$3,418,559 |
| Invested Capital | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) |
| Net Return on Investment | \$984,069 | \$1,414,167 | \$1,867,858 | \$2,345,948 | \$2,849,282 |
| Internal Rate of Return | 86.70% | 51.18% | 40.20% | 34.62% | 31.13% |
| Modified IRR | 86.70% | 49.87% | 38.31% | 32.34% | 28.55% |
| NPV (cash flow + reversion) | \$984,069 | \$1,414,167 | \$1,867,858 | \$2,345,948 | \$2,849,282 |
| PV (NOI + reversion) | \$6,093,910 | \$6,692,590 | \$7,308,220 | \$7,941,197 | \$8,591,929 |
| Description | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| Cash Flow - To Date | \$718,948 | \$886,280 | \$1,068,055 | \$1,264,615 | \$1,476,308 |
| Net Resale Proceeds | \$3,794,789 | \$4,183,948 | \$4,586,657 | \$5,003,573 | \$5,435,385 |
| Invested Capital | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) |
| Net Return on Investment | \$3,378,736 | \$3,935,228 | \$4,519,713 | \$5,133,187 | \$5,776,693 |
| Internal Rate of Return | 28.71% | 26.90% | 25.48% | 24.34% | 23.39% |
| Modified IRR | 25.87% | 23.84% | 22.23% | 20.91% | 19.80% |
| NPV (cash flow + reversion) | \$3,378,736 | \$3,935,228 | \$4,519,713 | \$5,133,187 | \$5,776,693 |
| PV (NOI + reversion) | \$9,260,833 | \$9,948,333 | \$10,654,864 | \$11,380,873 | \$12,126,813 |

*a/t = after taxes; Modified IRR = Modified Internal Rate of Return; PV = Present Value; NPV = Net



INVESTMENT RETURN ANALYSIS

NorthPointe

100 North Pointe Ln | Danville , VA 24540

| Description | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|
| Cash Flow - To Date | \$1,703,493 | \$1,946,536 | \$2,205,809 | \$2,481,696 | \$2,774,586 |
| Net Resale Proceeds | \$5,882,825 | \$6,346,664 | \$6,827,714 | \$7,326,837 | \$7,844,939 |
| Invested Capital | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) |
| Net Return on Investment | \$6,451,319 | \$7,158,200 | \$7,898,524 | \$8,673,532 | \$9,484,525 |
| Internal Rate of Return | 22.60% | 21.91% | 21.32% | 20.81% | 20.35% |
| Modified IRR | 18.85% | 18.03% | 17.30% | 16.65% | 16.08% |
| NPV (cash flow + reversion) | \$6,451,319 | \$7,158,200 | \$7,898,524 | \$8,673,532 | \$9,484,525 |
| PV (NOI + reversion) | \$12,893,149 | \$13,680,355 | \$14,488,919 | \$15,319,334 | \$16,172,110 |
| Description | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 |
| Cash Flow - To Date | \$3,084,879 | \$3,412,983 | \$3,759,315 | \$4,124,302 | \$4,508,379 |
| Net Resale Proceeds | \$8,382,980 | \$8,941,975 | \$9,522,994 | \$10,127,169 | \$10,755,699 |
| Invested Capital | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) | (\$1,135,000) |
| Net Return on Investment | \$10,332,859 | \$11,219,958 | \$12,147,309 | \$13,116,471 | \$14,129,079 |
| Internal Rate of Return | 19.95% | 19.59% | 19.26% | 18.97% | 18.71% |
| Modified IRR | 15.55% | 15.08% | 14.64% | 14.24% | 13.88% |
| NPV (cash flow + reversion) | \$10,332,859 | \$11,219,958 | \$12,147,309 | \$13,116,471 | \$14,129,079 |
| PV (NOI + reversion) | \$17,047,763 | \$17,946,824 | \$18,869,835 | \$19,817,348 | \$20,789,930 |

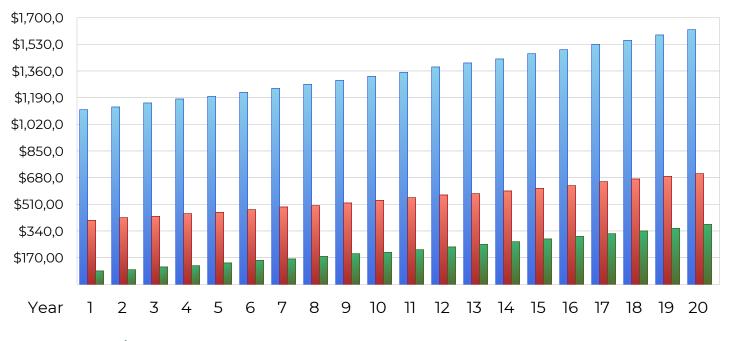
*a/t = after taxes; Modified IRR = Modified Internal Rate of Return; PV = Present Value; NPV = Net



OPERATING INCOME ANALYSIS

NorthPointe

100 North Pointe Ln | Danville , VA 24540



Legend

| Leger | la | | | |
|-------|-------|---------------------------|-------------------------|---------------------|
| | GROSS | OPERATING INCOME | NET OPERATING INCOME | Net Cash Flow (b/t) |
| | | | | |
| | Year | GROSS OPERATING INCOME | NET OPERATING INCOME | Net Cash Flow (b/t) |
| | 1 | \$1,114,549 | \$414,149 | \$87,457 |
| | 2 | \$1,136,840 | \$426,690 | \$99,998 |
| | 3 | \$1,159,577 | \$439,531 | \$112,838 |
| | 4 | \$1,182,769 | \$452,678 | \$125,985 |
| | 5 | \$1,206,424 | \$466,138 | \$139,445 |
| | 6 | \$1,230,552 | \$479,918 | \$153,225 |
| | 7 | \$1,255,163 | \$494,025 | \$167,333 |
| | 8 | \$1,280,267 | \$508,467 | \$181,775 |
| | 9 | \$1,305,872 | \$523,252 | \$196,559 |
| | 10 | \$1,331,989 | \$538,386 | \$211,693 |
| | 11 | \$1,358,629 | \$553,878 | \$227,185 |
| | 12 | \$1,385,802 | \$569,735 | \$243,042 |
| | 13 | \$1,413,518 | \$585,966 | \$259,274 |
| | 14 | \$1,441,788 | \$602,579 | \$275,887 |
| | 15 | \$1,470,624 | \$619,583 | \$292,890 |
| | 16 | \$1,500,036 | \$636,986 | \$310,293 |
| | 17 | \$1,530,037 | \$654,797 | \$328,104 |
| | 18 | \$1,560,638 | \$673,025 | \$346,332 |
| | 19 | \$1,591,851 | \$691,679 | \$364,987 |
| | 20 | \$1,623,688 | \$710,770 | \$384,077 |
| | | | | |



| NorthPointe 100 North Pointe Ln Danv | ille , VA 24540 | | | | 19 |
|---|-----------------|--------------|-------------|-------------------|-------------|
| Description | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| 1B/1B 60% LIHTC 18 Units | ¢100.000 | ¢111.0.00 | | | ¢110.050 |
| \$505.00 per unit 2B/?B_60% LIHTC | \$109,080 | \$111,262 | \$113,487 | \$115,757 | \$118,072 |
| 108 Units \$580.00 per unit | \$751,680 | \$766,714 | \$782,048 | \$797,689 | \$813,643 |
| 3B/2B 60% LIHTC 42 Units | ¢775 coo | *** · · · ** | ¢751,700 | \$750.7.40 | |
| \$670.00 per unit | \$337,680 | \$344,434 | \$351,322 | \$358,349 | \$365,516 |
| Total Income | \$1,198,440 | \$1,222,409 | \$1,246,857 | \$1,271,794 | \$1,297,230 |
| Description | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| 1B/1B 60% LIHTC 18 Units \$505.00 per unit | \$120,433 | \$122,842 | \$125,299 | \$127,805 | \$130,361 |
| 2B/?B 60% LIHTC 108 Units \$580.00 per unit | \$829,915 | \$846,514 | \$863,444 | \$880,713 | \$898,327 |
| 3B/2B 60% LIHTC 42 Units \$670.00 per unit | \$372,826 | \$380,283 | \$387,888 | \$395,646 | \$403,559 |
| Total Income | \$1,323,175 | \$1,349,638 | \$1,376,631 | \$1,404,163 | \$1,432,247 |

UNIT MIX BASE RENT REPORT



MANAGEMENT

| UNIT | MIX BASE | RENT | REPORT |
|------|----------|------|--------|
| | | | |

NorthPointe

100 North Pointe Ln | Danville , VA 24540

| Description | Year 11 | Year 12 | Year 13 | Year 14 | Year 15 |
|------------------------------|-------------|-------------|-------------|-------------|-------------|
| 1B/1B 60% LIHTC 18 Units | | | | | |
| \$505.00 per unit | \$132,968 | \$135,627 | \$138,340 | \$141,107 | \$143,929 |
| 2B/?B 60% LIHTC 108 Units | | | | | |
| \$580.00 per unit | \$916,294 | \$934,620 | \$953,312 | \$972,378 | \$991,826 |
| 3B/2B 60% LIHTC 42 Units | | | | | |
| \$670.00 per unit | \$411,630 | \$419,863 | \$428,260 | \$436,825 | \$445,562 |
| Total Income | \$1,460,892 | \$1,490,110 | \$1,519,912 | \$1,550,310 | \$1,581,316 |
| Description | Year 16 | Year 17 | Year 18 | Year 19 | Year 20 |
| 1B/1B 60% LIHTC 18 Units | | | | | |
| \$505.00 per unit | \$146,807 | \$149,743 | \$152,738 | \$155,793 | \$158,909 |
| 2B/?B 60% LIHTC 108 Units | | | | | |
| \$580.00 per unit | \$1,011,662 | \$1,031,896 | \$1,052,533 | \$1,073,584 | \$1,095,056 |
| 3B/2B 60% LIHTC 42 Units | | | | | |
| \$670.00 per unit | \$454,473 | \$463,562 | \$472,834 | \$482,290 | \$491,936 |
| | | | | | |



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ALCOHOL:

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REGIONAL MAP

NorthPointe 100 North Pointe Ln | Danville , VA 24540

Keeling 29 Blairs Mt Hermon BUS 29 Kentuck AAF Tank Museum 🖳 41 Cross 29 BUS 29 293 Ringgold 360 51 750 413 IRNAM WOOD Danville BUS Dan Rive 58 BUS 29 Averett University Mountain Hill 736 Whitfield 5,0 VIRGINIA NORTH CAROLINA 58 Google Whitetown Map data ©2020 Imagery ©2020 TerraMetrics