| Description | $\begin{aligned} & \hline 2015 \\ & \text { Total } \end{aligned}$ | $2014$ <br> Projected | Variance | Variance \% |
| :---: | :---: | :---: | :---: | :---: |
| Physical Occupancy | 97.87 \% | $97.89 \%$ |  |  |


| Economic Occupancy | $94.39 \%$ | $94.25 \%$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Gross Market Potential | \$6,178,925 | \$6,038,519 | \$140,406 | 2.3\% |
| Market Gain/Loss to Lease | $(\$ 151,048)$ | $(\$ 153,411)$ | \$2,363 | 1.5\% |
| Affordable Housing | \$0 | \$0 | \$0 | 0.0\% |
| Non-Revenue Apartments | $(\$ 62,948)$ | (\$68,070) | \$5,122 | 7.5\% |
| Rental Concessions | \$0 | \$0 | \$0 | 0.0\% |
| Delinquent Rent | \$0 | \$0 | \$0 | 0.0\% |
| Vacancy Loss | (\$131,667) | $(\$ 127,385)$ | $(\$ 4,282)$ | -3.4\% |
| Prepaid/Previous Paid Rent | \$0 | \$0 | \$0 | 0.0\% |
| Other Months' Rent/Delinquency Recovery | \$0 | \$1,110 | (\$1,110) | -100.0\% |
| Bad Debt Expense | $(\$ 1,206)$ | \$0 | $(\$ 1,206)$ | -100.0\% |
| Other Resident Income | \$44,398 | \$40,287 | \$4,111 | 10.2\% |
| Miscellaneous Income | \$6,200 | \$10,554 | (\$4,354) | -41.3\% |
| Corp Apartment Income | \$0 | \$0 | \$0 | 0.0\% |
| Retail Income | \$0 | \$0 | \$0 | 0.0\% |
| TOTAL INCOME | \$5,882,653 | \$5,741,604 | \$141,049 | 2.5\% |
| PAYROLL | \$541,800 | \$525,709 | $(\$ 16,091)$ | -3.1\% |
| LANDSCAPING | \$69,800 | \$73,968 | \$4,168 | 5.6\% |
| UTILITIES | \$104,309 | \$98,813 | $(\$ 5,496)$ | -5.6\% |
| REDECORATING | \$86,843 | \$83,478 | $(\$ 3,365)$ | -4.0\% |
| MAINTENANCE | \$104,812 | \$103,214 | (\$1,598) | -1.5\% |
| MARKETING | \$15,475 | \$15,449 | (\$26) | -0.2\% |
| ADMINISTRATIVE | \$92,088 | \$91,881 | (\$207) | -0.2\% |
| RETAIL EXPENSE | \$0 | \$0 | \$0 | 0.0\% |
| PROFESSIONAL SERVICES | \$147,166 | \$142,718 | $(\$ 4,448)$ | -3.1\% |
| InSURANCE | \$207,012 | \$197,507 | $(\$ 9,505)$ | -4.8\% |
| AD-VALOREM TAXES | \$107,472 | \$107,469 | (\$3) | 0.0\% |
| NON ROUTINE MAINTENANCE | \$194,225 | \$78,557 | (\$115,668) | -147.2\% |
| TOTAL OPERATING EXP | \$1,671,002 | \$1,518,762 | $(\$ 152,239)$ | -10.0\% |
| NET OPERATING INCOME | \$4,211,652 | \$4,222,842 | (\$11,190) | -0.3\% |
| DEBT SERVICE | \$0 | \$0 | \$0 | 0.0\% |
| DEPRECIATION | \$417,696 | \$417,425 | (\$271) | -0.1\% |
| AMORTIZATION | \$0 | \$0 | \$0 | 0.0\% |
| PARTNERSHIP | \$8,000 | \$0 | (\$8,000) | -100.0\% |
| EXTRAORDINARY COST | \$0 | \$0 | \$0 | 0.0\% |
| NET INCOME | \$3,785,956 | \$3,805,417 | $(\$ 19,461)$ | -0.5\% |
| CAPITAL EXPENDITURES | \$1,453,804 | \$3,825,287 | \$2,371,483 | 62.0\% |
| MORTGAGE PRINCIPAL | \$0 | \$0 | \$0 | 0.0\% |
| TAX ESCROW | \$0 | \$0 | \$0 | 0.0\% |
| INSURANCE ESCROW | \$0 | \$0 | \$0 | 0.0\% |
| INTEREST ESCROW | \$0 | \$0 | \$0 | 0.0\% |
| REPLACEMENT RESERVE | \$715,786 | \$734,976 | \$19,190 | 2.6\% |
| REPLACEMENT RESERVE REIMBURSEM | (\$1,453,804) | $(\$ 3,825,287)$ | (\$2,371,483) | -62.0\% |
| WIP | \$0 | \$0 | \$0 | 0.0\% |
| OWNER DISTRIBUTIONS | \$3,487,866 | \$3,487,866 | (\$0) | 0.0\% |
| DEPRECIATION AND AMORTIZATION | (\$417,696) | (\$417,425) | \$271 | 0.1\% |
| NET CASH FLOW | (\$0) | \$0 | (\$1) | -211.6\% |


| Approvals |  |  |  |
| :--- | :---: | :---: | :---: |
| Owner |  |  |  | whatsoever in connection with the accurac

is intended as a good faith estimate only.

