

### Property Analysis

Lake Springs Cove Memphis, TN



25% DOWN

<b>Investment Dollars (TOP)</b>	<b>Profit on Sale</b>	<b>Total Capital To Re-Invest</b>
\$ 84,665.50	\$ 140,264.66	\$ 224,930.16
<b>Combined Cash-on-Cash</b>	<b>Average Monthly Increase</b>	<b>Average Annual ROI</b>
10.47%	\$ 1,168.87	16.57%

Property Notes: A \$5500 seller concession has been applied to the estimated closing costs in this purchase scenario.

### 10 Year Average Annual and Total Return Scenarios

	Average Appreciation Years 1-10	Average Annual Combined Cash-on-Cash	Average Annual Return on Investment (ROI)	Average Monthly Increase	Profit on Sale (after known & estimated expenses to buy, own & sell)	Total Capital to Re-Invest
<b>HISTORICAL</b> Nationally	3.50%	10.77%	10.47%	\$ 738.73	\$ 88,647.14	\$ 173,312.64
<b>LIKELY</b> DFY Scenario	5.00%	10.47%	16.57%	\$ 1,168.87	\$ 140,264.66	\$ 224,930.16
<b>POSSIBLE</b> In DFY Markets	6.50%	10.16%	23.52%	\$ 1,659.16	\$ 199,099.38	\$ 283,764.88

Property Purchase Information	
Property Analysis For	DFY CLIENT
Date Created	9/6/2023
DFY Coach	TBD
Down Payment	25.00%
Estimated Interest Rate	7.875%
Property Management Fee	\$ 1,308.00
Projected Appreciation Average	5.00%
Annual Rent Increase Average	3.33%
Closing Costs on Future Sale	7.50%
Property Financing Details	
Estimated Monthly Rent	\$ 2,025.00
Monthly Principal & Interest	\$ 1,457.39
Monthly Taxes	\$ 245.92
Monthly Insurance	\$ 79.17
Principal, Interest, Taxes & Insurance (PITI)	\$ 1,782.47

Property Details	
Purchase Price	\$ 268,000.00
Year Built	1993
Square Feet	2005
Bedroom Count	4
Bathroom Count	2.5
Estimated Monthly Rent	\$ 2,025.00
Real Estate Investment Details	
Loan Amount	\$ 201,000.00
Down Payment	\$ 67,000.00
Estimated Closing Costs	\$ 5,220.00
Estimated Pre-Paid Items	\$ 1,950.50
DFY TEAMS FEE	\$ 6,995.00
Total Cash to Close/Fund	\$ 81,165.50
Estimated Fix-Up Expenses	\$ 3,500.00
Total Out of Pocket Summary (TOP)	\$ 84,665.50
Property Management Setup	\$ 1,215.00
Recommended Account Reserves	\$2,500 - \$5,000

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PROPERTY IN REVIEW	Lake Springs Cove Memphis, TN
PURCHASING SCENARIO	25% DOWN
PURCHASE PRICE	\$268,000.00
AVERAGE ANNUAL APPRECIATION	5.00%



INVESTMENT BREAKDOWN	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	10 YR ANN SUM	10 YR ANN AVG
<b>ANNUAL PROJECTED INCOME AND EXPENSES</b>												
Gross Rent	\$ 24,300	\$ 25,272	\$ 26,283	\$ 27,071	\$ 27,884	\$ 28,720	\$ 29,582	\$ 30,469	\$ 31,383	\$ 32,325	\$ 283,288	\$ 28,329
Taxes	\$ 2,951	\$ 3,099	\$ 3,253	\$ 3,416	\$ 3,587	\$ 3,766	\$ 3,955	\$ 4,152	\$ 4,360	\$ 4,578	\$ 37,117	\$ 3,712
Insurance	\$ 950	\$ 998	\$ 1,047	\$ 1,100	\$ 1,155	\$ 1,212	\$ 1,273	\$ 1,337	\$ 1,404	\$ 1,474	\$ 11,949	\$ 1,195
HOA	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 3,750	\$ 375
Property Management	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 1,308	\$ 13,080	\$ 1,308
Vacancy/Repairs (%) ***See below	10.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%		
Vacancy/Repairs (\$) ***See Below	\$ 2,430	\$ 3,033	\$ 3,154	\$ 3,249	\$ 3,346	\$ 3,446	\$ 3,550	\$ 3,656	\$ 3,766	\$ 3,879	\$ 33,509	\$ 3,351
Net Operating Income	\$ 18,716	\$ 19,493	\$ 20,299	\$ 20,872	\$ 21,459	\$ 22,058	\$ 22,671	\$ 23,297	\$ 23,937	\$ 24,590	\$ 217,392	\$ 21,739
Debt Service	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 17,489	\$ 174,887	\$ 17,489
<b>COMBINED CASH-ON-CASH FINANCIALS - MONTHLY DOLLARS</b>											<b>10 YR ANN SUM</b>	<b>10 YR MNTH AVG</b>
Net Monthly Cash Flow	\$ 102	\$ 167	\$ 234	\$ 282	\$ 331	\$ 381	\$ 432	\$ 484	\$ 537	\$ 592	\$ 42,505	\$ 354
Monthly Principal Reduction	\$ 143	\$ 155	\$ 168	\$ 182	\$ 196	\$ 212	\$ 230	\$ 248	\$ 269	\$ 291	\$ 25,131	\$ 209
Monthly Depreciation Est. Tax Savings	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 21,050	\$ 175
Monthly Combined Cash on Cash (\$)	\$ 421	\$ 498	\$ 577	\$ 639	\$ 703	\$ 769	\$ 837	\$ 908	\$ 981	\$ 1,058	\$ 88,686	\$ 739
<b>COMBINED CASH-ON-CASH FINANCIALS - ANNUAL PERCENT OF TOP</b>												
Cap Rate	6.98%											
Cash-on-Cash Return	1.45%	2.37%	3.32%	4.00%	4.69%	5.40%	6.12%	6.86%	7.62%	8.39%	50.20%	5.02%
Principal Reduction of TOP (%)	2.03%	2.20%	2.38%	2.57%	2.78%	3.01%	3.26%	3.52%	3.81%	4.12%	29.68%	2.97%
Depreciation (%)	2.49%	2.49%	2.49%	2.49%	2.49%	2.49%	2.49%	2.49%	2.49%	2.49%	24.86%	2.49%
Combined Cash-on-Cash Return (%)	5.97%	7.05%	8.18%	9.06%	9.96%	10.89%	11.86%	12.87%	13.91%	14.99%	104.75%	10.47%
<b>ANNUAL EQUITY AND CASH FLOW RETURN ON INVESTMENT</b>												
Appreciation (YR %)	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%		
Appreciation	\$ 13,400	\$ 14,070	\$ 14,774	\$ 15,512	\$ 16,288	\$ 17,102	\$ 17,957	\$ 18,855	\$ 19,798	\$ 20,788	\$ 168,544	\$ 16,854
Profit on Sale	\$ (24,852)	\$ (11,004)	\$ 4,332	\$ 20,994	\$ 39,040	\$ 58,531	\$ 79,531	\$ 102,105	\$ 126,325	\$ 140,265		
Return on Investment Equity & Cash Flow	-29.35%	-13.00%	5.12%	24.80%	46.11%	69.13%	93.94%	120.60%	149.21%	165.67%		16.57%
Total Capital to Re-Invest	\$ 59,813	\$ 73,662	\$ 88,997	\$ 105,659	\$ 123,706	\$ 143,197	\$ 164,196	\$ 186,771	\$ 210,991	\$ 224,930		

\*\*\* Vacancy/Repair cost is not calculated in Net Operating Income, but accounted for in the Profit on Sale.

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## GLOSSARY OF TERMS



TERM	DEFINITION
Appreciation	The Appreciation is the rise in value over time calculated cumulatively
Average Annual Combined Cash-on-Cash	The Average Annual Combined Cash-on-Cash is the average of the Combined Cash-on-Cash over all 10 years the investment is held.
Average Annual Return on Investment (ROI)	The Average Annual Return on Investment (ROI) measures how much net profit is made by dividing the ROI in year 10 by 10 years.
Average Monthly Increase	The Average Monthly Increase is calculated by taking the Profit on Sale in year 10 and dividing it by 120 months to get the average monthly dollar amount.
Cap Rate	The Cap Rate is calculated by dividing the Net Operating Income by the Purchase Price.
Cash-on-Cash Return	The Cash-on-Cash Return is the cash income earned on the cash invested, and is calculated by dividing the annual Net Cash Flow by the Total Out of Pocket (TOP).
Combined Cash-on-Cash Return	The Combined Cash-on-Cash Return is calculated by taking the sum of the annual Cash-on-Cash Return, Principal Reduction and the Depreciation's estimated tax saving. Vacancy/Repairs are accounted for by subtracting the 10 year estimated expense from the 10 Year Profit on Sale.
Debt Service	Debt service is the money required to pay the principal and interest mortgage payment - reflected in annual dollars.
Depreciation	Depreciation is calculated by taking the Purchase Price minus the land valuation (we use 20% of the purchase price to illustrate an approximate amount, but investors should use acceptable methods to calculate their actual land value) to get the depreciable amount. The IRS's useful life of residential real estate is 27.5 years, so the depreciable amount is divided by 27.5 (other strategies are available to accelerate depreciation) to determine an annual depreciation amount which is then multiplied by the client's tax rate (we use an average of 27% - 22% Federal, 5% State for illustrative purposes - yours could be higher or lower) to illustrate potential dollars saved by reducing the amount of taxes owed.
Investment Dollars (TOP)	The Investment Dollars (TOP) total is comprised of the down payment, estimated closing costs, the DFY TEAMS fee and the estimated fix-up expenses.
Net Monthly Cash Flow	The Net Monthly Cash Flow is calculated by taking the Net Operating Income total, and subtracting any Debt Service total for that particular year.
Net Operating Income	The Net Operating Income is calculated by taking Gross Rent, and subtracting out Taxes, Insurance, HOA and Property Management expenses for that particular year.
Principal Reduction	The Principal Reduction is calculated cumulatively based off a 30 year ammortization, fixed rate mortgage.
Profit on Sale	The Profit on the Sale is calculated by taking the sum of the current market value (Purchase Price plus cumulative Appreciation) and accumulated Cash Flow and then subtracting the mortgage payoff balance, initial Total Out of Pocket (TOP), Vacancy/Repair commulative total and an estimated 7.5% Closing Costs on the property sale. A \$12,000 rehab expense has also been subtracted from year 10 profits to reflect rehab work that likely will be needed while owned and in preparation to sell.
Property Management Setup	The Property Management Setup amount reflected will cover the PM account setup fees and the base initial lease out fees. It is advised to confirm these fees with the PM at the time of setup as they may be updated periodically by the PM. DFY confirms these fees annually with the PM in each market.
Recommended Account Reserves	The Recommended Account Reserves is a suggested dollar range to set aside as a "rainy day fund" to cover any unforeseen future expenses related to the investment.
Return on Investment Equity & Cash Flow	The Return on Investment Equity & Cash Flow measures how much net profit is made - calculated by taking the Profit on the Sale, and dividing it by the Investment Dollars (TOP).
Taxes	Property Taxes paid to the local government by the property owner - DFY reflects taxes increasing by the appreciation % for that specific year.
Total Capital to Re-Invest	Total Capital to Re-Invest is calculated by taking the sum of the Profit on Sale and initial Total Out of Pocket TOP. This is your profit after all known and estimated expenses plus your initial investment money (TOP).
Total Cash To Close/Fund	The Total Cash To Close/Fund is the sum of the down payment, estimated closing costs, estimated pre-paids, and the DFY TEAMS fee.
Total Out of Pocket (TOP)	The Total Out of Pocket value is calculated by taking the sum of the Down Payment, Estimated Closing Costs, Estimated Pre-Paids, Estimated Fix-Up Expenses, and the DFY TEAMS fee.
Vacancy/Repairs	Vacancy/Repairs is calculated by taking a percentage based off the age of the property and multiplying it by the annual Gross Rent. The outlay is accounted for by subtracting the 10 year estimated expense from the 10 Year Profit on Sale.